

WINTER 2010



News From the Frontenac CFDC *building business — growing communities*

Congratulations!

The Frontenac 4-H Association received an Award of Excellence for their “Country Come to the City” program from the Canadian 4-H Council and RBC Foundation. See the Frontenac Agricultural Newsletter for more detail.

Henderson Farms receives 1st place showing at the 2010 Royal - Robert Henderson had a great showing this year at the 2010 Royal Agricultural Winter Fair; including 1st place in the Maple Syrup Competition with his Maple Jelly; 2nd in the Savory Jam or Jellies Class with his Sweet Red Pepper Jelly and 3rd in the Strawberry Jam Class, just to list a few of his winnings. Henderson Farms on Wolfe Island specializes in gourmet jams, jellies, marmalades, mango chutney and mustards handmade using all natural ingredients. Henderson Farms has been showing at the Royal since 2000 with great success and has been named the Grand Champion Jelly and Jam Maker two years in a row for 2006 and 2007 and won the Judges Choice Award in 2008 for his Pear and Quince Jam. For a full list of products offered by Henderson Farms and where to buy them visit their website www.hendersonfarms.on.ca. (Photo by Denise Irvine)



Ella Vanderburgh is set to expand **Ella's Café** in Harrowsmith to include a bakery in early December. Stop in and pick up your holiday sweets. Ella will have a wide assortment to tempt your taste buds.

VISIONSoup - Congratulations to all of the organizers of the 2010 VISIONSoup Fundraiser. This years event was a great success, they sold out!

Congratulations to Don Ross, the Executive Director of the **Frontenac Arch Biosphere** who has recently been recognized with the prestigious A.D Latornell 2010 Conservation Pioneer Award. The award was designed specifically to recognize individuals who have demonstrated life-long outstanding contributions to the field of conservations. Recipients are recognized for their innovation, leadership and dedication to the conservation field.

Welcome to James and Linda Kirkham who have opened **Wolfe Island Pizza and Pub**. Their business is located where Ernie's Pizza used to be. We understand the food is delicious and the Kirkham's will make you feel very welcome. Try it you'll like it!

Congratulations to the Management and Staff at the **Loughborough Inn** who are in the process of making major improvements to their Inn. These include renovating and upgrading four existing log chalets together with the construction of four more new up-scale chalets. When completed, these will be some of the nicest accommodations in the area. Well done folks!

We Would Like to Hear From You

If you weren't able to join us for our community consultations there is still time to provide your input into our strategic plan. Below you will find a link that takes you directly to a confidential online input tool where you can freely contribute your ideas and perspective on these key questions without being personally identified. This is not an email questionnaire - to give your input, copy the link below into your internet browser and it will take you to an online questionnaire where you can type in you comments.

<http://www.surveymonkey.com/s/FrontenacCFDC>

Frontenac CFDC Small Business Trade Show

In October the Frontenac CFDC hosted their 2nd Annual Small Business Trade Show in conjunction with Small Business Week. The goal of the Trade Show was to give County of Frontenac businesses the chance to promote their products and services to residents and to also provide business owners with a networking opportunity. This year the Trade Show was held in the brand new gymnasium at the Harrowsmith Free Methodist Church and over 44 local businesses showcased their products and services. Thank you to everyone who came out and showed their support for our local businesses.

Top: Sarah Hale, Arden Batik, at the Arden Artisans Table.
Bottom: Trade Show in the new Gymnasium



SMALL BUSINESS STIMULUS LOANS

**Need funds to assist with a new business start-up?
Looking at expanding your business?**

The Frontenac CFDC offers flexible commercial financing of up to \$250,000 for viable business projects in the County of Frontenac for start-up, relocation, stabilization or expansion stage. Contact 1-888-372-9962 for more information.

Financial assistance made possible by:



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Community Futures Development Corporation
building business – growing communities

Frontenac CFDC Community Consultations

The Frontenac CFDC has been going through the process of renewing its strategic plan to identify new community priorities and provide direction for its services over the next three years. The CFDC's purpose is best summed up by the phrase "building business, growing communities." With investment financing, advice, counselling and support for new and existing businesses, it encourages community and economic development throughout the Frontenacs.

Over the last couple of months the CFDC has held community consultations in Sharbot Lake, Verona and on Wolfe Island seeking input on what residents, entrepreneurs and community leaders saw as the county's best future opportunities. Some of the topics discussed included building vibrant communities, renewing tourism accommodations and facilities, local food, value-added approaches to agriculture, infrastructure and office facilities for new/expanding business and renewable energy opportunities. The CFDC Board of Directors will be using this input to develop our strategic plan early in the new year.

We would like to thank everyone who participated for taking the time to come out to the community consultations. We value your suggestions on priorities and ideas to help the Frontenacs prosper. If you were unable to attend our community consultations you can still give us your feedback - we have posted a short confidential survey online at <http://www.surveymonkey.com/s/FrontenacCFDC>, simply follow the link and fill the survey in online.

Frontenac CFDC Workshops

- **An Introduction to using Social Media to promote your business** - Wednesday January 19th, 2011 from 3:00pm to 4:30pm at the Sydenham Town Hall. Our Guest Speaker is Kathy Patterson. Cost: FREE
- **Financing: Through start-up to mature operating entity** - Wednesday January 26th, 2011 from 4:00pm to 6:00pm at the Sydenham Town Hall, with Guest Speaker David Edwards from the Toronto Dominion Bank. Cost: FREE
- **Starting a B&B:** this workshop is currently being planned in conjunction with the Land O'Lakes Tourist Association. Once the details are finalized we will be posting the information on our website www.frontenaccfdc.com in the events section.
- **Quest For New Farm Value—Value Plus Workshop:** This two day workshop is for farm and rural based entrepreneurs seeking new marketplace and value-added opportunities. Thursday Feb 10 and 17, 2011 from 9am to 4pm. Verona Lions Centre, 4504 Verona Sand Road, Verona. Cost: \$75 per person (see Agricultural Newsletter for more information)

For more information on these workshops or to register please call 613-372-1414, toll free 1-888-732-9962 or email krista@frontenaccfdc.com

The Succession Planning Workshop held December 1st in Sydenham was well attended despite sloppy weather. The presentation by Hugh Latif of the Business Development Bank of Canada (BDC) was informative, enjoyable and very beneficial to all who attended. The workshop was jointly sponsored by the Frontenac CFDC and the Business Development Bank of Canada.

We Would Like To Hear From You

What workshop topics interest you? We would like to hear some feedback on what workshops you would like to see us host in the future and what time of day is best for you to attend. Send your feedback to krista@frontenaccfdc.com or call 1-888-372-9962. Don't forget we post all of our workshop and business related workshops hosted by other organizations on our website at www.frontenaccfdc.com/events.cfm

Frontenac CFDC Webpage

Since the launch of our Social Media strategy in the summer the Frontenac CFDC has been looking at ways to revamp/improve our website and how to integrate these new Social Media platforms with in it. In the upcoming months we will be upgrading our website and we would like to hear from you. If there is additional content that you would like to see or if you have any suggestions on how we can improve our website please send them to us by emailing krista@frontenaccfdc.com.

www.frontenaccfdc.com



Christine Bliss, Uptown Dairy

Goats & Growth

Chris Bliss had a unique business concept; she wanted to take a traditional Holstein dairy farm no longer in operation and convert it into a goat dairy. After extensive research and planning Chris contacted the Frontenac Community Futures Development Corporation (Frontenac CFDC) to help make her goat dairy a reality.

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

Chris worked closely with the staff at the Frontenac CFDC to get her business off the ground with a start-up loan. "The Frontenac CFDC is a great resource if you are thinking about starting a business," says Chris, "they helped me fine tune my business plan and when I was overwhelmed with the process they showed up at just the right time to encourage me."

In January 2009 Chris opened Uptown Dairy in Sydenham and purchased the initial herd of 80 goats. Since then Uptown's herd has grown to over 220 goats. The Grade A licensed operation is now producing high quality milk from the 120 goats it is currently milking. "One of our goals is to build a disease-free herd so we can start to export our animals," says Chris "The help that the Frontenac CFDC provided us has helped grow our business and progress us towards our exporting goal."

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 the Frontenacs. Run by a volunteer board of directors and funded by the Federal Development Agency of Southern Ontario, the Frontenac CFDC offers free business advice, workshops and commercial financing to entrepreneurs and those looking to start businesses 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.

Frontenac Community Futures Development Corporation

4917 Rd. 38, Harrowsmith,
Ontario K0H 1V0
613-372-1414,

Toll Free 1-888-372-9962, or
www.frontenaccfdc.com

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

Promote your company FREE in the on-line business directory or advertise your community event

Sign up for notification of upcoming events and news on our website.



FRONTENAC AGRICULTURAL NEWSLETTER

Meetings & Events

- **Jan 12-15:** Innovative Farmers Association of Ontario winter bus tour to the National No Till conference in Cincinnati, Ohio www.iafo.com
- **Jan 13:** Frontenac 4-H Association Annual Meeting, 7:30pm at the Glenburnie United Church
- **Jan 18, 25, Feb 8, 15:** NFU Exploring your Farm Dream 5-part Course (details on reverse)
- **Jan 20:** Cattlemen's Association Annual Meetings, 7:30pm at the Township Office, Sydenham
- **Feb 10:** Frontenac 4-H Association Annual Meeting, 7:30pm at the Glenburnie United Church
- **Feb 10 & 17:** Quest For New Farm Value - Value Plus Workshop (details below)
- **Feb 13:** Farmstart.ca - CSA Mini-School Workshop in Ottawa (see reverse for details)
- **Feb 23-24:** Ontario Cattlemen's Association AGM, Doubletree International Plaza Hotel, Toronto
- **March 10:** Frontenac 4-H Association Annual Meeting, 7:30pm at the Glenburnie United Church

Quest For New Farm Value - Value Plus Workshop

Attention Farmers and Rural Entrepreneurs:

- Are you looking for or have a value added business idea for your farm?
- Not sure how to make you idea a reality?

By attending your local Quest for New Farm Value - Value Plus Workshop, you will learn best practices regarding value adding to tap into new and existing marketplace opportunities.

Over the two days you will:

- Put your ideas into action using the seven step value added development process
- Understanding the importance of your business plan
- Develop strategies that support your new idea
- Learn how to save time and money in the development process
- Take home practical and useful resources and tips

This two day workshop is for farm and rural based entrepreneurs seeking new marketplace and value-added opportunities.

DAY 1: Thursday Feb 10, 2011 - Check-in 8:30 to 9:00am

DAY 2: Thursday Feb 17, 2011

Workshop: 9:00am to 4:00pm each day

Verona Lions Centre, 4504 Verona Sand Road, Verona

Cost: \$75 per person, lunch will be provided

Registration and payment required by February 4, 2011. Call 613-372-1414 or toll free 1-888-372-9962 Sponsored by OMAFRA, Farm Credit Canada and the Frontenac CFDC



FRONTENAC AGRICULTURAL NEWSLETTER

Frontenac 4-H Association Recognized with RBC Award of Excellence

Thursday November 25, 2010 - The Canadian 4-H Council and RBC Foundation announced today the winner of the RBC 4-H Award of Excellence for the RBC 4-H Rural/Urban Youth Outreach Program. The award was presented at the Friends of 4-H Banquet, held in conjunction with National 4-H Conferences. The Award of Excellence was given to the Frontenac 4-H Association for their "Country Come to the City" program in Kingston. The program, in conjunction with the Boys' and Girls' Club of Kingston, offered 4-H programming to members of Kingston Boys' and Girls' Clubs. "We were extremely pleased to see the ingenuity and creativity from the Frontenac 4-H Association," said Judy Shaw, president of the Canadian 4-H Council. "The RBC program provides a great opportunity to showcase 4-H across Canada, and 'Country Comes to the City' embraced that idea and created a fantastic 4-H program."

The "Country Comes to the City" program was multi-faceted, and allowed the members of the Boys' and Girls' Club to experience what 4-H was about. They learned how to run meetings, the importance of Parliamentary procedures, and even had a chance to visit local farms and experience milking and gathering eggs. As well, the members of both 4-H and the Boys' and Girls' Club planted a community garden, where their own crops were grown and harvested. "We are very proud and excited to partner with the Canadian 4-H Council and sponsor such an important program for the agricultural community as a whole," said Gwen Paddock, National Manager, Agriculture and Agribusiness. "Helping our youth understand the communities in which they live and preparing them for their future is something we truly value." Since the launch of the RBC 4-H Rural/Urban Youth Outreach Program in 2009, more than \$80,000 has been awarded to more than 20 projects across Canada to help start or expand the 4-H program. The Canadian 4-H Council recently awarded 14 projects with funding for the 2010/11 year.

FarmStart.ca - CSA Mini-School

This full day workshop for those interested in starting a CSA production will cover advanced market gardening techniques (using a bed system, equipment, irrigation, steps in scaling up), and will introduce the basics of planning proper succession planting for a CSA farm. In the afternoon, the steps in setting up the CSA itself will be reviewed, including where to find and how to retain CSA customers and efficient distribution systems.

Feb 13, 2011 9:00am to 4:00pm, Ottawa. The cost for the course is \$60. For more information call 613-236-9300 ex. 301 or email info@justfood.ca

NFU Exploring your Farm Dream Course

This 5-part course developed by Farm Start helps new and aspiring farmers explore their new farm dream - from developing the vision and self-assessment, to networking and exploring funding and market opportunities. Course cost is \$300. Please note there are a few bursaries available to cover part of the cost of the course. Contact the NFU for details. For more information on the course or to register visit www.farmstart.ca

Course Location: Kingston Sustainability Centre, 193 Princess Street

Time: Tuesdays (6:30pm to 9:30pm) Jan 18, Jan 25, Feb 1 (snow day), Feb 8 and Feb 15

Farmer Panel Discussion: Saturday Feb 5, 9:30am to 4pm

Deadline for submission for the next agricultural newsletter is Feb 28, 2011

Newsletter
Produced By:



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Community Futures Development Corporation
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Federal Economic
Development Agency
for Southern Ontario

4917 Hwy 38 PO Box 53 Harrwosmith ON K0H 1V0
T: 613-372-1414 TF: 1-888-372-9962
www.frontenaccfdc.com