

Is Fentanyl Ruining Your Business? What to know about a drug rampant in Renfrew County

By: Jennifer Layman
jenn@ovbusiness.com

Fentanyl. There has been a lot of media coverage on this drug that has a near-immediate overdose rate. People are taking it unknowingly, as it is most often mixed in with other drugs. What you might not know is that the situation in Renfrew County is as bad or worse than the big cities in Canada.

According to a CBC news article two weeks ago, the number of opioid overdoses in Renfrew County is nearly twice that of Ottawa given the population. Ottawa has had 549 overdoses in 2017. Renfrew County has had 95. Ottawa has 10 times more people that it's rural neighbour, so for comparison sake, it would be as if Renfrew County had 950 overdoses. That was the number in Vancouver when the country first declared fentanyl was the next "big thing" to harm our communities.

But most people in Renfrew County barely know it's a problem, and most certainly don't know it's this big of a problem. And that's a problem in itself.



As of 2014, opioid overdoses (fentanyl is an opioid) cause more deaths than motor vehicle accidents. How much do we spend on road safety, and let's compare that to what is spent on drug awareness.

So far the awareness in Renfrew County has been comprised of six public information sessions hosted by the Renfrew County District Health Unit (RCDHU). About 35 people attended each session. The panel involved a lot of others: OPP, drug counsellors, etc. Kayla Schutt, a public health nurse with RCDHU attended all the sessions. She said that the most common questions she received from the audience were: is drug

use really a problem with our youth, is it possible to have fentanyl in marijuana and what resources are available in the area? Let's take those in order.

Student Drug Use

If you ask any high school student, they could probably point you to the people you can buy drugs from at their school. So, that in itself signals drug use in school is a problem. But just to back that up, the Canadian Association of Mental Health (CAMH) publishes a list of drug use based on regions. In 2015 in Eastern Ontario there is a reported 39.6% drug use among students in grades 9-12. That's higher than 2013 and it's also higher than Toronto. Half of the

students are getting their drugs at high school.

Here's something else that's scary: more Ontario students in grades 7-12 have used opioids than tobacco. Some 95,000 kids used opioids in 2015, and if you think that doesn't apply to Renfrew County, the study noted "there are no significant regional differences."

Fentanyl in Marijuana

The OPP has confirmed that it is certainly possible to have fentanyl in marijuana. Note: after alcohol, marijuana is the most accessible and used drug among high school students.

Local Resources

The RCDHU pointed to two resources - the Renfrew County Addiction Treatment Centre and the Pembroke Regional Hospital Mental Health Program. Schutt says there are no resources for anyone who is not an addict, and referred people to Parent Lifelines of Eastern Ontario, located in Ottawa. The OPP suggested a family doctor as a starting point. But there's one more starting point: the Robbie Dean Centre.

Continued on Page 3



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Ottawa Valley BUSINESS

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News, article ideas, employee news, business events, tenders and letters to the editor are welcomed. Content will be edited to fit the space available. Events that are not related to business should consider 101 Things to Do in the Valley. Email: travel@travellourbackyard.com

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Events

July 19, 2017

Renfrew County Plowmen's meeting. Held in Cobden. Contact Myles at 613-582-3470.

July 20, 2017

Renfrew County Beef meeting. Held in Cobden. Contact Donna Campbell at 613-432-5568.

July 24, 2017

Renfrew County Federation of Agriculture meeting. Held in Cobden. Contact Donna Campbell at 613-432-5568.

August 7, 2017

National Farmers Union meeting. Held at Barrline. Contact Connie Tabbert at 613-646-7753.

August 12, 2017

Canadian Nuclear Laboratories Open House. Come and see the amazing things coming out of the Chalk River Laboratories. Register online in advance: www.cnl.ca/openhouse

August 13-16, 2017

2017 Association of Municipalities of Ontario (AMO) conference. Main Street meets globalization. Expert keynotes, 18 concurrent educational sessions, political leaders, over 130 industry exhibitors, and access to provincial ministers. Held in Ottawa. www.amo.on.ca

August 15, 2017

Mandatory Intake Session for Starter Company Plus. Start a

business with some grant money. This program is for individuals who are not students, but who are 18 years of age or older. Contact Enterprise Renfrew County at 613-735-8224.

August 16, 2017

Renfrew County Plowmen's meeting. Held in Cobden. Contact Myles England at 613-582-3470.

August 16-18, 2017

Three-day comprehensive Payroll Masterclass Course. Three days of training using Quickbooks. 8:30am-4:40pm each day. \$1,125 plus HST includes lunch and light refreshments. Contact Kathryn at 613-656-0441 ext.441 or training@accountapotamus.com

August 17, 2017

Renfrew County Beef meeting. Held in Cobden. Contact Donna Campbell at 613-432-5568.

August 17, 2017

9:00am-11:00am. Preparing Your Business for Minimum Wage Increases. Financial and marketing strategies to deal with a 32% increase in Ontario's minimum wage in the next 18 months. Valley Heartland CFDC. 91 Cornelia Street West, Smiths Falls. \$25 if purchasing tickets online. \$30 at the door. Phone: 613-283-7002

August 24, 2017

Breakfast & Learn for employers. Understanding how comply with Accessibility for Ontarians Disability Act. 8:00am-9:00am. Presented by ontrac. Kenwood Corporate Centre, boardroom

110, 16 Edward Street South, Arnprior. RSVP by August 11 to amacmillian@getontrac.ca or call 613-623-4680.

August 28, 2017

Renfrew County Federation of Agriculture meeting. Held in Cobden. Contact Donna Campbell at 613-432-5568.

September 7, 2017

An Introduction to Intellectual Property. Valley Heartland CFDC. 9:00am-11:00am. 91 Cornelia Street West, Smiths Falls. How to protect creations of the mind. Phone: 613-283-7002

September 13-15, 2017

Three-day comprehensive Payroll Masterclass Course. Three days of training using Quickbooks. 8:30am-4:40pm each day. \$1,125 plus HST includes lunch and light refreshments. Contact Kathryn Carriere at 613-656-0441 ext.441 or training@accountapotamus.com

September 20, 2017

ontrac in partnership with Community Futures Development Corporation's Women in Business Event! Free. Network, make connections, participate in presentations and panel discussions, and celebrate women in business. 8:30am to 3:00pm. 295 Albert Street, in Arnprior. Lunch and refreshments provided. To register please visit www.getontrac.ca/arnprior-home/ or call 613-623-4680.

Send us your business event to admin@ovbusiness.com



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Addressing The Fentanyl Problem

Businesses can provide resources for employees

Continued From page 1

The Robbie Dean Centre has free clinics across Renfrew County. It's free, there are no wait lists and it takes anyone.

"Of course people can come to us," says Yashinskie. "They already are."

Yashinskie says they'll take anyone, at any stage of the opioid crisis. She says it's common that when parents come to the Centre with their kids, that the parents are completely unaware of the problems their child is having, and their reason for doing drugs. The Robbie Dean Centre sees people from ages 8 to 80. Their number is 613-629-4243 and they will answer 24 hours a day.

Messaging

The Renfrew County District Health Unit has flyers for students that reads as follows: "Deciding to use alcohol or other drugs is a personal choice. But like any personal choice you can make an informed choice." The flyer encourages students to make an informed choice and do research about what drugs to use. Nowhere in the literature does it say, "Step 1. Don't use drugs."

"No one has ever done research or studied whether telling students not to do drugs is effective," say Schutt. "It is simply meant to help students make an informed decision and to be as safe as possible if they choose to use drugs."

Research or not, the OPP has a different point of view.

Catherine Yarmel is the community safety officer with the Killaloe OPP detachment. She doesn't have a problem telling kids to stay away from drugs. "We should be telling our youth not to use drugs," she says. "Don't use them. Period. We need to get the information out there and educate the public. I can't stress that enough."

Yarmel says the region could really benefit from a communications strategy to get the word out about the dangers of fentanyl and other drugs. From a crime perspective, the OPP is involved with break and enters into homes, pharmacies and any other place that has prescription opioids on hand. That's a cost to society, not to mention, less overdose calls for the local paramedics.

Janice Sawbridge, the community affairs officer for Renfrew's OPP detachment agrees. She says the OPP is dealing with fentanyl crimes directly.

"It is illegal to use a prescription that is not prescribed to you," she says. "And it is illegal to have a non-prescription form of fentanyl on you. We have not stopped enforcing the law. It might be harsh, but it also might save someone's life."

Sawbridge says the local detachment has been on a death scene due to a fentanyl overdose. It is happening here.

Naloxone

If someone overdoses on an opioid, you can administer Naloxone to temporarily save

their life. Naloxone kits are good to have on hand if you are in the company of any type of drug user. Fentanyl is added to other drugs (heroin, cocaine, etc.) without the buyer knowing, so there is always a 50-50 chance that someone is ingesting fentanyl when they do drugs. Remember, every 11.7 hours, someone in Ontario has an opioid overdose.

The Health Unit has published a list of 15 pharmacies that carry Naloxone kits. We have provided a line at www.ovbusiness.com. However, if you are an active drug user and you register with the Health Unit's free needle exchange program, you can get the kits for free. Family members of active, registered drug users can also obtain free kits.

The hospitals have kits for their emergency use (11 overdoses since April 1, 2017 reporting at Arnprior, Renfrew, Pembroke and Barry's Bay hospitals.) The OPP does not have kits because people don't call the police on an overdose, they call paramedics, via 9-1-1. The County of Renfrew Paramedic Service, who told CBC that they have had 95 overdoses so far in 2017, was not able to return a request for an interview. We assume they have kits, but no other agency could confirm if they did.

Business Angle

If you are wondering how the fentanyl issue is a business issue, consider this: nearly 40% of our future employees are using drugs; employees impacted by

drug use are more likely to cost workplaces in absenteeism; the cost of an opiate patch in Central Ontario is \$150-\$220 - that's money that is not being spent on food, housing, or at local businesses.

Build Your Own Resources

You can build your own resources for employees in three easy steps. (Links are provided on www.ovbusiness.com)

1. The Winter 2017 edition of Health Matters published an information page on what to do in case of a fentanyl overdose. It's free and available online.

2. Have contact information or business cards for the Robbie Dean Centre. They will see anyone and there is no waitlist. They can also refer people appropriately as needed.

3. Purchase a few naloxone kits from a local pharmacy and make them easily available for employees to take. No questions asked and no registration required. It could be a parent taking it for their child, a friend taking it for a friend, or someone just having it because they're going to a party.

There are also posters and more free resources at: www.facethefentanyl.ca.

Every 11.7 hours, someone dies from an opioid overdose. That's almost a person every shift. Businesses bear the consequences of drug use so being proactive is an investment in your own future.



Next Edition Deadline: August 11th

If you want to get the word out about your health business or non-profit organization, be part of the fall edition of Health Matters! Talk to us about the options for advertising or download our rate card: ovhealth.ca

DEADLINE TO BOOK: AUGUST 11 | PUBLISHES: SEPTEMBER 1

SPECIAL SECTION:
THE FOOD ISSUE

HealthMatters

www.ovhealth.ca | behealthy@ovhealth.ca

On The Move

Charles McDonald

Charles McDonald is the new Public Works Manager for the Township of Horton. McDonald moved to the area from Alberta.

Hugh Martin

Hugh Martin, an employee of the Township of Whitewater Region, has been promoted to Supervisor of Arenas and Parks. The role is new for the municipality. Martin has been managing the Beachburg Arena since 2005. Martin will be responsible for three arenas and the municipal parks.

Laura Griffin

Laura Griffin has been hired by the Township of North Algona Wilberforce as their new Recording Secretary.

Karen Utronkie

Karen Utronkie has been hired by the Township of North Algona Wilberforce as their Accounting Clerk.

Tracy Cummings

Tracy Cummings is a new counsellor for Hospice Renfrew. Cummings is a graduate of the Human Relations and Spirituality Program from St. Paul's university and worked as the Ottawa Regional Manager for the ALS Society since 2013.

Beth Ethier

Retired OPP Constable Beth Ethier has received the Ministry of Transportation (MTO) Award for the professional category at its 2017 Road Safety Achievement Award Ceremony.

Sally Douglas

Sally Douglas is the new Vice-Principal at Bishop Smith Catholic High School in Pembroke. Douglas was previously the Vice-Principal of Our Lady of Sorrows in Petawawa.

Christine Hutchinson

Christine Hutchinson is the new Justice Program Coordinator for Algonquins of Pikwakanagan First Nation.

Paul Moreau

Paul Moreau, the Director of Social Services for the County of Renfrew, has been appointed as the Acting CAO from July 2017 to June 2018.

Katie Scott

Katie Scott is the new part-time Vice-Principal and part-time Special Education teacher at St. Joseph's in Arnprior. Scott was previously a teacher at Bishop Smith Catholic High School in Pembroke.

Ryan Kranz

Ryan Kranz is the new part-time Vice-Principal and part-time Special Education teacher at Our Lady of Sorrows in Petawawa. Kranz held the same role at St. Joseph's Elementary School in Arnprior.

Pam Dickerson

Pam Dickerson is the new Vice-Principal at St. Joseph's High School in Renfrew. Dickerson was previously a teacher at Bishop Smith Catholic High School in Pembroke.

Katie Edwards-Ethier

Katie Edwards-Ethier is the new acting Vice-Principal and part-time Special Education teacher at St. Anthony's in Chalk River. Edwards-Ethier comes to the position having been the Organizational Unit Head and Special Education Resource Teacher at Bishop Smith Catholic High School in Pembroke.

T.J. O'Grady

T.J. O'Grady is the new part-time acting Principal and part-time Special Education teacher at Our Lady of Grace, Westmeath. O'Grady was previously an itinerant teacher of music and drama.

Anne Marie Landon

Anne Marie Landon is moving from acting Principal and Special Education teacher at George Vanier Catholic School in Combemere, to the permanent role of Principal.

Dave Parno

Dave Parno, the Public Works Foreman for the Township of Beckwith, has resigned.

Natasha Dick

Natasha Dick is the new Community Events Programmer for Algonquins of Pikwakanagan First Nation.

Regional Business News You Should Know

Door-To-Door Sales Ban?

The Ministry of Government and Consumer Services (MGCS) has posted a proposed regulation that would prevent door-to-door sales of certain products. Specifically the regulation would ban "suppliers from soliciting or entering into unsolicited contracts for prescribed goods and services at consumers' homes." The prescribed goods covered by the regulation include: furnaces, air conditioning, air cleaners and purifiers, water heaters water treatment devices including purifiers and filters and duct Cleaning. Door-to-door sales of any of these goods or services would only be allowed in situations where the consumer initiated the contract.

Community Hub Creation An Option For Properties

The government of Ontario has launched a new program to help municipalities and other community organizations create community hubs. Through the program, the province will help municipalities hold surplus properties, such as schools, hospitals, or other provincially-owned buildings, for up to 18 months. The goal of this provincial assistance is to give municipalities the time to find partners, create business plans, and find the funding to create a new community hub. Applications for this program will be open from July 4, 2017 to October 16, 2017. A link to more information is available on www.ovbusiness.com

Comment On

Legalizing Cannabis

In April 2017, the federal government introduced the Cannabis Act, which, if passed, will legalize and regulate cannabis across Canada by July 2018. The federal plan calls on the provinces and territories to establish a framework to regulate the distribution, sale and consumption of cannabis, among other matters. People across Ontario can have their say related to the legalization of cannabis by participating in an online survey. Individuals and organizations will also be able to give their input by completing a consultation paper. To participate, visit ontario.ca/cannabis before July 31. The Ontario Legalization of Cannabis Secretariat will also host a series of expert forums and engagement sessions this summer on the potential impacts of cannabis legalization.

Travel Booking Changes

Ontario travel agents and wholesalers are now required to display the total cost, including all taxes and fees, in any advertisements that include price of travel. To help further protect consumers buying travel services and reduce burden on businesses, the government is looking for feedback on possible additional changes to requirements for Ontario travel agents and wholesalers. To participate in the consultations visit ontario.ca/TravelActReview before July 24, 2017.

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Business News Around The Valley

Tech

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Xero is accounting software with all the time-saving tools you need to grow your business: unlimited users and 24/7 support plus security and reliability you'd expect from Xero.

Benefits

- + Visibility of all your bank accounts, credit card and PayPal balances, outstanding invoices, expense claims, reports and contacts.
- + Super quick bank statement reconciliation.
- + On the spot invoicing and billing.
- + Create, approve and send invoices directly from your iPhone or iPad.
- + Expense reports done in a flash. Simply upload photographed receipts.
- + Record business expenditure.
- + Record the paper trail on the spot.

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Correction

In the July 4 edition of Ottawa Valley Business we reported that Forest Lea Promotions was owned by Donna Stokell. This is incorrect. The business is now owned by Monique Boucher. We apologize for the error.

Door-to-Door

Salesperson Charged

Danny Shamon of Guelph has been found guilty and is being forced to repay customers in a door-to-door scheme that impacted Eastern Ontario, including Bancroft. Shamon was convicted of one count of failing, as an officer or director of a corporation, to prevent the corporation from committing an unfair practice contrary to the Consumer Protection Act, 2002. He was placed on probation for two years, fined \$4,000, and must pay approximately \$11,000 in restitution to three consumers, some of whom were seniors. Consumers lived in Beaverton, Cobourg, Bancroft and Kingston. Shamon, operating under two business names, Eagle Water of Pickering and Global Environmental ---Solutions, employed sales people to sell water treatment equipment door to door. The corporations misled consumers by providing agreements that falsely identified the corporations as members of the Canadian Water Quality Association.

Hotel Wins Award

InterContinental Hotels Group has chosen Holiday Inn Express in Pembroke for its highest level of excellence. The hotel has been awarded the 2016 Torch-

bearer Award which recognizes a property that is exceptional in all areas from quality to customer satisfaction. The hotel emerged number one of 454 properties within North America.

Petawawa

Boulevard Slows Down

The County of Renfrew is slowing down Petawawa Boulevard with ne traffic lights. \$200,000 is being spent to install traffic lights at the intersection of Petawawa Boulevard and Laurentian Drive intersection.

Lawyer Guilty of Misconduct

On May 26, 2017, the Law Society Tribunal has ruled that local lawyer, Christopher Paul Merla, committed professional misconduct after failing to cooperate with a two-year Law Society investigation. Merla was suspended until he complies with the Law Society requests for information and will pay a \$2,000 fine. If by August 26, 2017 Merla has not been forthcoming with the investigation, an additional \$2,000 fine will be imposed. Merla is a lawyer from Burnstown.

KHR Sends

Strong Letter To Minister

The Township of Killaloe, Hagarty and Richards (KHR) has sent a strongly-worded letter to Minister Kathryn McGarry, asking for a review of the Bonnechere River Water Management Plan. Signed by Mayor Janice Visneskie Moore, the letter follows up on a request in March 2017 of the Minister and notes several personal meeting with the Ministry that have not

resulted in a review of the plan. KHR notes that recent severe and devastating flooding further highlights the need for a review as it is a vital tool in the control of water levels and management of the commercial aspect of the watershed. The letter was copied to Pikwakanagan, North Algona Wilberforce, Renfrew, Horton and Admaston Bromley, as well as to MPPs Patrick Brown, Andrea Horwath and John Yakabuski, MP Cheryl Gallant and Minister of Environment and Climate Change, Glen Murray.

Restaurant Changes Name

JJ's Restaurant in Pembroke has changed their name to Pig and Pint Public House. The new name will correspond with a new menu. The venue will continue hosting live music.

Mayor, Councillor Resigns

Jim Gibson, Mayor of Head, Clara and Maria, has resigned and so has councillor Debbi Grills. Gibson noted that after serving for 17 years on council, at age 73 he still has things he wants to do in his life. Gibson was also a member of Renfrew County Council, and the Rural Mayor's Forum of Eastern Ontario. No further reason was given for the resignation. Grills cited "personal reasons" for her resignation. With 16 months remaining in the term, the council could either hold a by-election or appoint new members of council.

Continued on Page 6

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Business News Around The Valley

Continued From Page 5

Deep River Keeping Local Police

The Town of Deep River council has voted unanimously to keep their local police force. The vote at council was 7-0 in favour.

Airport Seeking Customs Permissions

The Pembroke & Area Airport is seeking the opportunity to provide customs and CANPASS services at the airport. The service would allow aircraft coming to the area from outside of Canada to clear customs in Pembroke, instead of having to land at another airport and then fly to Pembroke for business. If any local companies have business aircraft that visit here from outside of Canada, please contact the Pembroke & Area Airport at 613-687-5300 or marketing@flycyta.ca to let the airport know if clearing customs locally would be beneficial. The airport is already classified as an "Airport of Entry/Military."

GM Cancels Meeting

The Township of Greater Madawaska has canceled their August 14 council meeting. There will be a meeting on July 31 and August 28.

Forestry Management Plan Consultation

A public consultation concerning the Integrated Operational Forestry Management Plan (PAFIO)

in the Pontiac will be held from July 31 to August 18 at the MRC Pontiac office, 602 Highway 301 North in Litchfield. The PAFIO describes the forestry management that the forestry service of the MRC Pontiac intends to complete in the coming years, on the intramunicipal public land (TPI), including wood harvesting, planting, pre-commercial thinning and their locations. A copy of the PAFIO is available for consultation at the MRC Pontiac office and the MRC website www.mrcpontiac.qc.ca. The purpose of the current consultation is to collect comments on the proposed forestry planning. It does not review the public land designation or rights that are granted. For further information on the PAFIO call 819-648-5689, extension 219.

Aquatic Centre in Fort Coulonge?

Jane Toller, owner of Spruceholme Inn and the Pontiac Conference Centre is being applauded for her suggestion to bring an aquatic centre to Fort Coulonge. At an MRC Pontiac Plenary Committee meeting, the mayors applauded the possibility of a centre that would include a 25 meter long and 6 lane wide swimming pool, a therapeutic pool and a hot tub among other things. Toller says that health concerns and an aging population as the primary motivations

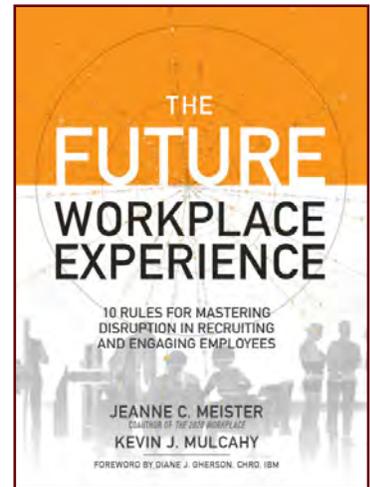
for pursuing this project. Toller asked for the MRC Council's support in principle, which she has obtained, and is committed to coming back in August to present the financial aspects of the project.

Bancroft Seeking New Water Treatment Partner

Bancroft This Week is reporting that the Ontario Clean Water Agency managed the water and wastewater services in Bancroft into a \$2 million debt, that resulted in more than 50 per cent of an increase in rates for water and wastewater services to residents. The municipality is now seeking another provider as OCWA's contract runs out at the end of this year. The preferred option is Peterborough Utility Services Inc., despite being the highest bidder.

New Treaty Representatives
Algonquin communities have voted on representatives to take on Treaty negotiations with the governments of Ontario and Canada. Kijicho Manito Madouaskarini Algonquin First Nation elected Stephen Hunter, the Whitney and Area Algonquin First Nation voted Robert Craftchick into the position and Connie Mielke has been named the representative for the Algonquins of Greater Golden Lake First Nation.

Book Club



In a business landscape rocked by constant change and turmoil, companies like Airbnb, Cisco, GE Digital, Google, IBM, and Microsoft are reinventing the future of work. What is it that makes these companies so different? They're strategic, they're agile, and they're customer-focused. But, most important, they're game changers. And their workplace practices reflect this.

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Everything we took for granted in the past - from what we expect from our jobs to whom we work with and how - is changing before our eyes. The strongest organizations today are "learning machines." New challenges require new solutions - and these organizations are finding them.

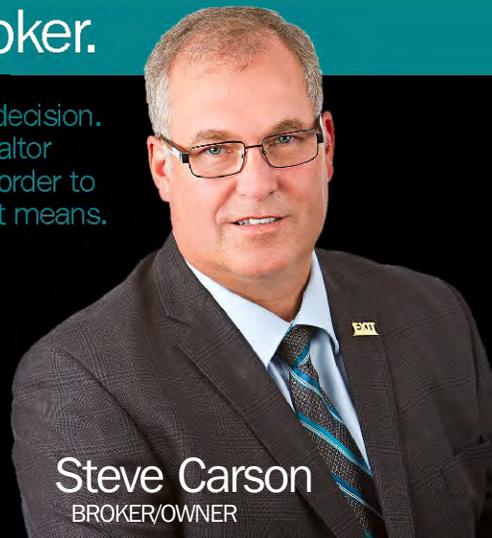
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\$169,133.08

Town of Arnprior

\$151,911.71

Township of
Laurentian Valley

\$140,874.85

Township of Killaloe

Hagarty & Richards

\$131,213.00

Town of Renfrew

\$108,228.10

Township of
Whitewater Region

\$104,740.58

Township of
Madawaska Valley

\$101,242.54

Township of
McNab/Braeside

\$95,667.29

Township of Horton

\$87,483.92

Town of Deep River

\$83,402.47

Township of
Bonnehche Valley

\$79,344.14

Township of North
Algona Wilberforce

\$79,296.50

Township of
Greater Madawaska

\$78,892.04

Township of
Admaston/Bromley

\$72,929.76

Town of Laurentian Hills

\$13,025.35

Township of Brudenell,
Lyndoch & Raglan

Missing: Head, Clara & Maria
Source: County of Renfrew

Renfrew County Construction Updates

New, ongoing and completed projects

County Road 1 (River Road)

Township of McNab/Braeside
The rehabilitation of River Road from Dochart Street 600 metres west of Osborne Street will commence on July 24 and is expected to continue until mid-August. During construction the road will remain open to traffic but will be reduced to one lane at times with minor delays.

Nagels Culverts on County Road 49 - Whitewater Region

The County of Renfrew will be undertaking the replacement of Nagels Culverts, located on Lapasse Road, approximately 150 m north of Pleasant Valley Road. Lapasse Road will be closed to all traffic at Pleasant Valley Creek for the duration of construction. The detour will be posted. All traffic is asked to follow route D1 via Pleasant Valley Road, Desjardins Road and Hawthorne Road. It is anticipated that the road closure will start on July 24, 2017 and will be in effect for approximately 4 consecutive weeks.

County Rd. 49 (Lapasse Road) - Whitewater Region

The rehabilitation of Lapasse Road from Lookout Road to Gore Line will commence July 24, 2017 and is expected to continue until the end of August. During construction the road will remain open to traffic but will be reduced to one lane at times with minor delays.

B-Line Culvert - Township of Laurentian Valley

The County of Renfrew will be undertaking the replacement of B-Line Culvert located on B-Line Road commencing July 18 and will continue until mid-August. B-Line Road will be closed to all traffic between Round Lake Road and Forest Lea Road. Detours will be in place via Round Lake Road, TV Tower Road Forest Lea Road.

Byers Creek Culverts on County Road 67 - Township of Killaloe, Hagarty & Richards

The rehabilitation of Byers Creek Culverts located on Simpson Pit Road will commence on July 17 and is expected to

continue until mid-September. Simpson Pit Road will be closed south of Buck Hill Road during the installation. Detours will be in place via Round Lake Road and Highway 60.

County Road 26 (Doran Road) - Town of Petawawa

The rehabilitation of Doran Road from Highway 17 to Black Bay Road will commence on July 17 and is expected to continue until the end of July. During construction the road will remain open to traffic but will be reduced to one lane at times with minor delays.

County Road 12; Westmeath Culvert - Whitewater Region.

The rehabilitation of Westmeath Culvert has commenced and will continue until mid-September.

The road is restricted to local traffic only between Synton Street and Gore Line until the end of August. A detour will be in effect via Synton Street, Recreation Street and Gore Line.

County Road 21 (Beachburg Road) - Whitewater Region

The rehabilitation of Beachburg Road from Foresters Falls Road to 1.0 km South of Pappin Road will continue until mid-July. During construction the road will remain open to traffic but will be reduced to one lane at times with minor delays.

County Road 63 (Stewartville Road) - McNab/Braeside

The rehabilitation of Stewartville Road from Calabogie Road to Flat Rapids Road will continue until the end of July. During construction the road will remain open to traffic but will be reduced to one lane at times with minor delays.

County Rd. 511 (Lanark Road) - Greater Madawaska

The rehabilitation of (Lanark Road from Calabogie Bridge north retaining wall to 260m south of Calabogie Road will continue until mid-July. During construction the road will remain open to traffic but will be reduced to one lane at times with minor delays.

Claybank Bridge on County Road 2 - McNab/Braeside
Construction activities are ongoing

at the Claybank Bridge on White Lake Road. Work will continue until the end of November. The bridge is reduced to a single lane of traffic controlled by automated traffic signals. There is a restriction to the maximum vehicle width of 3.5 metres.

County Road 1 (Madawaska Street) - Town of Arnprior

The Town of Arnprior Downtown Core Revitalization project is ongoing. This comprehensive project involves the reconstruction of several downtown streets. Temporary road and lane closures will be required Madawaska Street and Daniel Street. Detours and alternate routes will be in place for the remainder of the construction season.

County Road 2 (Daniel Street) - Town of Arnprior

The Town of Arnprior watermain replacement project along Daniel Street between Charles Street and Michael Street is ongoing. Two lanes of traffic will be maintained, although lane widths will be reduced. Edey Street is closed between Daniel Street and John Street. Motorists can expect delays and slow moving traffic.

County Road 71 (Matawatchan Road) - Township of Greater Madawaska

The resurfacing of Matawatchan Road from Highway 41, south of 2.7 km is complete with the exception of line painting. The road is open to traffic.

County Road 508 (Calabogie Road) - Township of Greater Madawaska

The resurfacing of County Road 508 from Ferguson Road to Black Donald Road is complete with the exception of line painting. The road is open to traffic. County Road 58 (Round Lake Road) - Township of Killaloe, Hagarty & Richards
The rehabilitation of Round Lake Road from Highway 60 to Tramore Road is complete with the exception of line painting and spot repairs.

Tender Results Around The Region

PW-T-35-2017-17-E0 - RFP - Design-Build Services for OVRT Bridges.

County of Lanark.

Awarded to Thomas Fuller Construction in the amount of \$136,000.00.

PW-2017-07 - Screened Winter Sand. Township of Horton.

BR Fulton Const. - \$26,272.50
RGT Clouthier - \$25,323.30
Awarded to RGT Clouthier.

PW-2017-05 - Garage Exterior Man-Door Replacement. Township of Horton.

Only one bid was received.
Awarded to Graham Glass and Mirror in the amount of \$5,697.46.

PW-2017-04 - Garage & Municipal Office Window Replacement. Township of Horton.

Only one bid was received.
Awarded to Graham Glass and Mirror in the amount of \$21,152.47.

PW-2017-11- RFQ - Storie Road Rehabilitation. Township of Horton.

Only one bid was received.
Awarded to B.R. Fulton Construction for both Option A (\$16,550.00) and Option B (\$18,800.00).

PWC-2017-12 - County Road 12 (Westmeath Road) and County Structure C205 (West- meath Culvert) Rehabilitation. County of Renfrew.

H&H Const. - \$745,418.69
Smiths Const. - \$783,177.50
Greenwood Pave - \$801,637.00
Awarded to H&H Construction.

PWC-2017-09 - Rehabilita- tion of County Road 9 (Bulger Road) including the Replace- ment of County Structure C227 (Mink Creek Culvert). County of Renfrew.

Goldie Mohr - \$481,400.00
Bonnehchere Ex. - \$565,622.42
R.G.T. Clouthier - \$570,331.20
Smiths Const. - \$600,343.05
Awarded to Goldie Mohr.

**PWC-2017-27 - Hot Mix Pav-
ing County Road 63 (Stewart-
ville Road). County of Renfrew**
Smiths Const. - \$227,150.00
Karson Asphalt - \$244,760.00
Greenwood Pave - \$245,587.50
H&H Construction - \$249,111.10
Thomas Cavanagh - \$250,450.60
Cruickshank Cons - \$317,195.00
Awarded to Smiths Construction.

PWC-2017-04 - Rehabilitation of County Road 49 (Lapasse Road) including the Replace- ment of County Structure C313 (Nagels Culverts). County of Renfrew.

Hot Mix Option
Smiths Const. - \$1,132,539.50
Greenwood - \$1,300,907.50
H&H Const. - \$1,226,432.11
R.G.T. Clouthier - \$1,227,646.70
Bonnehchere Ex. - \$1,379,435.10
Surface Treatment
Smiths Const. - \$969,690.00
Greenwood Pave - \$940,372.00
H&H Const. - \$1,015,350.71
R.G.T. Clouthier - \$949,510.00
Bonnehchere Ex. - \$1,077,758.60
Awarded to Smiths Construction for the hot mix option.

**Asbestos Cleaning Contract.
Township of McNab/Braeside.**
Awarded to Elite Environmental in the amount of \$5,740.00.

**PW-03-2017 - Reconstruction
of Mary Street - Phase 1.
Town of Petawawa.**
Eastway Con. - \$1,349,245.33
H&H Const. - \$1,405,677.18
Do-All Const. - \$1,466,432.25
RGT Clouthier - \$1,487,474.00
Awarded to Eastway.

**Safety Valve Certification.
Defence Construction Canada.**
Awarded to McNolty Mechanical of Wendover in the amount of \$8,000.00.

**Repair Foundations of RHUs.
Defence Construction Canada.**
Awarded to Wade General Contracting of Petawawa in the amount of \$93,000.00.

**UXO Clearance in Support of
AMTS. Defence Construction
Canada.** Awarded to Gemtec Limited of Fredericton in the amount of \$44,737.10.

**Traffic Signals at the
Petawawa Boulevard/Laurentian
Drive Intersection.
County of Renfrew.**
Awarded to Partham Engineering in the amount of \$186,495.00.

**Electrical Power to Melissa
Bishop Park. Township of
North Algona Wilberforce.**
Tyvic Electrical - \$1,600
Welk Electric - \$1,774
Awarded to Tyvic.

**Build of Playground Structure
and Shade Shelter. Township
of Beckwith.**
Awarded to Strathmar Trenching in the amount of \$365,500.

**PRD-17-02 - Reciprocating
Compressor for Civic Centre.
Town of Petawawa.**
Only one bid was received.
Awarded to Cimco Refrigeration in the amount of \$19,952.00.

**Repaint Road Lines.
Defence Construction Canada.**
Awarded to H & H Construction of Petawawa in the amount of \$41,351.96.

**Repair Paving in Various
Parking Lots.
Defence Construction Canada.**
Awarded to Do All Construction of Pembroke in the amount of \$543,251.00.

**Upgrade Roads and Utilities.
Defence Construction Canada.**
Awarded to R.G.T. Clouthier Construction of Pembroke in the amount of \$3,410,000.00.

**Replace Welding Bay Exhaust
at Building. Defence Construc-
tion Canada.**
Awarded to Valley Refrigeration of Pembroke in the amount of \$36,400.00.

**K&P Trail Remedial Asset
Management Repair Strategy.
Bonnehchere Valley.**
Awarded to Greenview Environmental to a maximum cost of \$5,000.

*For full tender results, and
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Farmers' Markets

2017 Summer Company Has Six Entrepreneurs

Six students from across the Ottawa Valley were successful in earning a 2017 Summer Company award to run their own business. To qualify, the students had to develop a comprehensive business plan including market analysis, operations and financial feasibility.

Mitchel Holly is operating Leisure Time Yard Work in the Foymount and Killaloe area. He offers yard maintenance including grass cutting and trimming, yard repair and more.

Kate Hurley operates Kate's Kakes located in Pembroke and serving the county. Kate offers uniquely decorated cakes, cupcakes, and cake pops and is selling at the Pembroke Farmer's Market. She will also take custom orders.

Gavin Lauderdale operates Digital Memories from his home studio in Petawawa. He offers digital photo scanning services to preserve old photos and memo-

ries. Other services include creation of digital slide shows and photo albums of special events.

Hannah Lundrigan is operating Charm and Grace Princess Parties, offering entertainment for children's parties, family celebrations and community events across the Ottawa Valley. She attends the party dressed as a fairy tale princess and provides story time, makeovers, singing, dancing and games for the guests.

Leah Trainor operates Leah Trainor Photography from her Douglas studio. Leah offers a variety of photographic services for businesses, family portraits, children and babies, pets, homes and farms, nature, wildlife, food, sports teams and graduations, proms and all special events.

Joshua Ottens is operating Wix'n'Wax and is located in the Arnprior/Fitzroy Harbour area. Joshua produces and sells pure beeswax candles and offers lawn care services.

Current Tenders

TENDERS

Reroofing and Rehabilitation of East Dome - White Water Road Patrol

Supply and Delivery of Winter Sand - Southwest Patrol & Golden Lake Patrol

Supply and Delivery of Winter Sand - White Water Road Patrol

Supply and Delivery of Winter Sand - Cobden Patrol

Supply and Delivery of Winter Sand - Goshen and Calabogie Patrol

Screened Winter Sand (South Algonquin)

Reconstruction of Dunlop Street

One 2017/2018 Four Wheel Drive Front End Loader

Single Surface Treatment - Wingle Road

Single Surface Treatment - Addington Road

Drilling and Blasting of Rock and Culvert Replacements

Flat Roof Replacements and Repairs

One Loader Mounted Snowblower

Watermain Upgrades - Daniel Street and Thomas Street

Diesel Powered Tandem Plow Truck

REQUEST FOR PROPOSALS

Engineering Services for the Rehabilitation of County Structure B258 (Madawaska River Bridge)

Production of Corporate Signs

Purchase of Trucks

Purchase of Hilcrest Cemetery Columbarium

Affordable Housing Units in Lanark County and the Town of Smiths Falls

Insurance Assessment Consultant

Evaporative Condenser for the Lanark Arena

REQUEST FOR QUOTATION

Mississippi River Fountain

Daycare Centre Siding Repair

Triple Combination Pumper

FOR SALE

2007 L70 Loader With Craig Reversible Plow

Tenders and results are posted online at: www.ovbusiness.com

A Note About Tenders: Ottawa Valley Business contacts municipalities once a week for any active tenders they have available. We also contact municipalities for results as soon as the tender expires.

Free Tender Postings!

Ottawa Valley Business promotes tenders free of charge for municipalities.

Just send your tender information to us by email and we will add your tender online, and promote it in our next issue.

Ottawa Valley
BUSINESS

Phone: 613-732-7774
admin@ovbusiness.com



101 Things To Do in the Valley

July-August Issue

Canada Day Edition!

Download Your Free Copy!

Looking for things to do this summer? Hosting an event or needing to entertain some friends and family guests? Download 101 Things to Do in the Valley for a complete list of what's happening in the local area.

www.travelourbackyard.com

Should You Be Listed in 101 Things?

If you want to remind people about an event, festival, sale, business or organizational needs, this is the place to promote it! For just \$25 you can be included in the list for September-October. Or, book five listings in that edition for just \$100! Easy promotion. Great response.

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101things@travelourbackyard.com | www.travelourbackyard.com

Flooded With Ideas

How I went from soggy to solution



MARKETING

By: Jennifer Layman
jenn@fwdthink.net

Like many people in this region, my basement flooded this year... twice. After the first flood, I thought, "what are the chances this will happen again?" A month later, it happened again.

Talking to a lot of people, the "fix" for this kind of thing seemed to be so expensive that I just didn't want to consider it. I tried to talk myself into the same thing - it's a one in a million chance it would happen again. A lot of people agreed with me, not because they knew any better, but because they wanted me to *feel* better. But the thing with cleaning up water is it gives you a lot of time to think.

No offence to my well-meaning sympathizers, but I decided it might be a good idea to get a professional to give me some educated advice on what could be a solution. As it turns out, the professional could give me a customized fix that would solve my problem and fit my budget. It was a solution that no one else

had suggested, and that makes sense because foundations and flooding isn't everyone's business, is it? How could people not in this business possibly consider all the possible options for me? Obviously, they couldn't.

In many cases, the same happens in marketing; when a business starts to think that they might not be getting all the business they should be getting. It weighs on you, and as you bat it around in your mind, your mind can convince you to take the path of least effort and do nothing. Just wait it out. Things will pass. It'll get back to normal. What are the chances it's going to last? And just like my basement, there will be plenty of people who will agree with you.

So here's the thing about basements and brands: you don't know what you don't know. It's worthwhile to find out what your options are from someone who does it for a living. You can still do nothing after that, but at least you'll have some information that you didn't have before, and that can be helpful in making a final decision.

Professional Marketing

Professional marketing is strategic - it looks at the whole business and how the customer moves through the entire experience of doing business with you.

Are you having problems attracting the customer? Or, are you attracting them but losing them at some point in the completion of their transaction? If it's the former, you'll want to know what is sending the customer to your competitor. If it's the latter, you'll want to know what is happening with the transaction experience that is causing the deal to fall through. This is the information that you don't know, and it matters.

There was one other thing that speaking to a basement flooding professional did for me: it took some stress off my plate. I hadn't realized how much brain matter I had devoted to thinking about what I should be doing. I knew I was thinking about it, I just didn't know how much. The day I had a solution, I had one of the most productive afternoons in two weeks. (I have since filled that brain matter with other stressful things!)

It never hurts to have good information. You're still in the driver's seat and can make whatever decision you want. You just know a little more about your options than you knew before. That's always a good thing.

Jennifer is the owner of Forward Thinking Marketing Agency. Her column appears every issue.



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Deadlines

OTTAWA VALLEY BUSINESS

August 1, 2017
Deadline: July 25, 2017

August 15, 2017
Deadline: August 8, 2017

September 5, 2017
Deadline: August 29, 2017

September 19, 2017
Deadline: September 15, 2017

101 THINGS TO DO IN THE VALLEY

July-August Edition
has published see it online here:
www.travelourbackyard.com

September-October Edition
Deadline: August 21, 2017
Publishes: August 24, 2017

HEALTH MATTERS

We are now taking advertising bookings for the Fall 2017 Edition of Health Matters.
Publishes: September 1, 2017
Deadline: August 11, 2017

TRAVEL OUR BACKYARD

Summer 2017 Edition has published see it online:
www.travelourbackyard.com

Wisdom

Do what you say you are going to do, when you say you are going to do it, in the way you said you were going to do it.
- Larry Winget

Good customer service costs less than bad customer service.
- Sally Gronow

Your ability to communicate is an important tool in your pursuit of your goals, whether it is with your family, your co-workers or your clients and customers.
- Les Brown