



# Frontenac Business Services

A Community Futures Development Corporation

*Building Business, Growing Communities*



**NEWS**  **Spring 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

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



## Events

Frontenac Business Services' **Basic Bookkeeping** workshop goes over the different accounting software available, how to create accounts and helpful reports to pull. Wed, April 19 from 2 to 3:30 pm. To register <https://rb.gy/zk2dp9>

**"A goal without a plan is just a wish"**  
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. Thurs, March 30th from 9:30 – 11:00am. To register for in-person <https://rb.gy/ctarbg> or virtual <https://rb.gy/kwvpq7>

Learn how **Canada Digital Adoption Program and Digital Transformation** grants can benefit your business in this online presentation, March 29 from noon to 1 pm. To register <https://tinyurl.com/yckvxkkt>

**Frontenac County Business Networking**  
Save the date - Wednesday, April 26 – 8 a.m. to 10 a.m.  
Belong, Sharbot Lake

**Open Farms 2023**  
Interested in being involved or learning more?  
Email Debbi Miller to be added to the list to receive more information. [dmiller@frontenaccounty.ca](mailto:dmiller@frontenaccounty.ca)

The **Frontenac Farmers Market** will be back again this year at Centennial Park in Harrowsmith. They have a new look and a new day - Fridays from 3pm -7pm beginning in May. The market has a growing list of vendors but still has some room - specifically for farmers and food vendors. Visit their website for more information, [www.frontenacfarmersmarket.com](http://www.frontenacfarmersmarket.com)

A **South Frontenac Holistic Health Fair** is being planned for this fall. If you are a Holistic, Metaphysical, Alternative or Complementary Health business owner in South Frontenac and would like to meet potential clients or like-minded business owners, contact Ellie@ [EvolutionWellness.ca](mailto:EvolutionWellness.ca) 613-328-4156.

## Congratulations!

Congratulations to **Janna Comrie and Michael Bartley** on their recent purchase of **Pineridge Cottages** on lovely 5th Depot Lake in Parham. Consisting of 12 waterfront cottages, the resort will continue providing seasonal getaways from the spring through the fall. The resort features a beach area with some games, great fishing, boat rentals and walking paths. In addition, Michael and Janna have been working on improving the comfort of the cottages and the surrounding spaces for their guests. In the off season, the resort will be used as a retreat location for First Responders and Veterans. For more information, visit [www.pineridgecottages.com](http://www.pineridgecottages.com) or contact the resort at (613) 328-2345. "We would like to thank CFDC for their financial support in helping us to provide a great space for both creating beautiful memories and healing our Warriors!" said Janna Comrie.

Congratulations to **Black Entrepreneurship Ecosystem (BEE)**, on the creation of their new not-for-profit organization established to help spark the entrepreneurial spirit among potential Black entrepreneurs and to help accelerate the growth of Black-owned businesses in Southeastern Ontario. <https://www.bee-seo.ca/>

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

For more on our services visit [www.FrontenacBusiness.ca](http://www.FrontenacBusiness.ca)

## Programs

### Summer Company

Students aged 15 to 29 can start and run their own businesses as Summer Company entrepreneurs. Participants receive hands-on business mentoring and up to \$3,000 to operate their businesses. Apply by May 15 <https://www.investkingston.ca/summercompany/>

### Sustainable Canadian Agricultural Partnership

The governments of Canada and Ontario are launching the \$1.77 billion five-year program to provide a range of investments into the agri-food sector to help improve productivity, competitiveness and resilience. The program is to launch April 1st and details about the program will be posted online as they become available.

### Indigenous Business Navigator Service

This new service available through Indigenous Services Canada can help connect you with programs and services across different Government of Canada departments and agencies. <https://tinyurl.com/29rmwn9a> or email [navigator@sac-isc.gc.ca](mailto:navigator@sac-isc.gc.ca) with the type of help needed, and a representative will respond.

### 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 for e-commerce platforms and social media advertising. <https://www.investkingston.ca/cdap/>

### Frontenac Discovery Guide (the app)

Located in Frontenac, get on the app. It will be used as a Visitor Guide.

Contact Economic Development. [ecdev@frontenacounty.ca](mailto:ecdev@frontenacounty.ca)

### Are you interested in regular updates from the Frontenac Business Services?

Sign up at <https://frontenacbusiness.ca/>



Liz & Roland Jensch, Grains and Goods Bakery  
Photo credit Suzy Lamont

## Spotlight on Business Grains and Goods Bakery

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

Everything we bake is handmade, using mostly organic, high-quality ingredients.

### Intriguing. Tell us more.

My grandfather used to be a master baker back in Germany, where quality bread is very much part of the culture. Recipes and traditions change from region to region. When I grew up, I learned a lot from him about bread, and it's been a passion of mine ever since. I met my wife in Germany, in Cologne, where she was living. She grew up in Toronto, and after we got married, we decided to move back to Canada, where we got the chance to take over the hobby farm that's been in her family since the 1980s.

### Many people dream about starting a food or drinks business. How did you launch yours? What's the story behind your business?

I started baking on a tiny scale for family and friends at home. It just grew from there, organically and via word of mouth. My first commercial client was a farmer who asked if I'd like to provide the bread for his CSA boxes during the summer, around 32 loaves a week.

And that's when I realized that this had the potential to be more than a hobby.

### Did you receive any help from Frontenac Business Services?

Frontenac Business Services has been very supportive, from making connections and introductions to helping us with our finances. The team is excellent to work with.

### Where are you now? Where is your business going?

When we first took over our commercial kitchen, we weren't planning to use it as a retail location. But the building is located right in the middle of the village, and it has a storefront, so we thought why not open it up for a few days and see where it goes. We opened in the beginning of January 2022, and even with temperatures of -20 outside, we had people lining up for 20 minutes to get fresh bread. So we changed the business from delivery to a proper bakery with a store, and that's our focus now. The people around here are interested in good, local food. There's a mix of people who have always been locals, people who moved here during COVID, cottagers and weekenders. Many of them seem to love great baked goods.

For the full story visit <https://fabfrontenac.ca/grains-goods-bakery/>

## Idea Loan

Invest, Develop, Expand, Accelerate your business

### Features

- Up to \$25,000
- Quick turnaround time
- No application fees
- Free business and financial counselling
- Personalized service
- Maximum term 60 months for \$25,000 with payments as low as \$479/month
- No pre-payment charges

### Use of Funds

- Investing in
- Start-up Costs
- Equipment
- Inventory
- Working Capital
- Marketing



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For more information, email Anne at [anne@frontenacbusiness.ca](mailto:anne@frontenacbusiness.ca) or call 613-372-1414 Ext 204