



SUMMER 2013

NEWS from the FRONTENAC CFDC

building business ~ growing communities



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Log onto our website, click "Directory" and add your business.

Building Business in the Frontenacs

The Frontenac CFDC offers free business advice, workshops and commercial financing to existing business owners and those looking to start a business in the County of Frontenac. Over the last nine months, staff has worked with a variety of businesses to assist them in financing and below are some examples of how we have helped.

Loretta and Randall Wieting, owners of Kingston Nurseries in Harrowsmith, turned to the Frontenac CFDC for financial assistance to expand their business. Kingston Nurseries was established in 2011 and offers quality trees, shrubs, perennials, annuals and gift wear as well as landscape design and installation services. Frontenac CFDC funding enabled the Wietings to expand their facility to offer an edible garden section including fruit bearing trees and vegetables showcasing various design elements that they are able to offer their clients.

The Frontenac CFDC assisted Kerry and Bill Arthur with their dream of starting a pet food store, Sydenham Pet & Farm

Supply. Sydenham Pet offers a variety of food products for dogs, cats, and livestock as well as treats, toys, leashes and more and happily takes requests for products as they grow their stock. The Arthurs have done a fabulous job of renovating an existing building in the village and the Frontenac CFDC are happy to have been able to assist with that.

Michael Gossage initially became a client of the CFDC when he relocated his business, Sydenham Landscaping Products, from Rutledge Road to Boundary Road. The new location enabled Michael to expand his business and provide better visibility. More recently, the Frontenac CFDC provided financial assistance to Michael to purchase equipment and this has resulted in him hiring a new full-time year-round position and two seasonal part-time jobs.

The Frontenac CFDC provided financial assistance to Jason LaCelle when he first started his business, LaCelle's Corporate Group, in 2011. Jason is a certified welder and experienced carpenter. Since that time he has brought on one... (over)

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PM: 42585022

For more on our services visit www.frontenaccfdc.com

full-time employee and provided seasonal employment. When Jason had the opportunity to purchase additional equipment that would enable him to expand his services and secure some solid contracts he turned to the Frontenac CFDC.

Frontenac CFDC Loans:

\$700,500. of loans were approved during the fiscal year (July 1, 2012 to March 31, 2013 - note a change in fiscal year end means only 9 months) leveraging 1,397,500. 18 ft jobs and 6 pt were created and 38.5 jobs were maintained as a result of these investments in our local businesses. \$6,610,500. has been lent to local businesses since inception (Jan 2004).

The Frontenac CFDC offers commercial financing of up to \$250,000 to new or existing businesses in the County of Frontenac. As well, we offer interest free loans to develop vacant or underutilized commercial properties; replace commercial septic systems; complete façade improvements on commercial properties located in villages; and for the purchase and installation of alternative energy where the energy will be used for the operation of the business or farm. The interest free loans are subject to available funds.

To find out more about realizing your business dream, call Terry Romain, Business Development Officer, at 613-372-1414 TF 1-888-372-9962 or visit our

website www.frontenaccfdc.com

Frontenac CFDC EODP Stats - EODP for year ending March 31, 2013.

Number of Projects:

Skills Development - 19

Internships - 10

Other Business Development - 16

Innovation & Information, Communication Technology (ICT) - 19

Community Innovation Projects - 17

Collaborative Projects with other CFs - 5

Total Projects: 85 for \$878,800

Frontenac CFDC New Staff and New Location

The Board of Directors and the staff of the Frontenac CFDC would like to welcome Terry Romain our new Business Development Officer who will be providing business consulting and commercial financing. Terry's twelve years of experience as a Small Business Advisor with the TD Bank makes him an ideal person for this role. As a financial professional who has served clients in this area and a long time resident of South Frontenac, Terry knows the region and understands the challenges and opportunities of business owners in the Frontenac's. Terry's position at the TD Bank had him provide an all-encompassing financial

service to the clients - both personal and business - and this perspective will be of particular benefit to our many sole proprietorships.

If you would like to meet with Terry to discuss your existing business or a new business that you are thinking about starting up, you can reach him by calling 613-372-1414 TF 1-888-372-9962, email terry@frontenaccfdc.com, or by dropping by our office.

In other exciting news, the Frontenac CFDC has moved! Come visit us at our new location 5062 Hwy 38 in Harrowsmith, in the Harrowsmith Plaza.



Mike Dean's Super Food Store Opens in Sharbot Lake

A big welcome to the Dean Family who have recently opened their newest Mike Dean's Super Food Store in Sharbot Lake. After purchasing the Sharbot Lake Freshmart in April, the Deans have been working hard to transform the old store including new façade and improved refrigeration and shelving units. Mike Dean's Super Food Stores operate as full service grocery stores with an emphasis on service, freshness, and national brands at direct warehouse prices. The new Sharbot Lake store marks the 6th store for the family in eastern Ontario. For store hours or to see their weekly flyers visit their website www.mikedeans.com

The Board of Directors of the Frontenac CFDC is very pleased to be able to assist the Dean's with financing for the renovations of the store. The store provides an essential service for Central Frontenac residents and currently employs 10 full time people with plans to hire additional staff. It is anticipated that other stores in the village will benefit from the customer traffic that the store will generate. Congratulations to the Dean family on their latest store.

Photo:

Nancy, Julie, Mike, Gordon & Pamela and their children, Siena, Thomas, Benjamin and Samuel.



Photo courtesy of Frontenac News

Congratulations!

Congratulations to David Elyea and Peggy Green on their new business Frontenac Computers. Frontenac Computers is a local IT service and support company located in Sharbot Lake providing a complete range of services from disaster recovery, PC security, hardware and software diagnostics, desktop and server support, wide area networking and infrastructure planning for residents and businesses in North, Central and South Frontenac. For more info visit them online at www.frontenacomputers.ca

Sydenham has a new physiotherapy clinic - congrats Latif Khoja on the opening of Sydenham RehabWell Clinic. Their services include physiotherapy (acupuncture, ultrasound, IFC, TENS, taping etc.), massage therapy and foot care. They also offer OHIP approved Assistive Devices program applications for people 65 and older for up to 75% funding of wheelchairs, walkers or other mobility devices. For more info visit www.rehabwell.ca

Congrats to Jason Marsh on his new business PRC Home Renovations. PRC Home Renovations specializes in flooring, painting, decks and patios, as well as windows, doors and other home upgrades. They also offer home inspections to prospective home buyers. For more info contact Jason at 613-572-1699 or email prc_renos@hotmail.com

Happy 30th Anniversary to Frontenac Mortgage in Sharbot Lake! Frontenac Mortgage & Investment Fund started in Feb. 1983, when three people (Wayne & Alison Robinson and Marcel Giroux) pooled their RRSPs and put the full amount in one mortgage. Today they have over 1300 investors, a total of \$106 million, invested in approx. 400 mortgages and managed by a staff of 29. For more info on Frontenac Mortgage visit www.robinsonsgroup.com

The Clip Join in Sydenham has a new groomer, welcome to Erin Godfrey! The Clip Join, located at 3050 Rutledge Rd (same building as Sydenham Veterinary Services), offers full service dog grooming. Find them on Facebook at www.facebook.com/clipjointsyd

Do you have business news you would like to share on our next newsletter? Call 613-372-1414 or email krista@frontenaccfdc.com

Spotlight Video Tracy John - Fused Glass Artist



The Frontenac CFDC has been visiting businesses in Frontenac County to find out more about their business and what products and services they have to offer. We have been taking short video clips at these businesses and posting them to our YouTube Channel to help promote businesses in the Frontenacs.

Our newest video features Tracy John a fused glass artist from Harrowsmith. Visit our YouTube page to view her video www.youtube.com/frontenaccfdc

If you have a business in the County of Frontenac and would like to be featured in one of our business spotlight YouTube videos please contact Krista at 613-372-1414 TF 1-888-372-9962 or email krista@frontenaccfdc.com.

Accessible Transportation in Frontenac

The need for rural accessible transportation in the Frontenacs has sparked a new business in our community and our region - Simply Access Service Innovation, aka SASI Taxi. Debbie Barkley, owner/operator, understands the need for rural community transportation in our region and brings 30+ years' experience in this sector. Debbie's passion is to help people in our communities to have access to a wide variety of services and to improve the quality of life so they may remain at home with their friends and family. The personal transportation service she is offering to North, Central and South Frontenac includes a wheelchair accessible van for anyone with a mobility issue as well as regular personal transportation and driver service. Transportation will be offered on a first come,

first serve basis, and requires 48 hours notice when possible. The wheelchair accessible van accommodates two wheelchairs and one regular passenger, which can allow for shared rides and costs.

For more information concerning rates, schedules and operating hours please contact Debbie at 613-453-7506 or email dbarkley.sasi@gmail.com



Frontenac Arch Biosphere

FAB Experiences! A unique web gateway giving visitors free and interactive access to over 10,000 features just beyond their door. The website will provide visitors with never before offered day-trips, mapping of a dozen themed routes, with descriptive touring notes and map menus to choose their stops along the way.

Pick your gateway city or town in the Frontenac Arch Biosphere region. Choose from tour routes that explore the 5,000 sq. km. region, fabulously rich in its nature, history, arts, local food and adventure. These themed routes "connect the dots" - the places and people that thread stories and adventures together. Visit www.fabr.ca for more info.



Ontario Food Terminal Trip

In March the Frontenac CFDC organized a trip to the Ontario Food Terminal (OTF) in Toronto to give local farmers a chance to see how the terminal works and whether the OFT services might be of benefit to their farm operation. Thirty farmers and Frontenac CFDC staff spent the morning touring OTF's forty acre site that consists of a farmers' market, warehouse tenants, cold storage and disposal centre. Ontario growers large and small can sell their produce and horticultural products at the farmers' market on a daily basis for \$44 or sign up for an annual or semi-annual stall and rent cold storage on a short or long term basis. The terminal which is not open to the general public, has 5,000 registered wholesale buyers, 21 warehouse tenants and 400 farmers' market tenants and distributes an average of 5.4 million pounds of produce each day. To find out more about the food terminal visit their website at <http://www.ofb.com>.

Fun facts about the food terminal.

It is estimated that over one million vehicles enter the terminal annually. The terminal serves buyers all over Ontario, the Maritimes, Quebec and Manitoba as well as the northern United States. Farmers come in as far north as Cold Water, from Leamington to the west, from Kingston to the east, and Fort Erie to the South. The terminal is the stock exchange of fruits and vegetables where prices are determined by supply and demand and change daily.

SEO & Social Media Workshop

The Frontenac CFDC is pleased to have Patricia Czychun from Capstone Web Solutions back for a workshop on Search Engine Optimization and Social Media. When building a website the old adage "build it and they will come" does not always work. This workshop will help you understand what Search Engine Optimization is and why you need it to bring people to your website. Learn about the many DIY techniques you can use to harness the power of SEO and social media sharing to increase you website ranking.

June 26 from 9:30 to 11:00 at the Frontenac CFDC office. Please RSVP

Taste of Wolfe Island

On July 27th join Taste of Wolfe Island for their Farm-to-Table dinner at Henderson Farms. The public is invited to attend this outdoor evening meal prepared by Kingston Chef Clarke Day featuring island produced products.

Ticket cost is \$60 per person and are available from any Taste of Wolfe Island member or at Tara Natural Foods, Aqua Terra, Fargo's, and Niles General Store. When purchasing tickets you will be given the option of leaving your vehicle in Kingston, walking on the to 4pm ferry and catching a bus in the village of Marysville. The dinner begins at 5:30pm at Henderson Farms located at 168, 15th line rd. www.tasteofwolfeisland.ca

North Frontenac Dark Skies Preserve

The dark skies initiative started about eight years ago in North Frontenac and is about to be a reality. The North Frontenac Economic Development Task Force (composed of council members, staff, business owners and the community) have all been working very hard for this to become a reality. Last year with the help of local astronomers two events were held and there was a great deal of interest shown. This year a star gazing pad is being constructed at 5816 Road 506 between Plevna and Fernleigh. The tentative date for the grand opening is July 6th and updates will be provided on the Township of North Frontenac website www.northfrontenac.com. An application has been submitted to The Royal Astronomical Society for a dark sky designation.

Verona Garlic Festival

Verona Lions Garlic Festival, Sat. of the Labour Day Weekend from 9:00am to 2:00pm at the Verona Lions Centre, 4505 Verona Sand Rd. Free admission and parking.

Rain or shine! Great food, local garlic growers with over 17 varieties of fresh garlic along with braids, sauces, spreads and growing tips, farm fresh produce and lots more from the Frontenac Farmers' Market and a Children's Centre with crafts, train rides, mini golf and more.

Interested in becoming a vendor? Visit www.veronalions.ca to download a vendor applications form.

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Saturday, August 17th, 2013

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Visit www.travelandlakes.com for more info.

EODP - Business Development Projects



Frontenac Computers provides a complete range of servicing and consulting from disaster recovery, PC security, hardware and software diagnostics, desktop and server support, wide area networking and infrastructure planning. Frontenac Computers took advantage of EODP funding to create a website for their new business with blogging and social media capabilities and to establish an online e-learning center for businesses to review, learn and test what IT works for them.



Brown's Lakeview Cottages & Campground is a third generation family owned and operated seasonal campground and cottage rentals located in Tichborne. Brown's are using EODP funding to help them create an online payment and billing system. By utilizing this technology Brown's hopes to make it easier for their customers to make payments and help them grow their business.

Mariclaro Canada Inc., located in Sharbot Lake, is an independent design brand making quality bags and accessories from recycled materials such as seat belts, truck tarps, car seats and dashboards, bike tubes, sails and more. Mariclaro utilized EODP funds to participate in trade shows in the U.S. to introduce their brand to American customers as part of their market expansion strategy.



Did the EODP project stories spark an idea to help grow your business? Find applications and guidelines on our website www.frontenaccfdc.com

NEXT DEADLINES: September 3rd & October 1st

Subject to available funding

please submit applications electronically to:

eodp@frontenaccfdc.com

Not sure where to start? call our office at 613-372-1414 to set up a time to talk about your project.

EODP - About the Program

The Eastern Ontario Development Program (EODP) promotes economic development in eastern Ontario, leading to a diversified and competitive regional economy with successful businesses and prosperous communities. The Government of Canada has established priorities of jobs, growth, and prosperity and this is the lens that EODP applications will be assessed.

Jobs - Job creation remains a top priority, along with helping workers have access to training and development. The EODP program provides grants to hire full-time interns and apprentices. It also provides grants for skills training to new and existing employees. Grants are also available to business owners to upgrade their own skills - whether the skills training is specific for their industry or to improve their marketing, management, or accounting skills.

Growth - Technological and social change are creating new opportunities. The EODP program provides funding to enable businesses to realize those opportunities. Grants are available for projects such as business expansion plans, e-commerce, adoption of information and communications technologies, research and commercialization of innovation.

Prosperity - The EODP program supports businesses, not-for-profit organizations and communities with resources they need to prosper. Prosperity priorities include activities such as diversification of businesses and local economies; improving the productivity of private sector firms; and encouraging the next generation of innovators and entrepreneurs.

How to apply?

For EODP applications and guidelines visit <http://tinyurl.com/c28hfsu>. For more information about the program contact the Frontenac CFDC at 613-372-1414, TF 1-888-372-9962 or email eodp@frontenaccfdc.com to set up a time to talk about your project.

Wolfe Island Classic 5/10k Run

The Wolfe Island Community Medical Clinic proudly presents the annual Wolfe Island Classic 5K and 10K road races on the picturesque, but hilly and challenging out and back course. The race will take place on Sunday July 7, 2013 at 9:30am. For more information about the race, registration and race day schedule please visit www.wolfeisland.com/wiclassic

Make race day a family outing - Wolfe Island has plenty to offer besides running the race. Go for a dip in the river at the finish line, see the puppies in the kennel also at the finish line, take a tour of the wind farm, grab some lunch at one of the

Island eateries like the Island Grill or Wolfe Island Pub & Pizzeria, do some shopping at the village galleries and shops, check out Café Tenango and the Wolfe Island Bakery, or visit the beach at Big Sandy Bay before taking the ferry ride home.



Vision & Vacation

Pat and Dave Storms had a vision of transforming the rustic Twin Pines Resort on Mississauga Lake into Eastern Ontario's first year-round fractional ownership cottage resort. They approached the Frontenac Community Futures Development Corporation (Frontenac CFDC) to help them with their business start-up.

The Frontenac CFDC is a non-profit organization funded by FedDev Ontario offering free business advice, workshop and commercial financing to entrepreneurs and those looking to start a business in the Frontenac.

"The Frontenac CFDC helped us kick-start our business and allowed us to grow," says Pat. "When no one would lend us that pivotal loan to get us started, the Frontenac CFDC did." After exten-

sive research and planning, Pat and Dave opened Frontenac Shores where vacationers can enjoy the benefits of owning a conventional cottage. In 2011 Frontenac shores was 90% sold out on their Phase One cottages and had started construction on Phase Two.

"The Frontenac CFDC's investment in Frontenac Shores is an investment in our local economy," says Liz Crothers, Frontenac CFDC Chair. "By supporting the Storms in their dream for a year-round resort, we are also assisting other local businesses that will benefit from the increase in the number of four-season cottagers.

To find out more about realizing your business dream, call the Frontenac CFDC at 613-372-1414, 888-372-9962 or email info@frontenaccfdc.com.

About the Frontenac CFDC

The Frontenac Community Futures Development Corporation is a non-profit organization whose mission is to stimulate community and economic development throughout Frontenac County. Run by a volunteer board of directors and funded by FedDev, the Frontenac CFDC offers free business advice, workshops, and commercial financing to entrepreneurs and those looking to start a business in the Frontenacs.

The Frontenac CFDC also provides support to initiatives that are designed to stimulate economic development in the County of Frontenac, and business planning assistance to community organizations within the County.

Visit our website and make use of the many online resources available including business information and e-learning courses.

Promote you company for FREE in on our online business directory or advertise your community event.

Sign up on the events page of our website to receive email alerts for

Frontenac Community Futures Development Corporation

5062 Hwy 38 Harrowsmith

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