



Warden Promotes ED Summit Emon continues to reach out to the community

By: Jennifer Layman
Jenn@ovbusiness.com

On Thursday, September 26, the County of Renfrew will be hosting its first ever Economic Development Summit. The goal, is to bring people together, in one room, and brainstorm about what we could do locally to build business and wealth.

"If we could come up with a really good county-wide initiative, something that could benefit a lot of us, that would be very interesting," says Alastair Baird, Manager of Economic Development for the County of Renfrew. "Using broadband as an example, if we could determine a project that would yield wealth creation and generation and economic benefit, that would be a great outcome."

The one-day event is something that the County of

Renfrew hopes will attract the business community to bring forth their views. Much like

federal) are demanding more and more for a critical mass of interest and impact to justify

"We need to get talking together on some of these opportunities..."

the outcome that occurred for the Endangered Species Act legislation, the more the elected officials can hear from business, the easier it is for things to be addressed politically.

In addition to generating local ideas, this type of summit hopes to be an aid in leveraging upper tier funding. That is something that Baird says is not always necessary, but can certainly help.

"We need to get talking together on some of these opportunities," he says. "We're seeing this on the funding side too. The upper tier levels of government (provincial and

their investment."

Baird says Warden Peter Emon wanted to bring everyone together in the County of Renfrew, and that the Summit represents the goals of the County of Renfrew Strategic Plan.

"The Economic Development Summit was conceived after a number successful industry sector meetings were hosted by the County," says Emon. "This revealed the importance of sharing information amongst a wide range of people and business sectors to address issues and opportunities which nurtured the concept of an

economic development summit."

In addition to the attendance from businesses, the County hopes that members of municipal councils and staff, along with others involved with economic development in the region will attend.

Representatives of local, provincial and federal economic development agencies, ministries and departments will be in attendance to present an overview of their programs. Rick Spence will be the keynote speaker for the venue. Spence writes a weekly entrepreneurship and innovation column for the National Post. More information on the Summit is available on Pages 5-6 of this issue of Ottawa Valley Business. Interested participants can also contact Alastair Baird at 613-735-0091 ext.466.

keepanopenmind.ca

44% of employees have experienced a mental health issue.

An employer will save \$5,000 to \$10,000 per employee per year for those who get treatment for mental health issues.

Mental health issues are defined as: excessive stress, anxiety, depression, burnout, addictions, substance abuse, mania, bipolar and other disorders. The employees with mental health issues range from senior executives (40%) to labour and production staff (52%).

The results are nearly identical for employers with less than 50 employees, and those with more than 500 employees.

Keep an open mind about mental health and see how it can make a difference in the bottom line at your workplace.

Ottawa Valley BUSINESS

Ottawa Valley Business (OVB) is a monthly publication covering business news and events throughout Renfrew, Lanark and Pontiac counties, as well as within the surrounding areas. OVB is published by Ottawa Valley Business Group.

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OVB is delivered twice a month via email to more than 3,400 businesses, government agencies and organizations.

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News, article suggestions, personnel hires, business event listings, tenders and letters to the editor are welcomed and encouraged. Content will be edited to fit the space available. We welcome press releases and news from our local business community to be published free of charge.

CONTACT US:

Ottawa Valley Business is part of the Forward Thinking Marketing Group. You can contact us via the following:

Publisher: Jennifer Layman
Sales & Admin: Sandra Ventress
E: admin@ovbusiness.com
P: 613-732-7774

Mailing Address:

Forward Thinking
2113 Petawawa Boulevard,
Pembroke, Ontario K8A 7G8

SOCIAL MEDIA



September 18, 2013

Introduction to Facebook. 9:30-11:30am 2 International Drive, Pembroke. Seating is limited. Register to Kelley at klemenchick@bellnet.ca or 613-735-3951 ext.226

September 19, 2013

Board Policy Development for Not-for-Profit Organizations. 9:30-11:30am. 2 International Drive, Pembroke. Seating is limited. Register to Kelley at klemenchick@bellnet.ca or 613-735-3951 ext.226

September 21, 2013

Benny Afelskie Memorial Golf Tournament. Proceeds to Barry's Bay Hospital. Held at Whitetail Golf Club. \$70 per player includes 18 holes, cart and dinner. RSVP to Kendra. kendra.afelskie@gmail.com

September 24, 2013

Renfrew County Agricultural advisory leadership committee annual meeting. Cobden Agricultural Hall. 7:30pm.

September 24, 2013

Renfrew County Veterinary Services Committee Annual Meeting. 7:30pm. West Way Bar & Grill at Highway 17 in Cobden. For info, contact Ray Pender at 613-432-5521.

September 26, 2013

County of Renfrew Economic Development Summit. Best Western in Renfrew. Share ideas on wealth creation in the region. \$25 per person. 9:30am-4:00pm. Advance registration required. <http://guestlistapp.com/events/179013> or call 613-735-0091.

October 2, 2013

Funders Forum for Renfrew County. \$20 includes lunch. Cash only. Must pre-register by September 18. Call Anna at 613-735-3951 ext.225. For municipalities, charities or non-profit organizations.

October 3, 2013

TransCanada Energy East Pipeline Open House. Horton Community Centre. 1005 Castleford Road. 4pm-8pm. October 5-6, 2013
Calabogie and Area Business Association present Festival of the Senses. 28 sites in and around Calabogie, Burnstown, Matawatchan and Griffith. More details are available at: www.festivalofthesenses.ca

October 7, 2013

Renfrew County National Farmers Union meeting. Barr Line Community Centre. 7:30pm.

October 17, 2013

Renfrew County Federation of Agriculture annual/regional meeting. Cobden Legion. 7:30pm. New directors needed.

October 18, 2013

Deadline to register for Building A Culture of Service Excellence workshop. (See November 21, 2013 listing for details.)

October 21, 2013

Renfrew County Agricultural wall of Fame committee meeting. Renfrew Armouries. 7:30pm. Each ag organization is asked to send a rep to this meeting. For information, call Donna at: 613-432-5568.

October 23, 2013

Small Business Week free event in Killaloe, Hagarty & Richards. How positive mental health workplaces can impact the bottom line with Valley EFAP and a new Entrepreneur Boot Camp pilot project for aspiring or new entrepreneurs with Forward Thinking. Free to attend. Round Lake Community Centre. For info: khrvolunteernetwork@gmail.com

October 25, 2013

Enterprise Renfrew County's 25th anniversary event featuring OMG entrepreneurs from the Dragon's Den. 9am to 4pm at the Renfrew Armouries. \$45 per person includes HST. Register before October 1 for a chance to win a tablet. Great celebration of business. Register with

www.enterpriserenfreewcounty.com or call 613-735-8224.

November 4, 2013

Renfrew County National Farmers Union meeting. Barr Line Community Centre. 7:30pm.

November 7-8, 2013

It's Time To Talk Conference. Marguerite Centre, 700 Mackay Street, Pembroke. Variety of topics including: victimization, media effectiveness, aboriginal people, legal issues. \$50 if registered prior to October 1. \$60 after October 1. Visit www.wsssbmh.org, email wssshs@wsssbmh.org or call 613-732-7776.

November 21, 2013

The Ottawa Valley Tourist Association, the Township of Whitewater Region and Ontario's Highlands Tourism Organization, are offering a full-day workshop on "Building a Culture of Service Excellence." Held at the municipal office in Cobden. Provides owners, managers and supervisors with best practice strategies and tools to create, implement and sustain a culture of service excellence at their organization. Space is limited. Registration by October 18. A deposit of \$20 is required (\$10 refundable at door). To register, call: 613-732-4364.

November 25, 2013

Adapting to Climate Change. A presentation by Emily Conger from the Algonquin to Adirondack Collaborative. Killaloe Friendship Club on Lake Street in Killaloe. Free presentation from the Bonnechere River Watershed Project in partnership with the Killaloe Public Library. www.a2alink.org

Send your event to: admin@ovbusiness.com
Business events are free.

Events are also updated on www.ovbusiness.com.
Click on our events tab.

Business News Around The Valley

Open House

The Township of Admaston-Bromley is hosting an open house for Connie Graham, who is retiring from the municipality as Treasurer. The open house will be held at the Arnprior Golf Club on Friday, September 20 from 1:00pm to 5:00pm.

Muskrat Lake Water Quality Symposium

The Township of Whitewater Region and the Ministry of Natural Resources are hosting a public symposium in Cobden on Saturday, October 5, 2013 from 8:30am to 2:00pm at the Cobden District Public School to raise public awareness about water quality issues in Muskrat Lake. Muskrat Lake is plagued with a growing problem of algae blooms related to nutrient loading from various sources in the watershed. Guest speakers include Victor Castro

from the Ministry of Environment Surface Water section in Kingston, Sarah Hall the coordinator of the Environment Technician program at Algonquin College in Pembroke, Katherine Lindsay, chair of the Bonnechere River Watershed Project, Meredith Brosn, executive director with the Ottawa Riverkeeper and Claire Malcolmson, former board member with the Rescue Lake Simcoe Coalition and a Water Program Manager with Environmental Defence. For more information contact the municipal office at 613-646-2282

Paramedics Win Bravery Award

Brad Smith, Mathieu Grenier and Sean Plunkette, paramedics with the County of Renfrew, will receive the N.H. McNally Award for bravery on September 26. The paramedics

rescued a snowmobiler who went through the ice on Calabogie Lake in February of 2012.

Town To Finance Own Infrastructure Work

The Town of Renfrew is putting out \$1.5 million from their own reserves to pay for the Queen Street rehabilitation project. After being unsuccessful with an application for federal and provincial funding, the municipality decided to pay for it themselves. The project includes improvements to water and sewer services covering approximately 600 metres of road. BEI of Renfrew earned the construction tender and exp. Consulting Engineers won the project design.

Mayoral Marriage

The mayor of Killaloe, Hagarty and Richards, Janice Visneskie, married Leslie Moore in early August. The couple lives in Golden Lake. Visneskie is the second-

longest serving member of Renfrew County council, next to Jack Wilson who will have served 50 years in 2014. Potential ATC Panel Business ATC Owners Looking To Restart
The owners of ATC Panels (partners in the business) held a meeting with local officials in hopes of restarting the plant. The meeting was to seek out any local, federal or provincial funding and assistance program that may be available to restart the plant. Economic Development Services and Ontario Ministry of Economic Development and Innovation were on hand as well as local municipal representatives, and those from the MP and MPP's offices. The cost of hydro and lack of rail continue to be issues for the potential re-operation of the facility.

Continued on Page 4

Entrepreneur Boot Camp This is a free event

October 23rd
7:00pm

Round Lake Recreation Centre



Entrepreneur Boot Camp is perfect for someone thinking of starting a business, wondering if their idea is financially viable, or for a new entrepreneur who wants some extra mentorship. We'll plan the business from start to finish and you will work with an entrepreneur and marketing expert to help with all your questions. Hear all about it at this event.

Also featuring information from Valley EFAP on mental health in the workplace and why it matters.

Township of Killaloe, Hagarty and Richards
khrvolunteernetwork@gmail.com | Phone: 613-757-1566

		
Is addicted to prescription drugs.	Doesn't know how she will pay student loans.	Still grieves the loss of his wife.
		
Is struggling to fit in with her new job.	Doesn't have enough savings to retire.	Experiences anxiety all the time.

What employees bring to work each day.

Mental. Health. Matters.



Valley Employee & Family Assistance Program
www.valleyefap.com | info@valleyefap.com
Phone: 613-735-2116 or 800-661-0340

Business News Around The Valley

NCU To Open in Petawawa

Northern Credit Union is coming to Petawawa after the official groundbreaking ceremony last week. The Credit Union will be located in the same region as Moncion Grocers, on Petawawa Boulevard. It will be the 26th branch for the company which also has local branches in Pembroke, Deep River, Barry's Bay, Eganville and Arnprior.

New College in Arnprior
Willis College is coming to Arnprior. The Business Health and Technology branch will focus on meeting the health and information technology demands at local hospitals. The branch will model after successful program in Ottawa. Classes are expected to start in

late September or October. The College received \$16,000 in funding from the Eastern Ontario Development Program.

Bale Wrap To Beauman's All Year Round

Beauman's Waste Management facility is now accepting bale wrap all year long. The Horton landfill is not able to continue to take the bale wrap and had held special days for this type of thing in the past. However, with Beauman's being able to take bale wrap year round, it will be more convenient for farmers to have access to this option 12 months of the year.

New Leadership at the Observer

Anthony Dixon is the new managing editor of the Daily

Observer after Peter Lapinskie recently retired. Dixon has been with the Observer since 1991 and has been the assistant editor since 2011. The move will see journalist Tina Peplinskie move up to part-time assistant editor as well.

Wes Chips New Hours

Wes' Chips is now closing every night at 7pm, but are still open and cooking up fries until Thanksgiving Monday.

Program Coming To County

The County of Renfrew has partnered with The Association of Municipal Managers, Clerks and Treasurers of Ontario (AMCTO) to host our second Municipal Management Diploma Program, starting in February 2014. This is an

excellent program for employees being considered for succession planning.

Chamber Seeks Nominations

The Renfrew & Area Chamber of Commerce needs public nominations to recognize deserving people, businesses and volunteer organizations. Nomination categories include: Citizen, Youth, Outstanding Business Achievement, Community Organization, Best New Small Business, Skilled Trade Employer and Lifetime Business Award. Deadline for nominations is September, 25 at Noon. Nomination forms can be obtained from the Chamber office or the website. The Awards Gala will take place in October 17, 2013.

Triodetic Sees Contract Nearly Triple

Plaintree Systems Inc. Specialty Structures Division, Triodetic, has received an increase in their contract from \$3 million for a stainless steel potash mining dome to \$8.7 million. The 73-metre dome will be entirely in stainless steel including the interior structure and the external metal cladding/skin. All of the materials for this dome will be fabricated at the company's plant in Arnprior. The plant operates to the high AS9100 Aerospace quality standards. Triodetic shares the Plaintree resources of 100 employees.

Moncion Project Proceeding

In addition to the Northern Credit Union branch locating at the Moncion property in Petawawa, additional businesses are also coming. Though names have not yet been released, Petawawa Council approved the development to house a hardware store, gas bar and other retail uses that will total close to 46,000 square feet.

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County of Renfrew Economic Development Summit



Thursday September 26, 2013 - 9:30am - 4pm

Renfrew Best Western Inn & Conference Centre 760 Gibbons Rd, Renfrew, Ontario

Register at: <http://guestlistapp.com/events/179013> or Call: 613.735.0091

Fee: \$25 (\$22.12 + \$2.88 HST) Advance Registration is Required

Growing our Future: Leveraging Entrepreneurship to Create Growth and Prosperity in Renfrew County

The new global economy creates huge problems for entrenched industry. But it also creates untold opportunities for entrepreneurs and business leaders who master today's new tools of growth: innovation, speed, technology, customer intimacy, and laser-like focus. Drawing on 25 years as a business journalist exploring entrepreneurship and innovation, Rick Spence will discuss the increasing role of small business in the economy, and suggest important ways that communities, institutions and local businesses can encourage and support entrepreneurial activity in their region - creating new jobs and increased prosperity for all.

Rick Spence, President, CanEntrepreneur Communications

Rick Spence is a Toronto-based business writer and consultant dedicated to helping businesses grow. Rick is the former editor and publisher of PROFIT, The Magazine for Canadian Entrepreneurs. He writes a weekly column on entrepreneurship and innovation for the National Post, as well as columns for PROFIT and other publications.

He wrote the first Canadian book on business growth (Secrets of Success from Canada's Fastest-Growing Companies). Rick has taught "New Venture Startup" at Ryerson University and sits on the board of a geophysical software company.

He blogs at Canadian Entrepreneur (www.canentrepreneur.com), and tweets his best business advice on Twitter under the handle "RickSpence."



www.ottawavalleyliving.com

County of Renfrew Economic Development Summit



Agenda for September 26, 2013

- 9:00 Registration, Coffee Service, Networking
- 9:30 Welcome and Opening Remarks - Warden Peter Emon
- 9:45 Setting the Scene / Present State of Economic Development in the County
- 10:00 Review of County's Strategic Plan
- 10:15 Economic Development: Success in Small Town and Rural Ontario
An interactive discussion about what each municipality and business is doing to facilitate economic and business development.
- 11:30 Resources: Federal, Provincial, Financial and Local
A review of your economic development team and network
- Noon Lunch
- 1:00 **Keynote Speaker: Rick Spence, President, CanEntrepreneur Communications**
Growing our Future: Leveraging Entrepreneurship to Create Growth and Prosperity in Renfrew County
- 1:15 Networking Break
- 1:30 Economic Development: Moving Forward
Based on what we learned and shared today participants will take part in an interactive discussion about what must be done to facilitate economic and business development across the County.
- 3:00 Wrap Up and Concluding remarks - Warden Peter Emon

Pre-Registration Required. Easy online payment with a major credit card at:

<http://guestlistapp.com/events/179013> or call: 613.735.0091

**Please return this stub with payment. Cheques payable to: The County of Renfrew Economic
Mail: 9 International Drive, Pembroke, ON K8A 6W5 or Fax: 613.735.2492**

Full Name of Attendee(s): _____

Address: _____ Amount: \$25 (\$22.12 + \$2.88 HST) x _____ = \$ _____

Phone Number: _____

Credit Card Number: _____ Expiry Date: _____

Name on Card: _____

Funding support for this event was provided by the Government of Canada through the Community Futures Development Corporation serving Renfrew County.



Real Estate

FOR LEASE
169 Lake Street, Pembroke

Petawawa Town Centre
Petawawa

176 Len Hopkins Drive
Petawawa

FOR SALE
118 Raglan Street
Renfrew

M&M Meat Shops
Arnprior

Quizno's Sub
Petawawa

68 Queen Street
Eganville

Stonecliffe Resort
Stonecliffe

Watertower Apartments
Barry's Bay

250 Pembroke Street West
Pembroke

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AECL Restructuring Plan

County of Renfrew outlines the way forward

As the Government of Canada continues the process of finding a private company to operate the scientific research and development activities of AECL, County of Renfrew Economic Development Services hosted an information session for 65 business and community leaders from across the County of Renfrew, the City of Pembroke and Pontiac County. Also participating were the MPP and MP.

Chaired by Warden Emon and with opening remarks by Dr. Robert Walker of AECL, the session provided an overview of AECL facilities and activities and the government's objectives of the restructuring process. The first was to reduce and contain the costs and risks for Canadian taxpayers; while the second was to leverage the investment

in the Nuclear Laboratories to deliver science and technology services, commercial activities, and radioactive waste and decommissioning management.

Brief Summary

A brief summary of the session included the following points:

* AECL has 3,340 employees, with 2,800 at Chalk River.

* Chalk River Laboratories has 70 major buildings and the multi-purpose research reactor NRU on a 200 acre campus set in a 10,000 acre site.

* The model moving forward will be government-owned, contractor-operated (GOCO) based on similar models in the United States and United Kingdom.

Critical Activities

Critical activities of the restructuring include:

1. Address Canada's

radioactive waste and decommissioning obligations.
2. Perform science and technology to meet core federal responsibility.
3. Offer services to third parties (industry/academia) on a commercial basis.
4. Explore the business case for an industry-driven innovation agenda.

Key Dates

Moving Forward

February 2012:

Request of Expression of Interest

July 2013:

Request for Information

Spring 2014:

Request for Proposal

Summer/Fall 2014:

Bid submission and evaluation

Winter 2015:

Contract Award

Winter/Spring 2015:

Transition to GOCO



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Ken Bertrand
Consultant

(613) 735-3442 ext.24
1-877-689-1096

ken.bertrand@investorsgroup.com



Tammy Blimke
Consultant

(613) 735-3442
1-877-689-1096

tammy.blimke@investorsgroup.com

Backyard Events

September 18

Entitled Book Fair. Pembroke Public Library. 10am.
www.pembrokepubliclibrary.ca

September 21

Songwriter's Night. Café 349. See Adrienne Taylor. 7pm. Shawville. www.cafe349.com

September 21

Nostalgia Fair. 9am-3pm. Unique collections on display. www.champlaintrailmuseum.com

September 21

Underground dining at Bonnechere Caves. www.bonnecherecaves.com

September 21 and 28

A Sense of Country children's craft and painting classes. Phone: 613-432-9925

September 23-28

Culturefest. Exhibitors and events. Pembroke Library. www.pembrokepubliclibrary.ca

September 28

Welcome to Petawawa and meet your neighbours. www.petawawaheritagevillage.com

September 28

Hugli's Giant Pumpkin weigh-off. 12 pm start. Sanctioned. www.blueberryranch.ca

September 29

8th Annual Giant Pumpkin Boat Races at Hugli's. 1pm. www.blueberryranch.ca

October 5-6

Madawaska Valley Studio Tour. 16 studios. 10am-6pm. www.madawaskastudiotour.com

October 12

Kitchissippi Run. 2.5km, 5km, 10km, half and full marathons. Chalk River. gearheads.ca

October 18-20

Fit Chicks Retreat at Calabogie Peaks Resort. www.calabogie.com

October 18-28

Halloween Season at Hugli's. Check website for details. www.blueberryranch.ca

October 19

Cobden Taste of the Valley. Food, entertainment and vendors. Cobden Fairgrounds.

October 19-20

Haunted Walk. 7pm-11pm. Adults \$10. Children \$5. www.chutescoulange.qc.ca

October 20

Spooktacular Kids. No tricks just treats. 1pm-5pm. www.chutescoulange.qc.ca

October 20-26

Celebrate Ontario's Public Library Week. www.pembrokepubliclibrary.ca

October 23

Spirit Walk in Killaloe. Join Rachele for a ghostly tour. racheleclayton@ymail.com

October 26

Hocus Pocus Halloween Fun. Killaloe Rec Centre. 6-8pm. www.khrtownship.ca

October 26

Haunted Halloween Fun at the Champlain Trail. \$2. 6-9pm. www.champlaintrailmuseum.com

November 2

Festive Pumpkin Parade. Free admission. 5:30-7:30pm. www.petawawaheritagevillage.com

November 9

Class Axe Guitars Calabogie Blues. Johnny Max. \$20. www.calabogie.com

November 13-22

Cut your own Christmas Tree at Hugli's. 10:30am-4pm. www.blueberryranch.ca

November 23

Class Axe Guitars Calabogie Blues. Jack de Keyzer. \$20. www.calabogie.com



Travel
our
Backyard

Book Now For The Winter Edition

We are now taking advertising placements for the winter edition of Travel Our Backyard.

The guide will come out in November 2013 and cover events before Christmas, all winter long, for Family Day and for March Break activities.

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Bridges Event To Feature Famous Entrepreneurs Clodhoppers, OMG inventors to tell their success story

Enterprise Renfrew County (ERC) will host Bridges to Better Business on Friday, October 25 at the Renfrew Armouries in Renfrew. The event is the highlight of Small Business Week celebrated across Canada.

The keynote speakers for the event are Chris Emery and Larry Finsson, the creators of Clodhoppers candy, and most recently OMG Candy. In developing Clodhoppers, they took a recipe from Emery's grandmother and developed it into a multi-million dollar

business. The business led to Clodhoppers being ranked among the top candy brands in Canada. The duo sold the business in 2006 to Brookside Foods.

When that business sold, Emery and Finsson formed OMG Candy to introduce a new gourmet confection to the world. The duo were successful entrepreneurs on CBC's Dragon's Den where Arlene Dickinson invested in their business.

Emery and Finsson have been recognized for their sales

and marketing techniques in CBC's Venture, CNN's Mavericks of the Morning and in Fortune's Small Business magazine. They will highlight their story to Renfrew County at the Bridges to Better Business event.

In addition to the OMG entrepreneurs, local businesses will be on hand to deliver a short discussion of their business, and a tradeshow will take place during networking breaks.

As an incentive to register early, anyone who purchases

tickets (\$45 each) prior to October 1st will be entered into a draw to win a Samsung tablet. Tickets will also be available in November. The event runs from 9:00am to 4:00pm on October 25th.

To purchase your tickets, call the Enterprise Renfrew County office at: 613-735-8224 or email Kim Fraser at: kfraser@countyofrenfrew.on.ca. You can also register online at www.enterpriserenfrewcounty.com.

FRIDAY, OCTOBER 25 | RENFREW ARMOURIES | THE OMG CANDY STORY!

Funding Partners: Ontario ONE Ontario Network of Entrepreneurs Canada Business Ontario Entreprises Canada Ontario

Sponsors: Community Futures Development Corporation of Renfrew County LANGEVIN MORRIS SMITH LLP Barristers & Solicitors Scotiabank Ottawa Valley BUSINESS MY FM Mill Music

Platinum:

Gold: AECL EACL TUBMAN

Silver: Johnston & Mackie Economic Development Services Speedpro Signs NRIC Communications Integrated Health Centre

Promotional Partners: Algonquin College, Calabogie and Area Business Association, Greater Arnprior Chamber of Commerce, Ottawa Valley Tourist Association, Renfrew and Area Chamber of Commerce, The Labour Market Group of Renfrew & Lanark, Upper Ottawa Valley Chamber of Commerce

It's A Fact

The Job Market

Top 5 Trades

The top five most in demand skilled trades: construction, repair-maintenance-installation, maintenance for vehicle repair, electrical and equipment-forklift-crane operator.

40%

...of Canadians are willing to permanently relocate for job opportunities.

46%

...of Canadians are not willing to permanently relocate for job opportunities.

Top 10 Growing

The Top-10 growing job categories include:

1. Hospitality
2. Trades
3. Arts & Culture
4. Health
5. Sales
6. Management
7. Manufacturing
8. Government
9. Engineering
10. Finance

Skilled Trades & Labour Postings By Region

- 17% - Yellowknife
- 17% - Northwest Territories
- 20% - Nunavut
- 18% - British Columbia
- 24% - Alberta
- 27% - Saskatchewan
- 25% - Manitoba
- 19% - Ontario
- 12% - Quebec
- 21% - New Brunswick
- 17% - Prince Edward Island
- 23% - Newfoundland
- 20% - Nova Scotia

Source: Workopolis

Tender Results

Generator Transfer Switch REC 2013-04. Township of Horton. Only one bid was received for this tender. Awarded to Valley Automation and Control in the amount of \$2,759.08 including HST.

PW-2013-04 2013 Road Rehabilitation. Town of Arnprior
Karson (Carp) \$392,700.00
Thomas Cavanagh (Ashton) \$399,368.37
Greenwood Paving (Pembroke) \$414,896.63
Smith's Construction (Arnprior) \$417,079.52
RW Tomlinson Limited (Ottawa) \$452,900.00

REC 2013-05 Addition to Community Centre. Township of Horton. Garnet Headrick Building & Renovations \$89,645
Cobus Homes Inc. \$1119,000
J. Pallen & Sons Construction \$135,249
Awarded to Garnet Headrick.

Tender 13-16 2013 for Newer 7,500IG Tridem Semi-Trailer. Town of Mississippi Mills. Only one bid was received for this tender. Awarded to Tankmart International in the amount of \$97,748.00.

Tenders

Supply, Delivery and Stacking of Winter Sand

Electrical Service and Security Lighting

Rehabilitation of Bonnechere River Bridge

Integrated Library Management Software

Ground Floor Rooftop Unit

Extensive Renovations Morison Park Condominiums

Removal of Storm Damaged Trees

Epson Projectors and Speakers

Centenary Park Washroom Facilities & Marina Washroom Upgrades

Winter Maintenance

Landfill Site Operations

Nine 10kW Solar Roof Mount Grid Tie Installations

Indian River Bridge Renovations

Boundary Road Reconstruction

Rink Building

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Brush & Wood Waste Grinding

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Pembroke Contractor Convicted

Not the first time local company has been convicted

On August 15, 2013, contractor Philip Slobodzian of Pembroke, operating in the Ottawa area as PSC New Home Construction Inc., was convicted once again on several charges under Ontario's Consumer Protection Act. Slobodzian has been sentenced to four months in jail followed by two years' probation and ordered to pay more than \$12,500 restitution to consumers. PSC New Home Construction Inc. was fined \$41,000.

Between May 2009 and May 2011, five consumers entered into agreements with Slobodzian to have their roofs re-shingled. They paid deposits, the roofs were stripped of existing shingles, but no further work was done. The consumers had to find other contractors to complete the projects. The deposits were never refunded. Justice of the Peace John Balkwill convicted Slobodzian on charges of: 1) engaging in an unfair practice by making a false,

misleading or deceptive representation; 2) failing to refund payment within fifteen days of being given notice of cancellation of the consumer agreement; and 3) failing to provide a consumer with a proper contract containing the information required by the Consumer Protection Act.

This is the third time Slobodzian has been convicted under the Act. In 2011, he was convicted of similar offences and sentenced to 71 days in

jail to be followed by two years' probation. His company, PSC New Home Construction Inc., was fined \$90,000. Upon release from jail, Slobodzian failed to comply with his term of probation and is currently facing additional charges.

The ministry advises consumers to be aware that Slobodzian has recently carried on business as Country Comfort. Slobodzian is also facing charges under this new organization.

People On The Move

Ryan Lapierre

Ryan Lapierre has been hired by the Ottawa Valley Waste Recovery Centre to help enforce the loose recycling in containers. Mr. Lapierre will be working on behalf of the Town of Petawawa, City of Pembroke, and Township of Laurentian Valley. He will be out in these communities on collection days and will provide education on all aspects of the waste management. His background includes working for the City of Pembroke parking authority. He has also completed a Bachelor of Science in Police Services and Human Studies at Georgian College.

Cody Videto

Nathan Clouthier and Cody Videto have been hired by the Town of Petawawa as probationary firefighters.

Brandon Visutski

As a correction from our last issue, Brandon Visutski is employed by the County of Renfrew, not the Township of Whitewater Region, as their Truck and Equipment Operator for the Cobden Patrol.

Nathan Recoskie

As a correction from our last issue, Nathan Recoskie is employed by the County of Renfrew, not the Township of Whitewater Region, as a seasonal labourer. Recoskie will be with the county until November 2013.

Janet Collins

Janet Collins is the new public works director for Horton Township. Collins was previously the public works director for the Town of Arnprior for nearly 10 years. She is a civil engineering technologist.

Mark Searson

Mark Searson is the new superintendent of educational services with the Renfrew County Catholic District School Board. Searson has been the principal at Bishop Smith Catholic High School since 2011.

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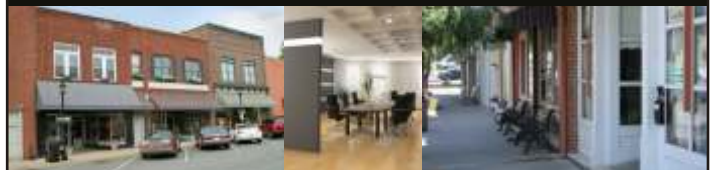
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The Tradeshow Experience

How to do it right at your next tradeshow



MARKETING

By: Jennifer Layman
jenn@fwdthink.net

I spent this past weekend at Showcase in Petawawa - a consumer tradeshow that occurs twice annually. Tradeshow are often difficult for businesses due to the time commitment involved, however, there are some benefits to attending a tradeshow that are difficult to achieve in other forms of marketing.

Most of the marketing we do involves the business trying to get to the people. In this case, the people come to the business. It is a very different form of marketing, and because of that it becomes important to approach your contact with potential customers in a different way

than usual.

Making Contact

One of the most successful realities of a tradeshow experience is being able to talk to people. To do that, you the vendor need to make the first move in communicating. The easiest way to do this is to have something to give the person for free. We gave away magazines and information on OVJobs.ca. For other booths, the ones with the best success rate for attracting interest were those with a free handout to engage the public.

Another way to engage the public is to provide a demonstration and show how the product works. Everyone will watch the demonstration even if they're not interested.

The other important thing is to be non-confrontational with customers. For example, when someone showed interest in our postcards promoting OVJobs.ca, we asked if they knew of anyone who was looking for work. This was

less confrontational than "are you looking for work?" Most people don't like to admit when they're out of a job, so we our non-confrontational approach resulted in 100% of the cards being picked up.

Finally, the exhibitors who were less successful sat at their booth, heads down, and being unavailable to passers-by. I watched consumers as they neared a booth like that, and they just walked on by. Even if the girl popped her head up at the last minute, the consumer kept walking.

General Booth Etiquette

With thousands of people walking past you, they are going to form an impression quickly. Just like the exhibitor who sat with her head down, the state of your booth will make a quick impression.

A key challenge, especially for people who are the sole person at their booth, is to find a time to eat something. At Showcase, this was solved with students who would mind

the booth for you if you needed a break. But that didn't stop some exhibitors from having a box of French Fries or other collection of food right on the table to be easily visible to consumers. If you have to eat at your booth, here are some suggestions:

1. Bring food that will survive at room temperature. Hot food is difficult because you want to eat it when it is hot, so you may miss a customer because of it.
2. Have snacks versus meals. Bring a banana or protein drink that will tide you over, but be easy to have if you need it. Avoid foods that leave a residue of some kind so you don't appear messy to the consumer.

If you have never been a tradeshow exhibitor, you should consider it as an option to build awareness or increase sales. You might be surprised with the results.

Jennifer is the president of Forward Thinking Marketing in Petawawa. Her column appears every issue.

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