



Frontenac Business Services

A Community Futures Development Corporation

Building Business, Growing Communities



NEWS  **Spring 2022**

Debbie and Dave Fitzerman,
David and Sons Fine Condiments

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

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1.888.372.9962



What Makes Frontenac The Ideal Home For Successful Food And Beverage Businesses?

Frontenac Business Services is launching their new website, Food and Beverage (FAB) Frontenac. This initiative's one job is to support entrepreneurs launch and scale successful food and drink businesses in Frontenac. We are launching the site telling the stories of nine entrepreneurs – what products they make, where did they get their inspiration from, how they got started and if they have any tips to share with people looking to start their own food and drink business. We will continue to add new stories over the coming months. We are also introducing a Foodie Mentor program. Local entrepreneurs will share their experiences with individuals looking to start a FAB business.

If you are exploring the idea of starting your own food or drinks business, please check out the resources available on www.FabFrontenc.ca. The site is also a great spot to check out

some fabulous Frontenac products.

We would like to thank Jeff and Jenna Fenwick, Back Forty Artisan Cheese; Andreas Duess, and Mike MacKenzie, Boreal Brewing; Stephanie Newman, Cheesecake Bakery; Debbie and Dave Fitzerman, David and Sons Fine Condiments, Ludwig Ratzinger, Fine Chocolate by Ludwig; Alix Carr-Harris and Sietse Hylkema, Haymakers Coffee; Craig Sindall and Brenda Cross, Harrowsmith Brewing Company; Robert Henderson, Henderson Farms; and Andrea, Orrie and Charlie Cumpson, Sonset Farms. We would also like to extend our thanks to Suzy Lamont Photography, Andreas Duess, Nourish Marketing for the content writing and to the staff at 1Dea for the website development.



Grow Your Business Online (grant)

Grow Your Business Online provides grants for \$2,400 to help small businesses adopt e-commerce technologies, including costs for website development, search engine optimization, subscription fees for e-commerce platforms and social media advertising. A network of service providers has been established to help businesses grow their online presence. This program is delivered by Invest Kingston (formerly Kingston Economic Development) and they will roll out the program in May. Please note to be eligible, the business must have a minimum of one employee (ie. Sole Proprietorships where the owner is the only employee are not eligible). For more details visit <https://www.ic.gc.ca/eic/site/152.nsf/eng/00011.html>

Interested In Becoming A Board Member For Frontenac Business Services?

Residents and/or business owners within the County of Frontenac are eligible to apply to become a director. Candidates ideally have

- An interest in local and regional community and business development
- Knowledge of Frontenac County in general and perhaps an understanding of a specific business sector.

If you are interested in becoming a volunteer board member of the Frontenac Business Services, or would like more information, contact Anne Prichard, Executive Director, at 613-372-1414 Ext 204.

For more on our services visit www.FrontenacBusiness.ca

Congratulations!

Congratulations to Sven Schlegel and Roseann Kerr on their new business, **Between Trees** in North Frontenac. The cabins at Between Trees vary in their design and location from access by boat only, to drive up, and from totally off grid to equipped with electrical appliances. They are unique designs, sustainable, low impact, and in beautiful settings where you can escape the bustle of the city and soak in nature. Explore, Experience and Reconnect. For information contact

info@betweentrees.ca or visit
www.instagram.com/betweentrees.ca/ or
www.betweentrees.ca

As the new owners of **The Oaks Cottages** on Crow Lake, brothers David and Barry Mann are continuing a small family tradition. Their parents owned 10 log cabins in Port Elgin Ontario in the mid 90's, so it has always been in their blood. They look forward to welcoming new and returning guests to their little piece of paradise at 2020 Crow Lake Rd. There are 7 fully equipped cottages and a 6-bedroom house for those big family reunions. Contact: www.theoaksresort.com, call 416-414-6068, or email info@theoaksresort.com.

Congratulations to Tristan Adams on his new business **Tristan Adams & Associates**, a design and fabrication company dedicated to timeless design, forward thinking and exceptional craftsmanship. They offer custom furniture and millwork and a range of bespoke services starting from the forming of ideas and consultation to the discovery of materials and execution of projects. Operating out of a state of the art off-grid studio located in South Frontenac, they have over 20 years of experience working with wood, metal, glass and stone. tristanadams@gmail.com

Introducing **Lilac & Spruce!** Owner and designer Denise Oomen has blended her passions of art and design, beekeeping and woodworking to create quality goods for nature lovers and the farmhouse charmed. Lilac & Spruce offers honey inspired apothecary goods, jewelry and goods for the home and garden on their online shop and at local maker markets. They are inspired by the bees at their Creekfalls Farm apiary utilizing honey and beeswax to craft quality, small batched body care products. They also design and handcraft beautiful wood jewelry and wood decor. Lilac & Spruce ships across Canada and offers local pick up at their farm in Inverary. Visit lilacandspruce.com and @lilac.spruce on social media. Contact Denise for inquiries or custom orders at hello@lilacandspruce.com.



Tammy Watson, photo Suzy Lamont Photography

Spotlight on Business

Trillium and Maple Woods Handywomen Services

After moving to the sleepy community of North Frontenac in 2019, Tammy Watson began operating Trillium and Maple Woods Handywoman Service where she offers handywoman services for the home, cottage or business – for jobs that don't need a contractor but are otherwise too complicated or time consuming. She is fully insured and committed to excellence.

How We Helped

Tammy had a solid business idea and the skills needed to be a valuable resource in our area as a handywoman. But as a sole proprietor she didn't have anyone to soundboard to that had a background in business and knows this area well. That's where Frontenac Business Services came in. We provided her with coaching, encouragement and ongoing support from the get go and helped her start to build clientele. The first step was to support Tammy in preparing a business plan. Networking is an

important aspect of her business so we made sure to connect her with business, services and professional people to help her grow the business.

Today

Tammy is now in her second year of operation and has positioned herself to be the go-to-handywoman when residents of North Frontenac are in need. She has clients that enlist her services to keep up their cottage properties and to do turnovers for seasonal rentals. Other clients are older residents who are looking for assistance. Her portfolio of services has grown to include yard and garden care, property checks, painting and just another set of hands whenever you need it. Tammy also builds and sells picnic tables and cedar planter boxes. Her next endeavour will be to expand into providing training on how to be your own maintenance person.

Meet Our Newest Team Member



Lauren Reid joined our team in December as the new Office Administrator/Business Advisor. Prior to joining our team Lauren worked in public accounting. Lauren is a Chartered Professional Accountant (CPA) and has a passion for numbers. Growing up in a rural community she has worked for small businesses and enjoyed seeing them grow. Lauren is looking forward to working with the local businesses and entrepreneurs in Frontenac County. She is available for business consultations and will be a great resource for helping with cash flows and budgets. Contact her through email lauren@frontenacbusiness.ca or phone (613-372-1414 ext 206).

Tourism Relief Fund

Financial support to eligible applicants is being provided by The Government of Canada will be either

- Non-repayable contributions up to \$100,000 for up to 50% of eligible costs or
- Fully repayable contributions up to \$500,000 for up to 75% of eligible costs
- Application deadline is May 15, 2022

For businesses in RT09 catchment area, contact is Katherine Hobbs, khobbs@region9tourism.ca

For businesses in OHTO catchment area, contact is Kate Evans, kate.evans@ohto.ca