

NEWS FROM THE

# Frontenac CFDC

*Building business – growing communities*

## Small Business – Big Directory

### *Frontenac Business Directory is in the Works*

An often-mentioned drawback of having a business in a rural setting is that networking opportunities and a sense of business connectivity can be lacking. A good way to establish a sense of cohesiveness and an excellent reference guide is use of a Business Directory.

The Frontenac Community Futures Development Corporation, along with the County of Frontenac, are creating a comprehensive on-line directory of local businesses. This business database will enable companies to promote products and services at no charge, help them become aware of other local suppliers and learn of business oppor-

tunities. Residents of the Frontenacs will also benefit by using the directory as a supply source. This project is being made possible through the Human Resource Skills Department's (HRSD) Job Creation Partnership Program.

Partner groups involved in this program include Land O'Lakes Communications Network, the Kingston District Information Centre, the Land O'Lakes Tourist Association and the Wolfe Island Business and Tourism Association.

County of Frontenac businesses wishing to take the opportunity to promote their business, free of charge, can either complete the survey (soon to be available) on our website at [www.frontenaccfdc.com](http://www.frontenaccfdc.com) or by calling (613)372-1414.



Business owners in the Frontenacs, like Elizabeth-Anne Elvins of the Tiffany Gift Shoppe, will be able to list their business in the new Frontenacs Business Directory.

## Loan portfolio information

There was a total of \$1,000,000 capitalization from federal government during fiscal year.

- six approved loans during fiscal June 30th (five disbursed);
- average loan was \$28,000
- disbursed funds were \$141,60
- there were no write-offs

*Totals to date September 15/04 (including last fiscal)-*

- eight approved Business Investments
- 14 full-time jobs affected by investments
- 17 seasonal employment or part-time positions
- approved Investments (total) to date \$268,908.
- disbursed funds (principal) to date \$171,608.
- there were no write-offs

## When buying local matters

### *Feast of Fields draws crowds*

The Feast of Fields was a hugely successful event celebrating local and seasonal food fresh from family farms in the local area. Ticket sales exceeded expectations. Visitors experienced the culinary creations of some of the area's most talented chefs preparing sample-size portions and using locally-grown produce straight from the farm. There was a farmers' market and educational displays on food and farm issues. Feast of Fields capitalized on the 'buy local' movement which has evolved over the past few years, in response to a food supply that has become increasingly global.

Frontenac CFDC supported this initiative by working with their fundraising



*Feast of Fields capitalizes on the 'buy local' movement which has evolved in response to a global food supply.*

committee on their proposal and budget to apply for funds from the Agricultural Adaptation Council under their CanAdapt Small Projects Initiative. These efforts resulted in a sponsorship of the event by CanAdapt.



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## The Electronic Waste Recovery Pilot Project

### *Taking the waste out of all that electronic waste*

How do you handle technological allies that just don't cut it anymore – those old computers and monitors, cell phones, TVs, scanners, faxes, DVD players, printers, laptops and cables and even electronic games. The Frontenac CFDC is supporting, through their knowledge-based enterprise fund, an exciting project that takes the waste out of electronic waste (or e-waste). The Electronic Waste Recovery Pilot Project will ensure that many electronic items destined for the dump will have an after-life either as a refurbished piece or as useable parts.

This project is timely as Ontario is presently considering legislation that bans electronic waste in landfills. E-waste from computers and peripherals contain many toxins such as arsenic, barium, mercury and lead.

The Electronic Waste Recovery Pilot Project is being undertaken by the Land O'Lakes Communications Network (LOLCN). Co-ordinator Jim MacPherson is planning for the new, non-profit facility that will collect, assess, test and, where possible, refurbish electronic waste from industrial and private sources in eastern Ontario. The e-waste facility has a home thanks to the municipality of Central Frontenac which has donated a 4,000-sq.-ft. municipal garage to house the proposed facility.

Besides the benefits to the environment that the Electronic Waste Recovery Pilot Project provides, many of the items that are thrown away can be refurbished and sent to developing countries. The project also provides hands-on training/employment opportunities to people inspecting and refurbishing the discarded electronics.



Since opening their doors in May, Frontenac CFDC has provided business consulting services to over 130 individuals.

## Opening was Grand

Frontenac CFDC celebrated their official opening in May 2004. An open house was held with over 90 people in attendance at their Harrowsmith offices.

Ryan Seeds, Chair, told the group that "A person may have a great idea and a lot of passion, but not the business know-how. The CFDC staff will provide them with business advice, free of charge, and may even be able to provide financing." Since opening their doors, Frontenac CFDC has provided consulting services to over 130 individuals.

## Training Workshops and Seminars

The Frontenac CFDC held a successful training workshop on Employment programs in March at the South Frontenac Township offices with over 30 people taking part. Presenters included Human Resources Skills Development Canada, KEYS (Kingston Employment Youth Strategies) and St. Lawrence College.

More recently, Frontenac CFDC presented a workshop, "Is your business ready for a web-site?" Feedback was positive and another session is being offered Friday September 24/04. This interactive workshop will begin by showing the small business owner how they can use the internet for their business without creating their own web-site. It will then discuss reasons for creating a web-site and basic web-design tips to consider.

## Partners develop Rideau Cultural Heritage Corridor

Frontenac CFDC is taking part in an exciting initiative launched by federal, provincial and local tourism partners to promote the Rideau Canal region that stretches from Ottawa to Kingston inclusive, as a unique international cultural tourism destination.

The project, known as *The Rideau Cultural Heritage Corridor*, will market the Rideau's heritage, arts, cuisine, and natural history experiences, in a campaign to be launched for the 2006 tourism season. Paul Akehurst, Chairperson of the project's Steering Committee, says "The Rideau Cultural Heritage Corridor is the most ambitious cultural tourism initiative in Canada."

## Community Ventures Capital Fund

Community Ventures Capital Fund (CVCF) consists of an alliance between Community Futures Development Corporations (CFDCs), economic development agencies and private sector investors. The CVCF offers valuable, comprehensive services to help companies to expand, capture niche market opportunities or become more profitable.

Due diligence and evaluation is performed on viable proposals, with a financing and assistance package customized to address specific needs.

The CVCF is looking to invest in Eastern Ontario companies poised to grow profitably. They focus on first, second and third round investments, spin-offs, expansions and restructurings, in the \$200,000 to \$500,000 range.



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