

Petawawa vs. The Airport Airport chair addresses inappropriate comments

By: **Jennifer Layman**
jenn@ovbusiness.com

The Town of Petawawa has taken to the media to allege that the staff at the Pembroke & Area Airport, and their fellow Commission members, are not doing their jobs properly.

A January 8, 2018 report on myFM stated that Petawawa council as a whole feels there is a governance problem at the airport. They allege that the staff is not doing their job in that there are no agendas or minutes of meetings provided. Petawawa councillors James Carmody and Theresa Sabourin allege that their fellow Commission members are “flying by the seat of their pants” and that they have concerns about accountability.

That report appeared on myFM 104.9’s website on January 8, 2018 and prompted a response from Airport Commission chairperson, Allan Wren. Wren issued the statement at his council meeting the following evening.

Agendas and Minutes

“myFM reported that the Town of Petawawa council has stated that no agendas or minutes for

Airport Commission meetings are being provided. This is untrue,” says Wren in his media statement.

The Airport Commission is made up of appointed individuals from Whitewater Region, Laurentian Valley, Pembroke, Petawawa, Deep River and Laurentian Hills and Garrison Petawawa. All agendas and minutes are sent by email to all Commission members at the same time. All Commission members were asked if they were receiving the agendas and minutes and all said they were with the exception of Petawawa. When asked to provide dates when agendas and minutes were not sent, Petawawa’s representatives were not able to do so.

This was conveyed before Christmas to the Town of Petawawa under my signature. No response was received.

In addition, the minutes of 2017 Airport Commission meetings have been included in Petawawa’s own council packages throughout the year, which are available to all members of their council.”

How Commission Members Participate in Meetings

“Councillors James Carmody and Theresa Sabourin are the appointees for Petawawa on the Airport Commission. They commented to myFM that “the commission seems to fly by the seat of their pants” and further that “there are concerns about accountability.” This is untrue.

Commission meetings are open to the public and members of the public do attend these meetings. The meetings follow an approved agenda, and all decisions are put to a majority vote and moved by motion if required. Members of the Commission always have a chance to speak on issues and bring items forward. The Commission is accountable to their municipal owners, and provides minutes to all Chief Administrative Officers for its owner municipalities on a regular basis.”

Accountability

“Further, the Airport undergoes a financial audit every year by our accounting firm, Dean Sinclair. Copies of the financial report are also provided to Commission members, and

each owner municipality. There has never been any allegation of accountability issues by the accounting firm, and in fact, they often praise the airport for their smart use of limited financial resources.”

Project Runway

“Finally, the media report mentions that the Town of Petawawa is not on board with the Project Runway fundraiser. While it is disappointing that the host municipality of the Airport is choosing not to support Project Runway, they are certainly not required to do so. The only financial requirement of all municipal owners is their annual levy - \$1.41 per capita. (The airport costs each ratepayer \$1.41 annually.) If a municipal owner chooses not to contribute more than that, they are not required to do so as per the Airport’s bylaws. As Project Runway is a fundraiser, it was an option for municipal owners to contribute. Thus far, Deep River, Pembroke, Laurentian Valley and Whitewater Region have chosen to be supportive.”

Continued on Page 3



The Ottawa Valley’s Outdoor Rink Festival!

February 9-11, 2018

Watch our website and Facebook page to see the list of participating rinks and fun events planned for this year’s Festival of Outdoor Rinks.

www.festivalofoudoorrinks.com | www.facebook.com/outdoorrinks

Ottawa Valley BUSINESS

ABOUT US

Ottawa Valley Business (OVB) is a twice-monthly publication covering business news and events throughout Renfrew, Lanark and Pontiac counties and surrounding areas. OVB is published by Forward Thinking Marketing Agency.

WHO READS US

Ottawa Valley Business is delivered via email to more than 3,400 businesses, government agencies and organizations.

HOW TO SUBSCRIBE

Subscriptions are free. Email us at admin@ovbusiness.com

ADVERTISING RATES

OVB's target audience is employers and employees. Advertising rates are as follows:

1/8 Page	\$75
1/4 Page	\$150
1/3 Page	\$175
1/2 Page	\$275
2/3 Page	\$325
Full Page	\$475

Regular Advertising Special: Run the same ad twice and the third time is free!

Graphic design is included in the price of your ad. If you wish to submit artwork, please ask for our design dimensions.

CONTENT & SUBMISSIONS

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 not related to business can consider 101 Things to Do in the Valley: 101things@travelourbackyard.com

CONTACT US

Publisher.....Jennifer Layman
 Advertising.....Kallie Doering
 Email.....admin@ovbusiness.com
 Phone.....613-732-7774
 Online.....www.ovbusiness.com
www.facebook.com/OVBusiness

MAILING ADDRESS

2113 Petawawa Boulevard,
 Pembroke, Ontario K8A 7G8

Events

January 21-23, 2018

Rural Ontario Municipal Association (ROMA) Conference. Held in Toronto. For information, visit: www.roma.on.ca

January 23, 2018

Annual General Meeting of the Cobden Agricultural Society. 7:30pm at the Cobden Agricultural Hall.

January 26, 2018

The Training & Learning Centre of Renfrew County "UP Skills For Work": a series of free workshops with a focus on soft skills. 10:00am. Workshop is 60-90 minutes in length. Contact Sue: 613-628-1720 or trainingandlearningcentre@gmail.com

January 30, 2018

The implications of Bill 148 on families using government funding to engage support workers. For individuals with intellectual disabilities and their families. Free. Presented by Pooran Law. Miramichi Lodge, Pembroke. 6:30pm-8:30pm. RSVP to Yvonne at 1-877-695-7999 ext. 6513

January 30, 2018

Dairy Goat Industry Info Session. For Eastern Ontario economic developers. Overview of Ontario's Dairy Goat industry by Marlene Painomesai, Dairy Specialist with OMAFRA. Key

resources for farmers. Free. Continental breakfast provided. 9:30am-12:30pm. 945 Princess Street, Kingston. Register by calling: 613-634-8569.

February 5, 2018

Renfrew County National Farmers Union Meeting. Barrline. Contact Connie at 613-646-7753.

February 5, 2018

Economic Developers Council of Ontario (EDCO) annual conference. Imagine, create and discuss issues facing economic developers. This year's conference theme: Mission Possible: Agents of Change, challenges economic developers to look past the status quo and declassify new, inventive ways to take action in an ever-changing landscape. www.edco.on.ca

February 13, 2018

Deadline to book your listing for the March -April Edition of 101 Things to Do in the Valley. Listings are \$25 plus HST, or 5 listings for \$100 plus HST. A great edition for Sr. Patrick's Day, March Break, Easter and Spring events. Publishes February 15. 101things@travelourbackyard.com

February 14, 2018

OMAFRA Data Tools to Support Agricultural Economic Development. Free workshop by OMAFRA Chief Economist. 9:45am to Noon. Quinte West City Hall. For more information: info@eastontlocalfood.com

February 15, 2018

Renfrew County Beef Meeting. Contact Donna Campbell at 613-432-5568.

February 21, 2018

Selling Food to Ontario. Hosted by OMAFRA Regional Economic Development Branch, East Region. 9:00am to 3:00pm. Two Rivers Food Hub in Smiths Falls. For information: info@eastontlocalfood.com

February 21, 2018

Renfrew County Plowmen's Meeting. Cobden. Contact Myles England at 613-582-3470.

February 23, 2018

2018 Business Achievement Awards Gala. Pontiac Conference Centre in Fort-Coulonge, Quebec. Drinks and appetizers at 6:00pm followed by the awards presentation. For tickets, contact info@pontiacchamberofcommerce.ca or 819-647-2312.

February 26, 2018

Federation of Agriculture Meeting. Cobden. Contact Donna Campbell at 613-432-5568.

March 8, 2018

Community Living Upper Ottawa Valley hosts an International Women's Day breakfast. Speakers include women who have employed individuals with intellectual disabilities and women members of the agency's Speakers Bureau. Details TBD. To be made aware of the event, contact Carol: cripley@cluov.ca

May 24, 2018

Spring Business & Leadership Conference. Featuring keynote speaker, Doug Griffiths. Algonquin College Pembroke Campus.

Send us your business event to admin@ovbusiness.com

Be Where Your Customers Are



There are many places to advertise. The key to having impact with your advertising is to reach the right audience with the right message. Ottawa Valley Business has a unique audience and format. It's worth a chat to see if it might work for you.

THE RATES:

- 1/8 Page: \$75
- 1/4 Page: \$150
- 1/3 Page: \$175
- 1/2 Page: \$275
- 2/3 Page: \$325
- Full Page: \$475

Run your ad twice and the third is free!

THE AUDIENCE:

- Business owners
- Key employees
- Organization leaders
- Municipal staff
- Members of council
- Individuals with an interest in business

Ottawa Valley BUSINESS

admin@ovbusiness.com | Ph: 613-732-7774

Petawawa vs. The Airport, continued

Wren vows to help Petawawa feel proud of facility

Continued from Page 1

“It was not my preference to single out one municipality’s conduct at meetings. I prefer to handle issues the way we had done so until recently - by discussion and agreeing around the Commission table. However when the Town of Petawawa chose to make their allegations public, I felt that, out of respect for the people at the Commission table and our staff, they should be addressed.

On behalf of my fellow Commission members who give their time to important decision-making at this airport, the staff

who operate this facility in a smart and accountable manner, our councils and our supporters, let me assure you that you can most definitely be proud of this facility.

The Pembroke & Area Airport is one of the most successfully-run, municipally-owned enterprises in Renfrew County. It is also a critical component to our quality of life, in supporting more than 100 local businesses, and in supporting Garrison Petawawa, with whom we have an exceptional relationship. Our staff is constantly applauded on their service levels - an incredible feat for a staff of 2.5 individ-

uals. This region is proud, deeply so, to have this Airport available, and as we speak to community groups about this facility, others are getting on board to help ensure this Airport continues to be a valuable asset to all of Renfrew County.

As Chair of the Pembroke & Area Airport Commission, I am confident in saying that I, along with our other Commission members, will continue to work with the Town of Petawawa to help them also be proud of this facility and its valuable role, not only in their community, but for all of Renfrew County.”

Bancroft, Lanark Election 2014 To Now

What has changed since the last election

Since the last municipal election in 2014, there have been some changes to the Town of Bancroft and one municipality in Lanark County: Mississippi Mills.

Bancroft

Bernice Jenkins was elected as mayor but was not able to complete her term. Deputy Mayor Paul Jenkins assumed the role of mayor, and Dungannon Ward councillor, Charles Mullett, became deputy mayor. Wayne

Wiggins replaced Mullett as a Dungannon Ward councillor.

Mississippi Mills

Bernard Cameron was elected as councillor for the Almonte Ward in the 2014 election. Amanda Pulker-Mok replaced his seat part-way through the term.

No Changes

There were no changes, at council or in administrative head staff that occurred at these municipalities: Beckwith, Carleton Place, Drummond-North Elmsley,

Lanark Highlands, Montague, Smiths Falls and Tay Valley.

However, Carleton Place CAO Paul Knowles has retired and Mississippi Mills CAO Diane Smithson will be taking over his position which was briefly filled by another individual. There could be a new CAO at Mississippi Mills prior to election.

Book Club

THE FOUNDER'S DILEMMAS

ANTICIPATING AND
AVOIDING THE
PITFALLS
THAT CAN
SINK
A
STARTUP

NOAM WASSERMAN

Often downplayed in the excitement of starting a new business venture is one of the most important decisions entrepreneurs will face: should they go it alone or bring in cofounders, hires, and investors to help build the business? More than just financial rewards are at stake. Friendships and relationships can suffer. Bad decisions at the inception of a promising venture lay the foundations for its eventual ruin. The Founder’s Dilemmas is the first book to examine the early decisions by entrepreneurs that can make or break a startup and its team.

Wasserman reveals common pitfalls founders face and how to avoid them. He looks at whether it is a good idea to cofound with friends or relatives, how and when to split the equity, and how to recognize when a successful founder should exit or be fired. Wasserman explains how to anticipate, avoid, or recover from disastrous mistakes that can splinter a founding team, strip founders of control, and leave founders without a financial payoff for their hard work and innovative ideas. He highlights the need at each step to strike a careful balance between controlling the startup and attracting the best resources to grow it, and demonstrates why the easy short-term choice is often the most perilous in the long term.

Fire Services Experts.

Fire Alarms Sprinkler Systems
Suppression Systems

Fire Extinguishers Safety Equipment

WE MAKE TIME FOR YOU BECAUSE SERVICE MATTERS TO US.

Layman
FIRE AND SAFETY

www.laymanfireandsafety.com

Phone: 613-732-5320

joel@laymanfireandsafety.com

On The Move

Diane Smithson

Diane Smithson, CAO of the Municipality of Mississippi Mills, is resigning after 20 years of service with the municipality. Smithson's resignation is effective March 2, 2018. Smithson is leaving Mississippi Mills to become the CAO for the Town of Carleton Place. She will be replacing Paul Knowles who is retiring.

MPP John Yakabuski

MPP John Yakabuski was voted Best Orator in the Ontario Legislature by MPP colleagues in the first annual Ontario Legislature intern program awards.

Jennifer Murphy

Jennifer Murphy has been elected Vice Chair for the Eastern Ontario Warden's Caucus. Murphy took the position after Lanark County Warden, Bill Dobson, stepped down. Outgoing Chair, Robert Quailff was replaced by Robin Jones of the United Counties of Leeds and Grenville.

Do you have people news? Send it to: admin@ovbusiness.com

Local Police Report

News from local detachments



Arnprior Detachment

No weekly report available.

Bancroft Detachment

For the week of January 8-14, 2018, the Bancroft detachment responded to 71 calls for service. One criminal charge was laid and eight RIDE programs were conducted. There were 7 motor vehicle collisions.

Killaloe/Whitney Detachments

For the week of January 8-14, 2018, the Killaloe detachment responded to 100 calls for service. There were 10 motor vehicle collisions, four domestic dispute calls and one domestic dispute that resulted in criminal charges.

Lanark County Detachment

For the week of January 8-15, 2018, the Lanark County detachment responded to 303 calls for service. These included 31 motor vehicle collisions.

Renfrew Detachment

For the week of January 8-15, 2018, the Renfrew detachment responded to 177 calls for service. These included five domestic disputes which included three charges being laid.

Upper Ottawa Valley

No weekly report available.

The following is a review of crimes impacting local businesses.

Unnamed Renfrew Business

A quick change scammer was successful recently at a business in Renfrew. The suspect attended a business, purchased a small item and attempted to pay with large bills. The suspect then asked the employee to make change for other large denominations and confused the employee. The suspect left the business and the employee then realized they were missing approximately \$210.00.

No Frills, Renfrew

On Saturday January 13 PC Patrick O'Connor attended a shoplifting call at No Frills in Renfrew. Store security had a male in custody. At the manager's request the male suspect was charged under the Trespass To Property Act with engaging in a prohibited activity. Ronald O'Brien, age 81 of Renfrew was given a ticket for the offence.

Value Village, Pembroke

On the afternoon of January 12, 2018 members of the Upper Ottawa Valley Ontario Provincial Police (OPP) responded to a shoplifting complaint from Value Village on Pembroke Street West in the City of Pembroke. Police quickly located two female suspects on foot a short distance from the store and both were taken into custody. Stolen items, including clothing and personal accessories, were recovered by police. As a result of this incident two adult females from Pembroke are facing Criminal Code (CC) charges.

10

YEARS

Connecting employers to employees

What Is Your Job Ad Doing For You?

Looking for a legitimate online job board that actually delivers real candidates to your job postings?

ovjobs.ca

Free job ad writing assistance. Easy end-of-the-month invoicing. Your posting is shared with our Facebook community. We reach 3,000 people every single day!



Talk to us about posting your next job: employers@ovjobs.ca | Phone: 613-732-7774

Business For Sale



www.beseated.ca

Be Seated, a chair caning and seat weaving business, was established in 1969 in Ottawa by John (Jack) Barr, which he later relocated to Almonte in 1990.

After learning the skills from him, Pierre Amyotte purchased the business in 2002. And Mr. Barr, at the young age of 83, decided he was going to retire. Pierre moved the business from Gore Street to Water Street, where he has grown the

business to the success it is today.

This business has been a staple in Almonte for over 27 years and Pierre is now ready to sell it and hand over the reins to someone with a passion for the art of returning objects back to their original beauty. Pierre will provide the purchaser of this business intensive training on all aspects of this business.

Be Seated

Chair caning and seat weaving

Phone: 1-866-315-1641
info@beseated.ca
www.beseated.ca

Business News Around The Valley

Correction (Again)

There is enough untruthful news out there that it is important to us to provide accurate information. On the issue of snowmobile permits, our correction in the last issue needs a correction! In our snowmobile facts, we originally noted 50,000+ snowmobile permits were sold in Canada. This number should have been 250,000+. However, our correction in the January 9 edition of Ottawa Valley Business reported 250,000+ permits in Ontario! Yikes! So, here's the final truth: there are 250,000+ snowmobile permits sold annually in Canada, and the best estimate for Ontario is approximately 90,000.

Carillion In Liquidation

The Globe and Mail is reporting that Carillion, one of Britain's largest construction companies, has been put into liquidation. Carillion also has projects in Canada and employs 6,000 people. Some of their projects include maintaining housing at Garrison Petawawa as well as road-building in Ontario. According to their website, Carillion has revenue of \$1 billion in Canada.

Renfrew County

Page Experience

Olivia Groskleg of Pembroke served as a Page at the Ontario Legislative Assembly in the fall of 2017. Groskleg was one of 19

students to serve as pages since MPP John Yakabuski was elected in 2003. Legislative Pages are the grade seven and eight students who work in the Legislative Chamber of the Provincial Parliament in Toronto for up to six weeks. They act as messengers and learn how laws are made and how the province is governed. Page application packages can be picked up from MPP Yakabuski's Pembroke office.

UOV Chamber Board

The Upper Ottawa Valley Chamber of Commerce has elected a new Board of Directors. They include: John Butler, Jamie Wilson, Tara Neville, Meghan Sutherland Acres, Nicole Popkie, Maria Church, Kaitlin Antler, Dez Bair-Patel and Heather Salovaara, Brooke Fischer, Richard Deschambault and Jake Neville.

PFD 2017 Wrap-Up

The Pembroke Fire Department reported on their 2017 activities in a Summary Report to Pembroke council. Some of their activities included: 17 fire hall tours with 600 visitors taking part, 24 fire safety talks and demonstrations, 1,248 inspections and consultations with city businesses and residents, 80 fire drills and 9 vulnerable occupancy drills. During Fiddle Park weekend, they performed 600 fire safety inspections of RVs and provided 24 hour staffing of

the Park throughout the weekend. 2017 also saw the department respond to 408 emergency incidents including five significant residential structural fires that accounted for a \$1 million total loss.

KHR Receives Funding Assistance

The Township of Killaloe, Hagarty and Richards will receive \$64,000 from the Municipal Disaster Relief Assistance Fund due to the flooding that occurred in 2017.

Municipal Insurance

The Township of Brudenell, Lyndoch and Raglan has accepted the quote of \$49,322 from Jardine Lloyd Thompson Canada for the 2018 municipal insurance policy.

Horton Receives Disaster Relief Dollars

Horton Township has received \$87,445 in provincial funds under the Municipal Disaster Recovery Assistance Program. The municipality applied for the funding on August 16, 2017 and received a letter indicating they had been successful on December 28, 2017.

Celebrating 10 Years

Hospice Renfrew is celebrating their 10th anniversary in 2018. They were the first hospice to open in rural Ontario.

Celebrating 125 Years

Algonquin Park is celebrating

their 125th anniversary in 2018. The park was founded on May 23, 1893 and was the first provincial park in Ontario.

Local Business is an Approved Contractor

Valley Window and Door in Pembroke has been approved as a participating contractor for the Green Ontario Fund. The fund provides incentive rebates to consumers who purchase high efficiency windows. A window is energy-efficient when it reduces energy loss, condensation and noise, while also increasing home comfort. Ontarians can find rebate programs offered by electricity utilities, gas utilities and municipalities by typing in their postal code at: www.greenon.ca

Johnston & Mackie Award

The Upper Ottawa Valley Chamber of Commerce has named Johnston & Mackie their Dedicated Member of the Year for 2017.

Building Occupants Forced Evacuation

The Pembroke Fire Department has closed a building in Downtown Pembroke due to it being unsafe to be inhabited. The building at 110 Pembroke Street West displaced some residents who were assisted in finding additional housing. 100 Pembroke Street West is on the corner of Pembroke and Church Streets. According to a listing on Wolfenburg, it has five apartments and three commercial units. It is the former home of Monson's Ladies Wear and All Dolled Up Boutique. The real estate listing notes that there is a full-time property manager who handles the total operation. The asking price for the property is \$449,000. It is listed by Jamil Nassif.

Business Name Change

Laurier Optical in Renfrew has changed their name to River Optical. They have the same staff, same prices and same service. They are located at 108 Raglan Street South in Downtown Renfrew.



Looking for Speakers

for your community group?



COMMUNITY LIVING
Upper Ottawa Valley

The Community Living Speakers Bureau is available for speaking engagements at your community club, classroom, event or organizational meeting. Our speakers deliver their own, personal stories that will leave you feeling inspired.

There is no cost to book our speakers. We have experience with children and adults, and in groups of 10 to 60.

To book a speaker contact Dillon Watts: Phone 613-735-0659 | dwwatts@cluov.ca
www.facebook.com/CommunityLivingUpperOttawaValley | www.cluov.ca

Continued on Page 6

Election '18

This edition's topic on the election is about running for municipal office.

You must be eligible to vote in a municipality in order to run for a position on council. On the day you file your nomination, you must be a Canadian citizen aged 18 or older and be a resident or non-resident elector.

If your municipality has wards, you can run in any ward whether you live there or not. However, if you run in a ward where you do not live, you will not be able to vote for yourself.

Municipal Employees

If you are an employee of a municipality, and you wish to run for that municipality's council, you must take a leave of absence before you file your nomination form. If you are elected, you must resign from your job. You cannot work for a municipality and be on its council at the same time.

If you are an employee of a municipality, and you wish to run for office in a different municipality, you do not have to take a leave of absence or resign.

If you are an employee of an upper-tier municipality, you may run for office in a lower-tier municipality without taking a leave of absence or resigning unless being elected to the lower-tier council also means that you would be a member of the upper-tier council.

Ineligibility

The following people are disqualified from being elected to municipal office:

- if you cannot vote in the municipality
- an employee of a municipality who has not taken an unpaid leave of absence and resigned
- a judge, MP, MPP or Senator
- an inmate serving a sentence in a penal or correctional institution

By now, many municipalities have election information posted on their website. If you are considering running for council, you may be able to find information there.

Business News Around The Valley

Continued from Page 5

Renfrew County Loses Two Business Icons

Renfrew County lost two business icons recently: Ben Hokum and Cam Bimm. Hokum was the "son" in Ben Hokum & Son Limited, a lumber company in Killaloe. He still attended the business almost daily. He was 89. Cameron Bimm was the owner of Red Bargain Barn and passed away at age 92.

Opioids Update: Renfrew and Lanark Counties

From July 2016 to June 2017, there were 28 visits to the local hospital emergency departments that were related to opioids. There were 18 hospitalizations and three deaths. For the same period in Lanark County, there were 56 visits to the emergency departments, 26 hospitalizations and three deaths.

Strengthening Communities Through Foundations

The Rural Ontario Institute is hosting two Community Wealth Transfer forums in February. The events, Community Wealth Forum: Creating Public Benefit from Individual Legacies, will be held on February 1, 2018 in Fergus and February 2, 2018 in Cobourg. Both sessions are 11:00am to 3:00pm. Guest speakers for the events are Ryan Gibson, University of Guelph, and Cindy Lindsay, Community

Foundations of Canada. Each event will also include a panel of local speakers. This is the appropriate event for community members and foundation supporters who will hear how to strengthen effective local relationships to sustain rural community vitality; non-profit organizations who will learn from one another about how to connect local philanthropy with community priorities and financial planners, municipal staff and leaders who will learn how to keep wealth from leaving rural communities and how community foundations can promote local economic development goals. The forums are free of charge. For details and to register, visit: www.ruralontarioinstitute.ca

Questions For Provincial Candidates

The Rural Ontario Institute (ROI) will be providing an opportunity to each of the political parties to articulate how their platforms respond to rural priorities. To help formulate these questions of importance to rural Ontario, individual are invited to respond to a survey to indicate their priorities. Once the questions have been determined, we will make them available on the ROI website for public download so they can be used with local provincial candidates. The survey is available here: <https://www.surveymonkey.com/r/rura->

lectionpriorities2018 and must be completed by February 26.

Government of Ontario Cabinet Changes

Premier Kathleen Wynne has announced changes to her cabinet. The changes include: Nathalie Des Rosiers as the new Minister of Natural Resources and Forestry; Daiene Vernile as Minister of Tourism, Culture and Sport and Harinder Malhi, becomes the new Minister of the Status of Women. Other changes to cabinet include: Mitzie Hunter becomes Minister of Advanced Education and Skills Development, Eleanor McMahon becomes President of the Treasury Board and Minister Responsible for Digital Government, Kathryn McGarry becomes Minister of Transportation, Indira Naidoo-Harris becomes Minister of Education and remains Minister Responsible for Early Years and Child Care and Steven Del Duca becomes Minister of Economic Development and Growth. In addition, Dr. Helena Jacek, Minister of Community and Social Services, will take on the responsibilities of Chair of Cabinet.

Renfrew Concrete Donation

Renfrew Concrete has donated \$10,000 to Hospice Renfrew. info@renfrewconcreteworks.com

The Pembroke & Area Airport is celebrating 50 years as the community airport this year. We're also resurfacing our runway and we hope to do it one foot at a time with your help. You can "buy" a foot of runway for \$250 - 100% tax deductible.

Red Tape Awareness Week

CFIB highlights best and worst of government

As part of Red Tape Awareness Week (January 22-26) the Canadian Federation of Independent Business (CFIB) is presenting its annual Paperweight Awards. This award bestows recognition on the government departments and agencies responsible for egregious examples of excessive regulation hurting small businesses.

The Paperweights

This year, there are 14 Paperweights from across the country:

- Ontario's Ministry of Labour, for insisting a contractor buy a brand new ladder because his old one had a worn-out label.
- New Brunswick Liquor Control Act, for taking a resident to the Supreme Court of Canada for buying cheap beer in another province and bringing it home.
- Ontario Labour Minister Kevin Flynn, for Bill 148.
- Quebec's Labour Department, for requiring businesses to post a notice notifying employees they will soon post another notice.
- Montreal Urban Community and the City of Brossard, for creating different regulations for required thickness and composition of plastic, carry-out bags.
- Smithers, BC, for forcing a not-for-profit to build a "sidewalk to nowhere."
- National Capital Commission, for making children fill out a two-page contract indemnifying NCC of legal liability before opening up their lemonade stand.
- LCBO for approving, then disapproving a beer product because its label resembled an ancient Greek symbol associated with medicine. Similarly, Ontario's Ministry of Transportation threatened legal action against a craft distillery for using a stylized 1940s highway sign as their logo.
- Statistics Canada, for forcing business owners to spend time answering lengthy, complicated surveys or face fines and even jail time.
- Quebec's Ministry of Health, for insisting pharmacies disclose their pricing structure to consumers,



CFIB

cfib.ca/redtape

sumers, creating paperwork and undermining competitiveness.

- Nova Scotia's Labour Board, for failing to meet its own standards to disclose details of a complaint made against a business in time and then refusing to give the business owner time to contest it.

- City of Ottawa, for setting up roadblocks for food trucks and creating a "food truck selection committee."

- Canadian Border Services Agency, for unreasonable delays and poor communication when inspecting goods, causing business owners financial hardship.

- Finance Minister Bill Morneau, for imposing a subjective 'reasonableness test' on business owners who share income with family members.

Golden Scissors

In addition to recognizing "paperweights," CFIB also presents the "Golden Scissors Awards." These are presented to politicians, public servants, or other Canadians who have shown leadership in cutting red tape, producing meaningful and positive results for small businesses. The finalists for this year include:

- Diane Lebouthillier, Minister of National Revenue, for allowing small businesses to distribute T4s electronically.

- Nova Scotia Office of Regulatory Affairs and Service Effectiveness – Business Navigation Service, for pioneering innovative ways to help small businesses comply with regulations.

- Saskatchewan Ministry of Highways & Infrastructure for

drastically reducing wait times for oversize trucking permits on routes with no bridges.

- Manitoba Premier and Finance Minister, for passing a law requiring the removal of two sources of red tape for every new regulation.

- Saskatchewan Premier Brad Wall, for implementing the mandatory use of a standardized method to calculate the cost of regulations and examining alternatives.

- Planning and Development Department of Wood Buffalo, for reducing wait times and redundant permits to help Fort McMurray people rebuild after the devastating 2016 wildfire.

- Brad Duguid, former Ontario Minister of Economic Development and Growth, for creating the "Red Tape Challenge," an online tool for business owners to share their red tape concerns.

- Dominique Vien, Quebec's Minister of Labour, for loosening an inflexible rule around voluntary construction work.

- CEO, PEI Liquor Control Commission, for speeding up the approval for liquor licenses and making the process easier for business owners.

- André Drolet, Quebec's Parliamentary Assistant to the Minister of Small and Medium Enterprises, for streamlining liquor permits for the hospitality sector.

This year business owners are encouraged to vote for their top Paperweight on CFIB's Facebook page. The winners of both categories will be announced on social media on January 26.

It's A Fact

Sales By Retail Product Categories

17.5% and 2%

Retail and E-tail sales of food in Canada

5.8% and 10%

Retail and E-tail sales of clothing in Canada

5.8% and 1%

Retail and E-tail sales of soft drinks and alcoholic beverages in Canada

1.3% and 9%

Retail and E-tail sales of footwear in Canada

0.9% and 12%

Retail and E-tail sales of jewellery, watches, luggage and briefcases in Canada

3.2% and 15%

Retail and E-tail sales of sporting and leisure products in Canada

3.4% and 4%

Retail and E-tail sales of vehicle parts in Canada

6.7% and 6%

Retail and E-tail sales of home health products in Canada

2.1% and 5%

Retail and E-tail sales of infant care, personal and beauty products in Canada

6.7% and 4%

Retail and E-tail sales of hardware, tools, lawn and garden products in Canada

5.8% and 10%

Retail and E-tail sales of clothing in Canada

17.9% and 4%

Retail and E-tail sales of motor vehicles in Canada

Source: Retail Council of Canada

Tender Results Around The Region

News 10

How well do you know the news of the past few weeks? Answers on page 10.

1) The federal government allows churches/religious groups to apply for funding from Canada Summer Jobs, but this year there is what stipulation?

2) Michael Wolff's book, *Fire and Fury*, is about Donald Trump's first year in offices. A book by that same name was also published by Randall Hansen, the director of the Munk School at the University of Toronto. What was his book about?

3) The Ontario PC party is reporting more than 200,000 members in their roster. What was the party membership in 2014?

4) Hydro One is redesigning the look of your hydro bill. How much will they spend to do it?

5) Kathleen Wynne tweeted out a message to GM auto workers in Oshawa producing a new line of trucks. She attached a video to her tweet. What was it of?

6) In May, Quebec will increase their minimum wage to what?

7) This company has gone into liquidation in the UK, and they also employ 6,000 people in Canada. Who is it?

8) In the Ontario gas plant scandal, a former chief-of-staff to then Premier Dalton McGuinty was found guilty on two counts. What year were the gas plants cancelled in southern Ontario?

9) The United States wants to increase the Canadian duty free allowance as part of the NAFTA talks. It is currently \$20. What do they want to increase it to?

10) Three former rail workers were found not guilty in the Lac-Mégantic train disaster. When did the derailment happen?

Roof and Concrete Repair. Defence Construction Canada. Awarded to Wade General Contracting of Petawawa in the amount of \$265,000.

Demolish Building R-102. Defence Construction Canada. Awarded to Schouten Excavating of Watford in the amount of \$425,450.

P105 Paint Interior DS&HS Survey. Defence Construction Canada. Awarded to XCG Consultants of Kingston in the amount of \$10,575.10

Access Survey Lake Road. Defence Construction Canada. Awarded to Jp2g Consultants in the amount of \$2,760.27

Engineering Design & Contract Administration for the Townline and Mackay Lift Station Upgrades. Pembroke. Awarded to Jp2g Consultants Inc. in the amount of \$114,350.00.

P-17-04 Engineering Services - Bridge Management Program. City of Pembroke. HP Engineering Inc. Ainley Graham & Associates AUE Structural Inc. AMTEC Engineering Ltd. Awarded to HP Engineering in the amount of \$5,306.25.

T-17-14 - Sale of Used Equipment/Vehicles. Pembroke. 2006 Kubota Ride On Mower. Awarded to Anthony Pitre for \$3,355.

T-17-14 - Sale of Used Equipment/Vehicles. Pembroke. 1997 Ford F450 Haul-All Garbage Truck. Awarded to Dave Collins for \$3,181.

T-17-14 - Sale of Used Equipment/Vehicles. Pembroke. 2002 Ford F150 Pickup Truck with 4.2 Litre V6. Awarded to Barry Swarbrick for \$256.

T-17-14 - Sale of Used Equipment/Vehicles. Pembroke. 2010 Husqvarna Asphalt Cart Saw. Awarded to H & H Construction for \$800.

T-17-14 - Sale of Used Equipment/Vehicles. Pembroke. 11,000 Litre Liquid Storage Tank. No bids received.

T-17-14 - Sale of Used Equipment/Vehicles. Pembroke. 1991 Post Hole Auger. Awarded to Anthony Pitre for \$200.

T-17-14 - Sale of Used Equipment/Vehicles. Pembroke. 2000 Plug Aerator. Awarded to Anthony Pitre for \$55.

T-17-14 - Sale of Used Equipment/Vehicles. Pembroke. 1991 Knife Aerator. Awarded to Michel Langlois for \$500.

Supply & Delivery of One Custom Chassis Pumper/Rescue Fire Truck. City of Pembroke. Darch Fire Inc. Carrier Centers Inc. Fort Garry Fire Trucks Awarded to Darch Fire in the amount of \$609,000.

Sale of 2009 GMC Sierra 2500HD 4x4 Regular Cab. Admaston Bromley. Percy Springer - \$15,500.00 Dallas Brydges - \$6,800.00 Wesley Stewart - \$3,699.99 Cody Coulas - \$5,000.00 George Reid - \$10,000.00 Alex Brown - \$5,000.00 Brian Walters - \$2,000.00 Awarded to Percy Springer.

PW 2017-11 - Re-Gravel Tender. Lanark Highlands. Area 1 awarded to Thomas Canavanagh Construction in the maximum amount of \$248,000.00. Areas 2, 3 and 4 awarded to Crains Construction at a maximum cost of \$249,903.50

RFQ - Municipal Law Enforcement Officer/Animal Control Officer. Township of North Algona Wilberforce. No bids were received.

Tender No. 17-12 - Gemmill Park Development. Municipality of Mississippi Mills. Thomas Fuller - \$876,481.54 ALC UCC Site - \$971,356.00 Excel Contracting - \$988,848.56 Meyknecht-Lis. - \$880,511.00 CSL Group - \$1,071,731.50 Awarded to Thomas Fuller Construction.

PWC-2017-46 - Cured In Place Storm Sewer Lining County Road 511 (Lanark Road). County of Renfrew. Clean Water Works - \$32,060.00 Nieltech Services - \$61,128.90 Aqua Drain - \$2,644,390.00

Enter our Facebook contest and be a winner!

Warm Up in the Downtown!

Stop in to one of our eateries and take in the winter experience on main street!

See you in the Downtown!

Plenty of options for business lunches and get-togethers.

www.facebook.com/downtownpembroke

experience **DOWNTOWN PEMBROKE** EST. 1976



THE OTTAWA VALLEY'S HEALTH MAGAZINE **FREE!**

HealthMatters WINTER 2018

Stories From The Invictus Games: The inspiring lives of Brenda McPeak, Dan Graham and Mike Trauner

Inside: DNA, palliative care, eating healthy and more!

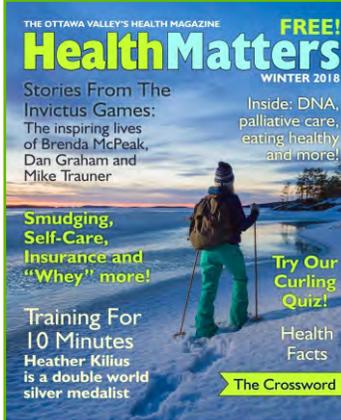
Smudging, Self-Care, Insurance and "Whey" more!

Try Our Curling Quiz! Health Facts

Training For 10 Minutes Heather Kiljus is a double world silver medalist

The Crossword

Next edition: May 2018
behealthy@ovhealth.ca



Tender Results Around The Region

MV2017-07 -Lakeshore Park Washrooms. Township of Madawaska Valley.
Awarded to Zuracon Inc. in the amount of \$62,500.00.

SA2017-02 - Hot Mix Paving on Major Lake Road. Township of South Algonquin.
Awarded to J & P Leveque Bros. Haulage Ltd. in the amount of \$55,175.00.

SA2017-06 - One New Tandem Truck and Plow Unit. Township of South Algonquin.
Awarded to Winslow Gerolamy in the amount of \$239,124 for the supply of 2018 International 7600 SBA 6X4.

Supply and Delivery of Pumper Tanker Truck. Brudenell, Lyndoch and Raglan.
Camions Carl - \$394,055.86
Metalfab Ltd. - \$484,034.87
Rosenbauer - \$512,455.00
Dependable EV - \$438,666.00
Awarded to Camions Carl Thibault.

Addition of Natural Play Space at Lake Gorman Beach. Brudenell Lyndoch & Raglan.
Gerbers Nursery - \$30,510.00
Stoneview - \$38,957.88
Both proposals were over budget and neither were accepted.

RFP - Sale of Surplus Building. Brudenell, Lyndoch & Raglan.
Only one bid was received.
Awarded to John Rutledge for \$350.00.

PWC-2017-14 - Request for Proposal For Engineering Services for County Road 1 (River Road). County of Renfrew.
Awarded to Aecom in the amount of \$133,175.00.

Strategic Plan. Montague.
Awarded to McSweeney and Assoc. in the amount of \$29,600.

Cobden Water Treatment Plant (WTP) Generator. Township of Whitewater Region.
Awarded to J.L Richards in the amount of \$20,250.

Professional Services. Municipality of Mississippi Mills.
Raymond Chabot - \$55,080
Blackline Consulting - \$52,055
Recommended award to Blackline Consulting.

Stormwater Treatment Design. Town of Perth.
Morrison Hershfield
Technical Score - 52
Financial Score - -4
Total Score - 48
Jp2g Consultants
Technical Score - 50
Financial Score - 40
Total Score - 90
JL Richards
Technical Score - 47
Financial Score - 37
Total Score - 84
Recommended award to Jp2g Consultants in the amount of \$104,043.85.

Standing Offer Services Mill Worker's Staircase Detailed Design. Municipality of Mississippi Mills.
Awarded to HP Engineering in the amount of \$5,000.

Phases 1 and 2 of the Almonte Downtown Core Infrastructure Renewal Project. Municipality of Mississippi Mills.
Awarded to Jp2g Consulting in the amount of \$337,950.05.

Accessible Bus for Sunshine Coach. Sunshine Coach.
Preferred tender is from Overland Custom Coach for the Elkhart Coach EC 11 Lift Equipped Bus in the amount of \$89,425.02

Tender ENR201-01 Emergency Fixtures. Township of North Algona Wilberforce.
Faight Electric - \$20,348.20
Tyvic Electric - \$14,388.00
Resolution has been tabled.

For active tenders, tender results, and tenders with results pending, please visit our website at: www.ovbusiness.com

Current Tenders

EXPRESSION OF INTEREST

Trapping Services

TENDERS

Half Ton Truck - 1

Half Ton Truck - 2

Backhoe

Tandem Truck

Window Replacement: Purchase and Installation

Culvert Replacements

Warm Mix Rehabilitation: Roger Stevens Drive

Road Rehabilitation: Althorpe Road

Road Rehabilitation: Watsons Corners Road

Road Rehabilitation: Wolf Grove Road

Road Rehabilitation: Appleton Side Road

Road Rehabilitation: Rosedale Road South

Placement of a Stress Absorbing Membrane Interlayer

Supply/Delivery of Shoulder Gravel

Wastewater Treatment Plant UV Upgrade

Micro-surfacing

REQUEST FOR PROPOSALS

Active Transportation Plan

Consulting Services: Roof / Skylight Replacement

Peer Review Services

REQUEST FOR QUOTATIONS

Cleaning Contract

McVeigh Pit Fence: Supply and Installation

Supply and Distribute Petroleum Products

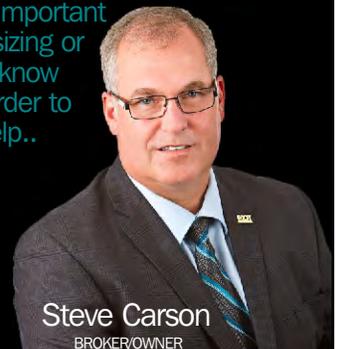
Supply and Storage of Bulk Propane

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

A Note About Tenders:
Ottawa Valley Business invites all municipalities and public agencies to forward us their tender postings free of charge to be posted here. We also contact all agencies for results

Your Investment. Your Broker.

Buying or selling a property is an important life decision. Whether you are upsizing or downsizing, your realtor needs to know the business and the market in order to be an effective advisor. Let me help..



Phone: 613-732-0669 | www.exitottawavalley.ca

Take Your Business To The Drive-In

It's time to think about your "big picture" goals



MARKETING

By: Jennifer Layman
jenn@fwdthink.net

A few years ago I had a conversation with some people who had sought me out to help them with marketing. They were a bit guarded, which was not unusual, and as I brought forward topics of discussion, I noticed that these people were getting bogged down in the details – they couldn't understand "how" things would happen. They wanted to know what font would be used in the design of an ad, even though they weren't graphic designers. They wanted to know what image they would use on the website, even though that wasn't their expertise either. In an effort to get them back to their "big picture goal" for their organization, I asked what they would wish for if they had a magic wand. Their answer was "money."

Money is never the goal. I explained to them that "money" is something you use money to get what you really want. So, what did they really want? Their

answer this time was "marketing." I asked what they wanted to achieve with marketing, and they said, "we just want to do it."

The truth was that this group didn't really know what they wanted to achieve, and they needed to know that in order to have a starting point. How do you work toward something when you don't know what the something is?

It can be difficult to talk about the "big picture" for a business or an organization, but it's necessary to your success. Let's say you are an accounting firm. If you don't know what kind of firm you want to be, how can you market your services to the right clients? Do you want to be the "whenever you need an accountant" kind of firm, or the firm that is someone's financial partner? Each option attracts a different kind of audience.

Knowing who you want as a customer is important because it helps you choose the marketing options that will get you there. For the firm that markets to the "whenever you need an accountant," type of customer, the might put a marketing plan together for new businesses who want some advice, or someone who has 1-2 rental properties and needs to know their tax requirements, etc. For the "someone's

financial partner" kind of firm, you want to target individuals that need regular accounting services, or a long-term relationship. It could be an incorporated business, someone with a variety of personal financial needs, etc. You can see how the message you create for one group isn't going to resonate with the other.

Getting your message right is critical to marketing, and there can be many factors involved in doing that. Maybe the accounting firm wants to land the "big fish" clients, but they're only one year in business. There may be a different step they have to take first in order to reach their goal. Maybe the established accounting firm wants to increase new clients, but they haven't done that in so many years, that they may need a point person to help them grow that kind of business.

These are the details, and there is a time for them, but it comes after you decide what the "big picture" is for your own organization.

Take some time to think about who you want to be. It matters in your marketing.

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



Sometimes looking at things from a different perspective can make a difference.

www.fwdthink.net
Phone: 613-732-7774
jenn@fwdthink.net

forwardthinking
MARKETING AGENCY

Deadlines

OTTAWA VALLEY BUSINESS

February 6, 2018
Deadline: January 30, 2018

February 20, 2018
Deadline: February 13, 2018

March 6, 2018
Deadline: February 27, 2018

101 THINGS TO DO IN THE VALLEY

January/February Edition
Now Available!

Publishing: February 15, 2018
Deadline: February 13, 2018

HEALTH MATTERS

Winter 2017 Edition
Now Available!

Spring/Summer 2017 Edition
Publishes: May 4, 2018
Deadline: April 13, 2018

TRAVEL OUR BACKYARD

Publishes: May 18, 2018
Deadline: April 27, 2018

Answers

Here are the answers to the News 10 Quiz on Page 8:

- 1) The organization must be pro-choice.
- 2) The allied bombing of Germany 1942-45.
- 3) 12,000
- 4) \$15 million. \$5 million has already been spent with another \$10 million planned.
- 5) It was a Chevrolet Camaro which wasn't been manufactured in Ontario in over two years.
- 6) \$12 per hour.
- 7) Carillion
- 8) 2011
- 9) \$800
- 10) July 6, 2013

See you in the next issue!