



Hello all,

I hope this note finds you, your family, and your staff all well and safe.

As you may or may not know, I am on conference calls twice a week with Transport Canada officials and other associations and unions involved in the marine industry. This morning I had a call with the acting Director General of Marine Safety & Security as well as the Director of Stakeholder Relations Tourism at EDC. I will continue to be in direct contact with both of these individuals concerning the implications on our industry due to Covid-19.

Below are the important details from this mornings call.

Transport Canada

In the near future an announcement will be made prohibiting the operation of any passenger vessel over 12 passengers that is not deemed an essential service until June 30th. This date could be pushed to later in the season depending on how the situation evolves.

Any ferry services that are deemed essential will be allowed to operate at 50% capacity unless they can prove to the department that they have measures in place to prevent the spread of the virus.

EDC

This organization understands and is extremely sympathetic to our industries situation and wants to help in any way possible. Some of the programs that have been announced and will be available for applications in the coming days are the first round of aid. We have links to the various programs on the PCVA website, and they gave me a new link for real time updates below.

<https://www.canada.ca/en/services/business/maintaingrowimprovebusiness/resources-for-canadian-businesses.html>

EDC is now listening to industry concerns to create their plan for funding requests to aid during the closures of our operations but, more importantly, the recovery. They need to know from us if you are having issues getting the aid that has been announced and any concerns you have for the future. Please call or email me or any of your board members to let us know your issues so we can submit the to EDC as soon as possible.

On a separate note I wanted to thank our associate member, Rio Insurance, for stepping up for our members and proactively lobbying for a discount in our insurance policies to help in this difficult time. In speaking with some of you over the past week it seems that not everyone has seen the info from Rio so I have included it below.

Please take care of yourselves and let us know if there is anything you need.

Regards,

Captain Kurt Huck
President
Board Director Advocacy and Government Relations

PCVA VESSEL INSURANCE PROGRAM 2020 RENEWAL

Hello everyone

First, Marnie and I hope that you are all doing well as we all adjust to life during this unprecedented time. Second, we understand fully that there is still a lot of uncertainty as to how much your business may be impacted.

It is with this understanding that I went back to our insurance partners and asked for their help. We have excellent partners supporting the program and I am very pleased to confirm that both have agreed to the following offers to help you through this time:

Protection & Indemnity, British Marine – 50% reduction

- The reduction will be applied to your expiring premium providing you are not operating.
- The remainder of the annual premium will be endorsed/invoiced pro-rata from the date your resume operations.

Hull & Machinery, Intact Insurance – 30% reduction

- The reduction will be applied to your expiring premium providing you are not operating.
- The remainder of the annual premium will be endorsed/invoiced pro-rata from the date your resume operations.

No Claims Continuity Credit – 10% Earned

- Will be honored in addition to both of the above discounts providing the program performs as required (so far it has).

Premium Financing – 10% down and 10 installments

- Your exclusive 10% and five installment contracts will be extended to offer 10 equal installments.
- Contracts are available to companies who have previously paid in full

It gives me great satisfaction to represent these companies, their support is unwavering when it matters most. I would not have been able to secure these concessions without such a fantastic group of clients, thank you to all of you for your continued support.

Stay safe and as always, let me know if have questions,

Michael Delaney, President

RIO Insurance Brokers