



Frontenac Business Services

A Community Futures Development Corporation

Building Business, Growing Communities



NEWS  **Summer 2021**

Frontenac Business Services

We are a dedicated team of professionals who pride ourselves on delivering business advice and loan services that nurtures and supports your entrepreneurial spirit. Having had small businesses ourselves, the staff understands the opportunities and challenges that you have to deal with and we are here to help you reach your goals.

Frontenac Business Services is a Community Futures Development Corporation. It is a not-for-profit organization that is governed by a volunteer board of directors and funded by Federal Economic Development For Southern Ontario (FedDev) to support small businesses through:

- **One-on-one business consultations at no cost**
- **Business planning support**
- **Information and connection to our network**
- **Flexible commercial loan financing**

In addition to our mandated services, the organization places particular emphasis on three areas:

1. **Brand Fortitude and Business Promotion** - helping you promote your business and facilitate networking opportunities.
2. **Invest for Impact** - supporting your business to be more profitable and create jobs.
3. **Food and Beverage (FAB) Region** - to attract and grow small scale artisan food and beverage businesses.

For a free consultation, call 1.888.372.9962

With the support of the Government of Canada's Economic Action Plan through the Federal Economic Development Agency For Southern Ontario



Frontenac Business Services

5062 Rd. 38, Unit 8,
Harrowsmith, ON KOH1V0
613.372.1414 |
1.888.372.9962



Frontenac Business Services Year in Review

We are a dedicated team of professionals who pride ourselves on delivering business advice and loan services that nurtures and supports your entrepreneurial spirit. Having had small businesses ourselves, the staff understands the opportunities and challenges that you must deal with, and we are here to help you reach your goals.

Our business services mandate took on a whole new meaning during the pandemic. We welcomed Jason Brown, business advisor onto the team in April and his expertise, particularly in marketing, was especially valuable this year as he consulted with tourist providers coping with how to transition from American to Ontario visitors, and business owners transitioning from retail to online sales. Staff assisted business owners in navigating the various provincial and federal support programs. This included introducing businesses to the ShopHere and Futureproof programs being delivered by Launch Lab, as well as funding a series of promotional business videos. FedDev Ontario provided us with additional operational funding to deliver specialized advisory services including financial reviews with a CGA, social media consulting, sustainable packaging consulting and BDC advisory services. 55 businesses availed themselves of these services engaging in 190 specialized consultations.

We didn't expect to be funding so many new business start-ups and expansions during the pandemic. Our regular commercial loan product offers flexible financing up to a maximum of \$300,000 to new and existing businesses in the County of Frontenac. To get a sense of how these loans have impacted the businesses, a few clients have given us permission to mention how we have assisted them.

Maxim Proulx is a professional hockey coach and certified personal trainer. Max came to us with the idea of starting **Kingston Hockey Development Centre** - the only dedicated hockey training facility in the Greater Kingston area offering synthetic ice surface, off-ice fitness, mental coaching, and high-performance athlete development consulting. Max needed some financial assistance to make the necessary renovations to his Harrowsmith

facility. To learn more about his business visit our social media to see the video produced by Suzy Lamont Photography and funded by the Digital Main Street program and FedDev.

Another individual whom we helped to start-up a new business is **Paul Outwater**. Paul has been a client since 2014 with his company **Outwater Sheet Metal** and in 2020 we assisted this company to relocate to Sydenham and expand. The new space allowed Paul and his partner **Kristen Outwater** to create a new business, **Select Manufacturing and Supply** that manufactures and sells ductwork for residential and commercial use. The CF provided financial assistance for inventory and working capital.

Cyndy Bonello and **Glyn Jenkins** bought **Glen Haven Resorts** on Big Gull lake October 2019. They had plans to completely renovate some of the cottages and the washroom/shower facilities, upgrade the boat docking system, and landscape the property to enhance its natural beauty. They came to Frontenac Business Services for financial assistance to make these improvements to their tourism business.

In addition to our regular loan programming, we offered COVID loans at 2 % interest to assist those businesses early in the pandemic. On the May long weekend, we launched what would become the first of three rounds of federal support program called Regional Relief and Recovery Funds (RRRF) and disbursed \$1,671,779 to 39 businesses, 30 of whom were not existing loan clients.

We also delivered the final phase of the Regional Innovation Initiative of Eastern Ontario (RIIEO), a 50% reimbursement program funded by FedDev Ontario. Over the 18-month period we invested \$650,000 into 10 Frontenac businesses and 1 municipality.

Our AGM was held Thursday, June 24th by Zoom, and we hope some of you were able to attend to hear our guest speakers, Tammy Watson, Trillium and Maplewood Handywomen Services, and Chris Brown, The Hotel on Wolfe Island, share their stories of starting and growing their businesses with the help from Frontenac Business Services .

For more on our services visit www.FrontenacBusiness.ca

Congratulations!

Harrowsmith Brewing Co. is aiming to provide South Frontenac with a great brewpub style venue with small batch beer, a full restaurant, outdoor patio and live entertainment. They also provide private events such as weddings, work events, birthday parties etc. While their building is currently still under construction, they are working with local breweries to brew their recipes in cans to provide local stores with their beer. They began with "Spike's Corners IPA" and will have their next beer "Level Lager" out soon. For more information contact **Matt Sindal** harrowsmithbrewing@gmail.com www.harrowsmithbrewing.com

Tawny Stowe is a Metis mother of one 5-year-old boy that she homeschools. She runs a homeschool community that is focused as an online nature school. Tawny has two permaculture design certifications and a small acreage that she is using for gardening with a passion for medicinal herbs and teaching. Being new to the area Tawny wanted to try to connect with other amazing projects to help cross promote where she can and be as supportive as she can to regenerative farming practices. You can reach Tawny at 226-927-0011 or email connect@tawnystowe.com, www.fireweedlearningcommunity.com

If you have a new business or product/service or other business news, email the information to anne@frontenacbusiness.ca for inclusion in our next newsletter and on our social media

Draw Prize Winners from AGM

The lucky winners from the draw for attending our AGM will receive a gift certificate.

Tammy Watson, Trillium and Maplewoods Handywomen Services wins Back Forty Artisan Cheese

Jonas Bonnetta, Port William Sound wins Cardinal Café

Lisa Henderson, House of Three wins The Cookery

Jeff Green, Frontenac News wins Hotel on Wolfe Island



Suzy Lamont Photography

Spotlight on Business Back Forty Artisan Cheese

Back Forty Artisan Cheese is a small creamery and cheese shop located on a farm in the hamlet of Mississippi Station Ontario. Cheesemaker, Jeff Fenwick, uses traditional old-world methods and 100% natural unpasteurized sheep's milk to hand craft his artisanal cheeses. In 2018, Jeff started making cheeses with raw water buffalo milk.

How we helped

With assistance from Frontenac Businesses Services, Jeff was able to scale up his equipment with the purchase of a larger vat and cheese forms. This enabled him to triple his capacity in the first year with almost the same amount of labour, making the process much more efficient. New cheeses could be made with the different forms. The increased capacity also allowed the farmers to deliver more litres of milk at a time. The increased production enabled Back Forty Artisan Cheese to be carried by more distributors and supplied

to more restaurants.

How is Back Forty doing now

With many top chefs who love Back Forty's cheeses being impacted by the pandemic, Back Forty has begun to produce more hard cheeses with a longer shelf life. Cheese lovers who are currently driving long distances to buy their products directly from their waterfront cheese shop and farm will be delighted to learn of Back Forty's plans for later in 2021. The facility will become licensed and feature a pavilion, culinary garden, outdoor pizza oven and access directly onto the K&P trails. To learn more about Back Forty visit <https://www.artisancheese.ca/> and visit our social media to see the video produced by Suzy Lamont Photography and funded by the Digital Main Street program and FedDev.

For more information, visit www.artisancheese.ca.

South Frontenac Township Business Opportunity Program

Frontenac Business Services is pleased to have been asked by the municipality of South Frontenac to deliver programming to assist businesses in modernization in response to the pandemic. The South Frontenac Township Business Opportunity Program provides up to \$2,500 to qualifying South Frontenac businesses on a 50/50 cost share basis. Eligible projects include small capital purchases,

training and PPE. Applications for this program are available on the Frontenac Business Services website under funding opportunities and funding will be available on a first come, first served basis while funding permits.

Results for the fiscal year 2020-2021

\$1,559,093 new loan funds disbursed

24 businesses assisted with loans (8 startups, 16 existing)

53 new full-time jobs created and 53 maintained

\$1,671,779 Regional Relief and Recovery Funds disbursed

39 businesses assisted with RRRF

16 startups and 145 existing business supported with non-loan services

33 new jobs and 91.5 maintained with business services

\$650,000 invested in RIIEO grants