



Frontenac Business Services

A Community Futures Development Corporation

Building Business, Growing Communities



NEWS  **Winter 2023**

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

Canada 

Frontenac Business Services

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Harrowsmith, ON KOH1V0
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1.888.372.9962



Programs

IDEA Loan

Invest, Develop, Expand, Accelerate your business with the IDEA loan. Up to \$25,000 with a quick turnaround time, no application fees or pre-payment charges to assist you with start-up, equipment, inventory or working capital. <https://frontenacbusiness.ca/business-loans-and-support-services/business-loan-applications-and-support/>

Canada Digital Adoption Program

Eligible businesses will receive micro-grants of up to \$2,400 to help with the costs related to adopting digital technologies as well as support and advice from a network of E-Commerce Advisors. The grant can be used to cover costs associated with a range of activities, including website development, search engine optimization, subscription fees and social media advertising. investkingston.ca/CDAP

Harbour Community Kitchen

Harbour Community Kitchen supports local food-based businesses to build and grow their enterprise through commercial kitchen access and entrepreneurial support. The kitchen may be booked on an adhoc or regular basis in 4-hour blocks. Dry storage is available for rent and refrigerate space is being planned for 2023. Monthly free on-line workshops are being offered as well. This social enterprise is operated by KEYS Employment and Newcomer Services. For rates, requirements for use, or to book a tour, contact harbourkitchen@keys.ca

LinkedIn Learning

Gain access to over 16,000 courses through LinkedIn Learning for free with the Kingston Frontenac Public Library. Courses include business software and tools, customer service, finance and accounting, marketing, entrepreneurship and more. For assistance navigating LinkedIn Learning, or other resources for local businesses, contact Analytics Librarian, Magnus Bert at mberg@kfpl.ca

Starter Company Plus

This program supports eligible entrepreneurs with training and an opportunity to pitch for a non-repayable grant of up to \$5,000 to start or grow your business. The program is funded by the Province of Ontario and delivered regionally by Kingston Economic Development with the next intake in February. <https://www.investkingston.ca/startercompanyplus/>

Queen's Career Apprenticeship

Queen's Career Apprenticeship: connects new graduates from the arts, humanities and social science disciplines within the Faculty of Arts and Science at Queens University with a Kingston and area employer. The objective is to help new graduates launch their careers while retaining skilled talent in the community. Employers who commit to a 12-month contract with a participant are reimbursed for 4 months of the gross salary to a maximum of \$2,500 per month. <https://investkingston.ca/QCAK>

For more on our services visit www.FrontenacBusiness.ca

Workshops

Looking to start a business?

This interactive workshop will discuss the 6 questions you should ask yourself when looking to start a business. It will also briefly touch upon business structure, registration, taxes and financing.

Thursday, Jan 19th from 5:30 – 7:00 pm. To register <https://bit.ly/3joHtjp>

Small Business Roundtable

Starting and growing a business can be difficult, and it is important to get the right advice.

Join our panel of experts to discuss all things small business. Our professional panel will introduce discussion topics focusing on common issues facing small business today and provide valuable insights to help you build a successful business and avoid costly mistakes. Q&A to follow. Panelists are Angela Brown, Partner, Templeman LLP; Sam Arraj, CAP, CA, Seeds Chartered Professional Accountants; Jamie Diaz, RBC; and Mark Riley, L&A Mutual Insurance. Thursday, Jan 26th from 5:30 – 7:00 pm To Register <https://bit.ly/3jqgjbG>

A goal without a plan is just a wish

To successfully grow your business, you need to plan ahead. Creating a yearly sales and marketing plan is a key element to meeting your business goals. Planning reduces stress, boosts productivity, clarifies decision making, motivates employees and makes your business more profitable. Join Jason Brown for an informative session on Sales and Marketing planning. Topics will include Setting Goals, Brand Strategy, Inbound Marketing, Marketing Campaigns and Sales Planning. Jason is the Business Advisor at Frontenac Business Service and an Adjunct Professor of Marketing and Entrepreneurship at St Lawrence College. Thursday, Feb 9 from 9:00 – 10:30 am. To register for in-person <https://bit.ly/3YVFOxh> or virtual <https://bit.ly/3PNZ8NI>

Excel 101

Ever wonder how excel could help your business? Then this workshop is for you. The workshop will cover basic excel functions such as formulas and adding new sheets. Participants are encouraged to bring their laptops and follow along. Thursday, Feb 15 2:30 – 4:00 pm To register <https://bit.ly/3WgHft2>



Daniel Lees, Kick and Push Brewing
Photo credit Suzy Lamon

Spotlight on Business Kick and Push Brewing

In ten words or less, what's so special about your products?

Initially, we are focusing on British-styled beers that we brew on-site.

Intriguing. Tell us more

The plan is to be a brewery that associates craft brewing with outdoor activities. We named the business after the K&P trail, which runs close to our building. The K&P trail follows the route of the original Kingston and Pembroke railway that was closed down in the 1950s. People nicknamed it the "Kick and Push" because early trains tended to break down. The trail is popular with hikers, ATVs and snowmobiles during winter. When we started thinking about launching a brewery in Sharbot Lake, we thought this would be a good name.

Many people dream about starting a food and drinks business. How did you launch yours?

It took me 15 years of thinking about it before I made the jump. I've been a home brewer for nearly 25 years and always thought about launching a commercial brewery, but I never had the time. As an engineer with

a construction company, I had a busy job. But during COVID, I realized I wanted to do something different and new with my life. I registered for a brewing technician diploma course and started purchasing equipment to get us started. Once I did that, things began spiralling and then there was so much momentum that there was no stopping.

Where is your business going?

We aim to build a small, local brewery, a sustainable business that adds to the local economy. I want to make this a place where locals and cottagers can meet and we're planning events that will hopefully bring the community together.

Did you receive any help from Frontenac Business Services?

Absolutely. Frontenac Business Services supported us with the financial aspects and helped us secure the financing we needed. They are great to work with. They are also constantly in touch with information and support when needed, from making introductions to directing us to grant opportunities.

For Daniel's full story, visit FABfrontenac.ca

Congratulations!

Welcome **Brent Fehr and Isabelle Hemard** to Central Frontenac where Brent has relocated his business "**Wine by Brent**". Brent is a wine agent and educator. He represents 5 agencies that sell wine to private clients, restaurants and lodges, from Europe, Australia and the Americas with wines delivered directly to the customer's door. His wines are not available at LCBO or SAQ. Brent is looking for a venue to host his Wine School with topics like Wine 101, French Wine Basics and Italian Wine Basics. If you'd like to share your first grape love or inquire about his Wine School contact: brent.fehr@rogers.com or 416.825.8949 or Instagram @winebybrent

Congratulations to **Daniel and Laina Lees**, co-owners of **Kick and Push Brewing** who won a gold medal at the Ontario Brewing Awards competition in the "Strong British Ale" category for their Relax Alice beer. For more about their brewery, visit <https://kapbrewing.ca/>

Do you have business news that you would like to share in our next newsletter or on social media? Email anne@frontenacbusiness.ca.