

## COVID-19 Round Table # 1 NOTES & chat info\_ April 1, 2020

1. Survey link: <https://canadianfairs.wufoo.com/forms/s19f4wk104kbhm/>
2. Big concerns: sponsorship, fundraisers, contracts, customer confidence (will they come to the fair, can they afford it?)
3. TREIM link: <http://www.mtc.gov.on.ca/en/research/treim/treim.shtml>
4. From Haley Rose : [parhamfair@gmail.com](mailto:parhamfair@gmail.com)
5. [NOTE: it is highly recommended that a lawyer review your contracts to make sure they are binding and accurate] Sample force majeure clause from Harley Bloom, Capital Fair: *The Capital Fair recognizes and values your contractual obligation to this contract and deals in good faith. However, if the City of Ottawa declares that it is unsafe to host the Capital Fair from 13 Aug to 24, 2020 due to the coronavirus outbreak, the Capital Fair reserves the right to terminate the contract with no costs, fees or legal action. The Capital Fair will offer 15% of the total agreed amount of the contract if required to cancel after July 15, 2020 to allow for that money to help cover flights or other costs incurred. If the Capital Fair cancels on or before July 14th, 2020, the contracted parties assumes all risks, liabilities and costs at no expense to the Capital Fair.*

### Chat highlights:

- 19:39:34 From Harry Stoddart : While Fair is our greatest income earner, all options are important
- 19:40:07 From Brandt Weaver : bingo
- 19:40:17 From harley bloom : how about "no"
- 19:40:17 From Norma Bird : Need to add sponsors and donations to that last question
- 19:40:18 From Alicia Van Esse : it only let me select one. But a lot could fit under events
- 19:40:20 From George : Without events, the fair looks very different
- 19:40:20 From Theresa Wever : Other - fundraising events
- 19:40:23 From Kathy Rogers-Hartley : We have facility rentals all year long
- 19:40:25 From Barbara-Ann Glaude : storage
- 19:40:25 From Kerry McDonald : could be a NO option
- 19:40:27 From Barb Keith : Perth Fair other is winter storage
- 19:40:28 From Fran Farrell : We get some grants, sponsors
- 19:40:28 From Theresa Wever : Other - sponsorship
- 19:40:32 From Kimberly Clark : bbq
- 19:40:33 From Kristin Slute : sponsors
- 19:40:35 From Guy Scott : No we don't
- 19:40:36 From TOM COX : Other Midway provider
- 19:40:38 From Marlene Limpricht : Other is sponsorship
- 19:40:39 From Haley Rose : We have nothing at all
- 19:40:41 From Dan Cumming : equipment rental
- 19:40:42 From esther vrieze : we need our events/rentals/fundraising to be able to hold a Fair ...

19:40:44 From Theresa Wever : other -government support  
19:40:45 From Haley Rose : Just the fair  
19:40:57 From Kimberly Clark : same as esther...  
19:40:59 From Susan McGonigle : Other - fundraising and sponsorships  
19:40:59 From Sarah Moreau : fundraisers, donations, grant and sponsorships  
19:40:59 From Dean Garrett : Sponsorship is the second source besides the fair  
19:41:00 From Judy Krall : Storage rental  
19:41:02 From Janet Williamson : Sponsorship  
19:41:02 From Beth Schlueter : Beth ... business donations, government support,  
19:44:08 From Roxanne Finch-Hearns : fair isn't until august, however still deciding on flea market  
19:44:16 From Dean Garrett : We are in July so we are waiting it out to see how things look in May, june  
From Dawn Corless : Our fair is not until Labour Day Weekend. We are hoping that the Coronavirus will be long  
19:44:18 gone by then  
19:44:24 From Norma Bird : Ours isn't until Sept  
19:44:40 From Bev Donaldson : Schomberg fair cancelled May 28-31  
19:44:42 From Janet Williamson : Not sure what is going to happen with the fair on Labour Day weekend.  
19:44:52 From Kimberly Clark : fundraisers have been cancelled due to locations and groups involved  
From Lyndsie Greig : Fair isn't till Septmeber, but postponing Kids Dance Fundrasier. Not date set until this all  
19:44:58 settles  
19:45:05 From Marla Adamson Barber : Our fair is not until Sept 11, 12, 13  
19:45:21 From Sara Stephenson : postponed ag. safety awareness day at local school from june to next june  
19:45:21 From Mhairi Rowland : our fair is in August, so we are proceeding with our planning for now  
19:45:26 From CHELSEA HOPE : Our fair is in August, going ahead but also starting to look at contingency plans  
19:48:25 From heather : other fundraisers ie pancake breakfasts canteens  
From George : Don't wait for your municipality to come to you. Call them and let them know what you have in  
19:51:46 your "inventory"  
19:56:40 From Christina Franc : Survey link: <https://canadianfairs.wufoo.com/forms/s19f4wk104kbhm/>  
19:57:41 From Eleanor : we to go Mad.Good ideas Eleanor  
From TOM COX : I believe that the OAAS - CAFE - Festival Events and Midways should meet with the Federal  
19:58:04 and Provincial heads of tourism - I do not believe they know the importance of all are industry  
From Carol Johnson : As we depend mostly on sponsorships and donations, if this thing lasts much longer we  
are afraid that the businesses and individuals may not be in a position to donate this year. Also it may take a  
19:58:35 number of months for people to recover from being off work and having to depend on Employment Insurance.  
From Jeff Sicard - Markdale Agricultural Society : no microphone here...the biggest factor I am looking at is lost  
profit. to date we have lost 30% of our profit from fundraising to the end of April, if we get to the end of June  
(as some municipalities already have) that number will exceed 55% of fundraising profit lost. as well, we are at  
the mercy of other organizations decisions, example, our fair has a major 4-H livestock component and without  
19:59:42 knowing their plans we wonder if there will even be any 4-H shows.  
20:00:07 From Christina Franc : Force majeure clause or act of god  
From heather : Carol J we are in same boat not sure of the economic impact on our sponsors that we so  
depend on trying to get our fair book out early this year but not wanting to contact people or if we should  
20:00:18 refund the |\$\$\$\$ we have recieved

20:00:31 From Norma Bird : Our planning has halted since we will not be meeting this month. Sponsors will be hesitant especially if their revenues are down. Sponsors are a major revenue base for our Fair

20:01:00 From Fran Farrell : We have not started any of our sponsor recruitment yet and don't expect to collect from businesses that traditionally support us. I don't think it will be fair to be expecting much sponsorship for next year either should this carry on for some time.

20:01:20 From Joanne Vanier : As Carol Johnson said we also depend mostly on sponsorships and donations, we are afraid that the businesses and individuals may not be in a position to donate this year.

20:01:47 From Dawn Corless : Fundraisers are a big part of where our funds come from. So unless things change we will be in a tight spot to financially support the fair

20:02:12 From heather : same here had to cancel 3 events already

20:02:33 From Dean Garrett : We have cancelled events coming in May as well

20:02:43 From Theresa Wever : perhaps you can get them to re-schedule for 2020 with whatever deposit.

20:02:53 From Theresa Wever : oops 2021

20:03:19 From Meghann Packard : We have implemented a spending freeze until further notice other than regular expenses (i.e. hydro)

20:03:20 From harley bloom : Sample: The Capital Fair recognizes and values your contractual obligation to this contract and deals in good faith. However, if the City of Ottawa declares that it is unsafe to host the Capital Fair from 13 Aug to 24, 2020 due to the coronavirus outbreak, the Capital Fair reserves the right to terminate the contract with no costs, fees or legal action. The Capital Fair will offer 15% of the total agreed amount of the contract if required to cancel after July 15, 2020 to allow for that money to help cover flights or other costs incurred. If the Capital Fair cancels on or before July 14th, 2020, the contracted parties assumes all risks, liabilities and costs at no expense to the Capital Fair.

20:03:21 From Janet Williamson : we have cancelled events to the end of May

20:03:24 From George : Suggest you keep talking to sponsors. We have had almost 100% support. We are offering additional activations at the Fair or other popup events we are working on.for the one cancelled and second postponed event.

20:03:27 From Laurie Cadwell : Drumbo Fair we have collected information and all entertainment contracts are on hold and the entertainers have been very understanding. I as president have asked that all sending be put on hold examples prize list and advertising. I have also put together an ad hoc committee to discuss issues/concerns as they arise to then present to the board. At the moment we have closed our hall and any events that were to happen have either been cancelled or rebooked. Our fair isn't until the end of Sept.

20:03:39 From Bev Latva : \$ 40,000 of our budget is Sponsorship question is we will get it this year?

20:04:44 From Elana Fiegehen : we have discussed moving a couple of our fundraisers into an online format - silent auction & plant sale

20:05:15 From Galaxy S8 : dates for events are filling up fast if you are planning on postponing an event Clinton has moved the Derby tentative date in August

20:06:02 From Brenna Jansen : We are also wondering... even if we go ahead with the fair, will families have \$ to even purchase admission? We're looking at lower cost entertainment options so that we may have the option to offer reduced ticket prices.

20:06:22 From CHELSEA HOPE : Hi! (from Williamstown Fair) I like the suggestions on the OAAS website that we all need to be open and get creative, regardless of where your fair falls in the season, it really won't be a normal year

20:06:31 From Susan McGonigle : If we move events will we have to have new dates approved by the District?

20:07:16 From heather : use the TRIEM reports they are easy and impactful !!

20:07:23 From Dennis Wiliams : Kingston Fair is Sept. 17-20, My concern is will the public be afraid to come to our fair amongst thousands of participants.

20:07:35 From Norma Bird : I would love to use technology lite Zoom to hols meetings but several Board member do not have zoom or even a computer.

20:07:55 From Haley Rose : Our fair runs on a very small budget each year. We haven't had a midway in a while. There are options that don't cost much money at tall

20:08:11 From George : Hi Norma They can use a cell phone

20:08:20 From George : Any device

20:08:27 From Kerry McDonald : Zoom can be used as an app on a phone or just call into the meeting by phone

20:09:08 From Rod Perry : Can we please get a copy of Harley's contract?

20:09:17 From Jeff Sicard - Markdale Agricultural Society : no microphone here...the biggest factor I am looking at is lost profit. to date we have lost 30% of our profit from fundraising to the end of April, if we get to the end of June (as some municipalities already have) that number will exceed 55% of fundraising profit lost. as well, we are at the mercy of other organizations decisions, example, our fair has a major 4-H livestock component and without knowing their plans we wonder if there will even be any 4-H shows. we also have difficulty in terms of no meetings for planning, obviously various levels of government have enacted limits to gatherings but we are also limited by lack of ability for virtual meetings, more than half our board has either no device to access internet and/or lack of confidence with technology and/or no internet available at their home.

20:11:08 From Marla Calico : Have heard from fairs in US using their social media (they may have biggest following in the community!) to do shout outs to their sponsors, messages about what those businesses are doing, etc. They also use their social media to support community messaging from municipal authorities, health authorities, etc.

20:11:09 From George : We will be starting reposting "good deeds" posted by our Sponsors. It's a partnership. Great Activation

20:11:17 From Carol Johnson : Not to mention insurance and mortgages etc

20:12:18 From Norma Bird : Even our township has yet to decide on our grant - this would make it very difficult for us to event hold the Fair.

20:12:21 From Theresa Wever : My understanding is the 75% is income from March 2019 versus March 2020. Won't really help us at this moment. I would agree our chances are better under tourism

20:12:58 From Theresa Wever : The 30% is March 2019 versus March 2020 at this moment

20:13:19 From Sara Stephenson : For future reference, we recently added a "loss of Revenue" insurance to our Ag. society for only a couple hundred dollars - not goof for this year, but for future years

20:13:25 From Kimberly Clark : Contacted our Council member and they are looking week to week not a month at a time

20:13:54 From Lyndsie Greig : our council is also going week to week

20:15:20 From heather : tynd twp also communicating weekly as this changes on a daily basis

20:17:37 From Gloria Mejia : Unless they come up with a vaccine, the virus will continue and the economy will not bounce back by the end of this year

20:17:46 From TOM COX : The point is the government has to do something now - Fairs and Midways have already a lost of money now the company that I represent as already lost over \$300,000.00 due to getting equipment ready for this season - this past winter - without help some midways and fairs will be out of business - the amount revenue placed into the community by Fairs and Midways is helpful to all

20:18:13 From heather : I agree Gloria this is going to go in waves and go on for many many months

20:19:07 From TOM COX : What I am telling Fairs and Festivals not to panic take it slow but be ready - have all your ducks in a row

20:19:34 From Martin Ritsma : Will Agricultural Societies qualify for the 75% payment of salaries from the Federal Government ?

20:19:36 From heather : its good to have ducks but at some point we need money to float them

20:20:40 From Dunchurch Ag Society : has anyone received their grants for this year?

20:20:53 From Mary Lichty-Neeb : Are Agriculture Societies printing prize lists this year or just putting on social media and websites

20:21:09 From Kimberly Clark : yes - Dunnville has received

20:21:25 From Rod Perry : At the Erin Fair, every year we have focused on making the fair bigger and better. I think Madeline is right, maybe 2020 is the year to return to simpler times. Maybe lower entrance fees and be happy to attract the people who come

20:21:29 From scott\_000 : Milton fair already printed advanced books

20:21:44 From Dawn Corless : Armour Ryerson Burk's Falls Agricultural Society is still printing their fair books

20:21:47 From Laurie Cadwell : We are not printing at the moment but do have it up on our website

20:21:50 From Yvonne Compton : Kingston Fair is going to update Website with all plans for 2020, but are holding off printing the prize books, as that comes as an expense

20:22:04 From Kathryn Lynch : Hi - Acton we have already printed our advance book and distributed. Our fair is in mid-September. Also on website.

20:22:06 From Elizabeth Blair : Middleville is just posting on the website and Facebook pages at this point...not printing books to save the expense.

20:22:21 From Alicia Van Esse : Dresden Fair is withholding printing but will have the book online

20:22:25 From heather : Shannonville is still considering print a book but website great idea

20:22:50 From esther vrieze : We are Sept 10-13, we have created our basic prize lists for the categories which people can already work on (junior work, fancy work, crafts) and will be sending them to previous exhibitors and sharing through social media and website. Holding off from printing for now.

20:22:53 From Laurel Charbonneau : West Niagara book is being printed

20:23:24 From Bev Latva : Likely won't print Fair Book this year on the WEB

20:23:30 From Susan McGonigle : Our fair is a free admission fair and has been for approx. the last 5 years.

20:23:41 From Callise Loos : Harriston-Minto has went to a digifairbook and has suspended printing for now. We usually cover the cost of printing with ads but feel the money should stay with our businesses for now. We also emailed it out to all of our members.

20:23:52 From Alicia Van Esse : Susan same with Dresden Fair

20:24:04 From Susan McGonigle : Our fair book is being loaded to the website once a few last issues are worked out with assist expo.

20:24:06 From Elizabeth Ferguson : Russell Fair at this point just available on line...will print when we have too, our fair is mid August

20:24:16 From heather : Callise that's where we are at

20:24:40 From Barb Keith : Perth Fair is definitely focusing on the web but we did print our advance list back in Dec. I don't know if we will print a book or not yet. We are Labour Day weekend.

20:24:53 From Barbara-Ann Glaude : Stormont > Grant yes; info going online as usual, some class info will be draft if sponsors are not all in place, book will probably be delayed

20:25:08 From Fran Farrell : As to prize lists, we haven't got ours all together yet. Our advance list for homecraft is out and online. The rest depends on whether 4-H goes and sponsorships.

20:25:10 From Norma Bird : Wainfleet has a book underway but not quite finished. Need to determine the number to be printed. Distribution will be an issue. We may print less and improve our website

20:25:58 From heather : yes this call has been really informative !! lots of great idea sharing

20:26:14 From Kimberly Clark : Dunnville Draft online- have not printed as HomeShow for April 18 was cancelled

20:26:38 From Rod Perry : The Erin Fair would love to welcome our friends in Schomberg, who have cancelled their Fair, to the Erin Fair on Thanksgiving Weekend. We are discussing giving free passes to other fair boards

20:27:04 From Mike Dupuis : The Walkerton Fair is the last fair of the year. We are hoping that it will be going still. As of now we are getting good response from our Local Sponsors. Some of the Banks that are our sponsors are the first ones to let me know that they are not going to sponsor us this year. I think there should be some pressure put on the Banks to help sponsor their local economies such as the Fair.

20:27:04 From Rick Maclvor : If prize books are in line, they can be directed at folks who might likely be interested in preparing and entering!

20:27:27 From Laurie Cadwell : Erin that is an amazing idea!

20:28:25 From Beth Meszaros : great idea to share that one fair is inviting another that has to be cancelled. Perhaps that is one way to go for others that have to cancel.

20:29:08 From heather : we are at about same budget bouncy castles were a hit and not too expensive

20:29:09 From Susan McGonigle : I definitely have shared all of our school fair classes on all of our social media forms

20:29:25 From Haley Rose : parhamfair@gmail.com

20:29:37 From Michael Timmermans : With the florida fair association a membership comes with a card that allows the member and a guest to every fair during the year. thought it was a good idea

20:29:49 From Marla Calico : #FairStrong on social media from IAFE! We want to hear and SHARE your stories!!!

20:30:03 From TOM COX : If by hope that part of the Fair season happens - it would be a good time to have Districts to join together to help one another and it will help Midways in providing entertainment for all

20:30:08 From Lorna Wilson : district 5 has a Facebook page

20:30:09 From Alicia Van Esse : In Dresden we also have a facebook page where we posted all the childrens crafts and classes to help through their time off.

20:30:10 From Marla Adamson Barber : I have sent all of our junior and adult handiwork categories out through facebook. My fair is WAY smaller than Parham fair!

20:30:40 From Beth Meszaros : district 4 has a facebook page also.

20:30:42 From Janet Williamson : Mitchell Fair has a facebook page also

20:31:14 From Norm Lamothe : Millbrook Fair has a facebook page and instagram'

20:31:27 From Ian Ferguson : Thorndale Fair has a Facebook page as well

20:32:06 From Janice Stange : Kinmount fair has a facebook page as well

20:32:13 From Cathy Gayton : for anyone who has cancelled, did they have midways?

20:32:15 From Susan McGonigle : Stratford Fair has Instagram, twitter and facebook

20:32:20 From Norma Bird : Wainfleet does too

20:32:28 From Greg Finlay : Campbellford Fair has a facebook page to follow.

20:32:28 From Liz Gow : Ramona Agricultural Society also has a facebook page.

20:32:47 From Galaxy Note10+ : How many fairs have cancelled already?

20:32:59 From Michael Seguin : Williamstown Fair has a facebook page

From Craig Martin : Markdale Fair has a facebook page. We just posted a notice to the community that we are continuing to plan as if the fair will happen, and that we would provide updates as possible. Just a way to let the community know we are trying and if for any reason something happens nothing comes as a shock.

20:33:16 From Rod Perry : Please have a lawyer review your contracts to make sure you have an out clause

20:33:43 From Pat Leonard : Thanks so much for this meeting - I hope we have more of them !!! Flos Ag Society aka Elmvale Fall Fair - Thanksgiving week-end

20:33:52 From Carol Johnson : Regarding the OMAFRA grants... if a fair is cancelled, or downsizes because of this, how will that affect our grants moving forward?

20:33:53

20:35:29 From Elizabeth Johnston : What happens with the OMAFRA grant if we aren't able to host our fair in 2020?

From D.J. McDonald : We book local talent for a stage show. Our contract is basically an email agreement with who, time and compensation. That's our contract and it's worked for decades. (3 day budget of under \$10 Grand.) Not sure how to work in a Force Majeure with such an informal arrangement. Our fair has been held annually since at least 1812.

20:36:31

20:37:16 From Beth Schlueter : Did we receive an answer about the OMAFRA grant this year if we need to cancel?

From Pat Leonard : Good question regarding the OMAFRA grant - do you anticipate that it will be available to us next Feb - if we have to cancel in 2020 ???

20:37:59 From Laurie Cadwell : Yes at our District 7 judging school there was also discussion on video schools as specially for our more remote Ag societies/districts. If I can help, please let me know. Laurie

20:39:43 From Alicia Van Esse : is there some type of training we could attend to help us with these contracts and how they should be written. I for one have never seen with that type of clause in it. We have always done it on the handshake, or email kind of thing

20:39:59

20:40:03 From Guy Scott : Kinmount Fair is holding our 150th anniversary on Labour Day Weekend

20:41:15 From harley bloom : spelled TREIM

20:41:16 From Devon Multamaki : Tourism Regional Economic Impact Model

20:41:41 From wildoakfarms : Thank you for the webinar. Picton Fair will be celebrating their 185th Anniversary in 2020.

From Tim Carson : Hi from Alberta. I agree that we are all in this together. We will emerge on the other side of this crisis stronger than we have been. I believe in this industry and each of you. New horizons are ahead. Each of you have an amazing impact on your community. Hang in there.

20:41:58

20:42:03 From Kimberly Clark : The 2021 grant is the one in question if have to cancel fair

From Elizabeth Johnston : We have received our 2020 grant (Listowel) but we are wondering about 2021 if we have no fair and no stats/income/gate receipts to report.

20:42:42

20:42:57 From Dennis Wiliams : Kingston Fair is hoping to celebrate 190th fair in September. Stay safe and Healthy.