

A Mayor's Legacy: Vision, Consensus, Trust Arnprior's David Reid sticking to two-term promise

By: Jennifer Layman
jenn@ovbusiness.com

When David Reid ran for the mayor's chair in 2010, he said he would only stay two terms. Now, in 2018, that second term is up, and despite some encouragement to change his mind, he's sticking to his word.

"I think sometimes people hang in a little longer than they should," he says.

When David Reid challenged incumbent Terry Gibeau for mayor in Arnprior in 2010, timing was everything. Reid was working on an exit strategy for his business that was heavily into real estate holdings. Reid thought he would sell a property or two a year until he was eventually retired, but as often happens, a buyer had another idea. He wanted all the properties, all at once, and all at that moment. Reid made the deal.

When he looked at what to do next, the opportunity to run for council happened to be an option, so he submitted his nomination papers. It took an extra day due to challenges with electronic voting, but at the end of it all, he



was successful in his first run.

"I'm a civil engineer and I thought council would be a good fit for me," says Reid.

Running on the platform of making Arnprior more "business-like," Reid was respectful of the work of past councils and wanted to combine carrying out the good work of his predecessors with some new ideas. He is grateful to have had a council that bought into the philosophy of a more fiscally efficient municipality.

A part of that philosophy was managing municipal finances. Always a hot topic for a newly

elected official, Reid and his council introduced a change that would start with them, and come to fruition likely when none of them were left on council to get the credit. They all agreed.

Council's philosophy on finances was to get their municipal debt under control, while beefing up their reserves to use for borrowing. Their plan is that by 2028, the Town will have paid off its debt, all while making other improvements that residents expect of their municipality. Paying off debt isn't a sexy issue to hang your hat on, but Reid said it was necessary.

"You do the right thing for the long-term, whether you'll be there to see it or not," he says. "Our council was on board with that. Some politicians make politically-motivated decisions, but you pay the price in the long-run for that."

Reid said it wasn't just council that was on board with the new philosophy, it was also the staff and the public. Queen's University provided three sessions to the municipality about the philosophy for the town and the results were, what Reid calls, "well-aligned." Reid credits the municipal staff for making the Town work as well as it has, and believe the hiring of Chief Administrative Officer, Michael Wildman, was the best move council made in seven years.

Leadership, at staff and council levels, is something that Reid speaks to often. As mayor, he says, you are chair of the meetings and you should look for consensus - a point to which everyone could agree so that they could, as a council, move together in the same direction.

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Events

February 21, 2018

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

February 21, 2018

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

February 22, 2018

Public Open House on the Ma-te-Way Activity Centre expansion. Renfrew. Held at the Ma-te-way Centre Hall. 7:00pm. For information, contact Kevin Hill at 613-432-3131 or khill@renfrew.ca

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, phone 819-647-2312.

February 26, 2018

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

February 27, 2018

Smiths Falls Chamber of Commerce Business Breakfast Meeting. 7:30am-9:00am. Rotary Hall in the Settlers Ridge Centre. Education in Group Benefit Plans, presented by Benefits by Design in Kingston. \$15 in advance. \$20 at the door. RSVP to: info@smithsfallschamber.ca or call 613-283-1334.

February 27, 2018

Occupations - An Information Session. Thinking about changing your career? This is an opportunity to hear from professionals in different occupations. IT Tech Joseph Almassy Computer Services, OPP Community Liaison, Murphy Ford and Barclay Dick & Son Farm Supply. 9:00am-4:00pm. Register with: 613-628-1700 or tyerman1@nrtco.net

February 27-28, 2018

Free webinar: Powering up your business communications. It's 2018. The tools that your customers and staff use to communicate have changed dramatically. Is your business keeping pace? February 27 at 1:00pm or February 28 at 1:00pm. www.cfb.ca

February 28, 2018

Greater Arnprior Chamber of Commerce AGM and Social. Northern Credit Union, 211 Madawaska Boulevard. Free to attend with cash bar. RSVP by February 23 to 613-623-6817 or info@gacc.ca

February 28, 2018

Occupations - An Information Session. Thinking about changing your career? This is an opportunity to hear from professionals in different occupations. Madawaska Valley Association of Community Living, OPP Auxiliary, Water Tower Lodge and Totally Auto. 9:00am-4:00pm. Register by calling 613-628-1700 or tyerman1@nrtco.net

February 28, 2018

Grand Opening of the new Visitor Information Centre in Renfrew. Howard K. Haramis Park, 190 Mask Road. 1:00pm-3:00pm. RSVP to Jo-anne Caldwell at 613-432-3131 or

jcaldwell@renfrew.ca.

March 1, 2018

Lanark Business Development Conference. A great one-day conference with business industry leaders in a series of workshops, a keynote speaker and panel discussion. Best Western Plus Perth. Register and info at: www.lanarkconference.com

March 6, 2018

Bill 148 Information Session. Session 1 9:00am-12:00pm. Session 2 1:00pm-4:00pm. 240 Bridge Street Eganville. Jason Bouchard, an Employment Standards Officer with the Ontario Ministry of Labour will cover the Employment Standards Act with an emphasis on Bill 148. Topics include: minimum wage, hours of work, public holidays, leaves of absence and more. 50 spaces per session. Register by calling 613-628-1700.

March 15, 2018

Deadline for applications for United Way of Renfrew County grants. Instructions and applications are available online at: www.unitedwayrenfrewcounty.ca. Call 613-735-0536.

March 19, 2018

Speaker Series featuring Ed Arnold: The Flying Bandit. 7:00pm. Algonquin College Pembroke Campus.

March 22, 2018

Selling Food to Ontario. Shady Nook Rec Centre. Representatives from OMAFRA and Renfrew County CFDC. Details forthcoming. Call 613-431-3951.

April 27, 2018

Deadline to book into Travel Our Backyard - the region's tourism magazine. Distributed locally. Rates by email or online: www.travelourbackyard.com

April 5, 2018

Building Farmland Viability in Ontario. Wellington & District Community Centre in Prince Edward County. This year's keynote speaker is the Agricultural Land Commission from British Columbia who will be speaking to their experience supporting farmland protection and viability through the Agricultural Land Reserve. \$125 until March 15. \$100 for farmers. \$60 for students. www.ontariofarmlandtrust.ca



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A Mayor's Legacy, Continued

Reid encourages candidates "for the right reasons"

Continued from Page 1

They didn't always agree around the council table, but "most times," he says there was a recommendation they could all agree with.

"We're there to provide a vision for the Town and to communicate with the ratepayers," he says. "We are not there to run the Town. That's why the senior management team is critical to the success of any municipality. The philosophies must be aligned."

Communicating with ratepayers was a big issue when it came to their Downtown Revitalization plan. They engaged with the merchants and asked them how they wanted their council to proceed. Initially there was a five phase plan, but the merchants opted to do it all at once, ripping up their main street from one end through to the other to replace 100+ year old infrastructure.

"We asked them if they wanted us to rip the band-aid off slowly or quickly," says Reid. "They said quickly. And, it probably saved us a million dollars being able to do it like that."

If it sounds too good to be true in Arnprior, wait til you hear what's next.

Reid once referred to Beauman Waste Management as part of

Arnprior's "extended community." When asked what he meant by that, he talked about the relationship with McNab Braeside, their neighbour, and a place he says he has lived as long as he has lived in Arnprior.

"We each have our own councils, but together we are one," he says. "We go to school together, we work together and we play together. We are a collective community of rural and urban interests."

Imagine, communities working together for the benefit of all residents. It can happen and in the eastern end of Renfrew County, it does happen. Reid thinks it could be taken further.

"We need to revisit our jurisdictions," he says, "and other levels of government need to stay out of our business. We should be defining our roles. There is a lot of overlap with the county and the province and we could be more efficient if we looked at that."

As he makes his exit this December, Reid's only hope is that he has left the Town of Arnprior a little better than how he inherited it. He hopes the next council will continue the work of the current council, and further the same philosophies.

"I would really encourage anybody to run for council if it is

something they might like to do, and that they would do it for the right reasons," he says. "Council has an important function in the community."

Reid recommends that candidates really know their role as a member of council. "Staff are the experts," he says, "you're not there to micromanage them. You take away the accountability of staff when you do that." He also recommends that you search for common ground around the council table and find a way to always be paddling in the same direction.

As for his future direction, David Reid plans to remain connected to the community. He says he is always someone who brings things home, or worries about things more than he should, so he looks forward to being able to leave some of that to the next contingent of elected officials. He says the unexpected loss of his brother last year was something that has reinforced the message to live life to the fullest, and he plans to do a little more of that.

David Reid isn't going to be one of those politicians who hung around longer than he should have. But he might be the politician that the community wishes would hang around a little longer.

Book Club

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Social Entrepreneurship uses real-life examples and sources to expose students to contemporary developments in the field, encouraging them to think critically about the issues faced by social ventures across the globe, and experiential exercises and assignments are included to provide students with hands-on experience in creating and managing their own social ventures. Also containing review and application questions, illustrative cases, definitions of key terms, and a comprehensive companion website, Social Entrepreneurship is the essential guide to this rapidly emerging field.

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On The Move

Devon Murphy, Willie Hartwig

Devon Murphy and Willie Hartwig have been recommended to be hired as volunteer firefighters for the Township of Killaloe, Hagarty and Richards.

Amy Brazeau

Amy Brazeau has been appointed to a new role with the Town of Petawawa. Effective February 6, Brazeau is the Planning and Development Administrative Assistant.

Steve Bennett

Steve Bennet, the Mayor of Laurentian Valley, has been re-elected as Chair of the Ottawa Valley Waste Management Board. This will be Bennett's 15th year in the position. Bennett is joined by Vice Chair Tom Mohns who is entering his 13th year on the Board. Melvin Berndt and Andrew Plummer complete the Board.

Samantha Noack

Samantha Noack has been appointed the Vice-Principal at Highview Public School.

Jennifer Schooley

Jennifer Schooley has been appointed Interim Vice-Principal of Eganville & District Public School.

Perry Kelly

Perry Kelly, the Manager of Public Works for the Town of Bancroft, has completed his certification as a Certified Road Supervisor - Senior (CRS-S). Kelly has worked for municipalities for nine years, starting out as a casual labourer.

Allan Wren

Allan Wren has been re-elected as Chair of the Pembroke & Area Airport Commission. Wren is joined by Vice-Chair, Andrew Plummer and executive members Jed Reinwald and Theresa Sabourin.

Local Police Report News from local detachments



Bancroft Detachment

During the week of the January 29 to February 4, the Bancroft Detachment responded to 94 calls for service. During the week of the February 5 to February 11, they responded to 82 calls for service. Two criminal charges were laid during this same time. A 16-year-old youth was charged regarding a mischief to a local business.

Killaloe/Whitney Detachments

During the week of January 29 to February 4, there were 61 calls for service. During the week of February 5 to February 11 there were 75 calls for service.

Lanark County Detachment

From January 30 to February 5, the detachment responded to 367 calls for service.

Renfrew Detachment

For the week ending February 12, the detachment investigated 302 calls for service.

Telephone Scam

The Renfrew Detachment of the OPP is warning the public after five people in Toronto were recently defrauded of millions of dollars in a telephone based scam. The scheme involves the victim receiving a phone call from someone posing as a retailer and alerting them that their credit card account has been compromised. The victim is then told to call 911, as well as their financial institution, to report the fraud but when they hang up, the person is unaware the call is not disconnected. Police said the victims are then led to believe they make an outgoing call and are speaking to authorities but in fact

the original call was never disconnected. The victims are then told to go to their bank to transfer funds into a different account which is supposedly intended to safeguard their funds. The victim has in fact received these instructions from the original fraudster. Don't give out personal financial details or information over the phone. Don't believe callers who say they are from your bank or credit card company, if you have a concern go to your bank personally. Educate yourself about banking practices. Banks would never advise you to transfer funds to another outside account to protect your funds.

Anti-Fraud Seminar in Pembroke, March 2

The Canadian Anti-Fraud Centre (CAFC) is the central agency in Canada that collects information and criminal intelligence on mass marketing fraud (telemarketing), advance fee fraud, internet fraud and identification theft complaints. The CAFC is jointly operated by the RCMP, OPP and the Competition Bureau of Canada. Keith Ward, an intelligence researcher and profiler with the CAFC, will offer a 45-minute presentation and question period on mass marketing fraud, identity theft, romance and other scams - and how to avoid them. The presentation will take place March 2, 2018 at the Senior's Drop-In Centre in Pembroke. Doors open at 11:30am with a free lunch at Noon. The presentation will begin at 12:45pm. Everyone is welcome. Register with the Senior's Drop-In Centre by calling 613-735-1226.

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Ottawa Valley BUSINESS

Business News Around The Valley

Council Endorses Transit Recommendations

The County of Lanark Council is moving forward with establishing a transit committee to investigate operating transit in their region. As well, it authorized using \$25,000 of provincial gas tax funding to support the recommendations. Various sources have found transportation to be the number one challenge for families. While many organizations and businesses are offering similar transportation services, they are in a siloed approach, and that current options are not well publicized. Smiths Falls is interested in being involved and OC Transpo has some routes that service parts of Lanark County. A fixed route pilot project is planned, with Lanark Transportation Association working with Lanark Highlands on a route through Lanark Highlands, Tay Valley Township and Perth. It was also recommended that a permanent transit committee be established.

Cannabis Project For Litchfield

LiveWell Foods Canada has received all necessary zoning and site approvals to begin construction on the Pontiac Project in Litchfield, Quebec. The company plans to be in full-scale construction mode by the first quarter of 2018. LiveWell delivers cannabis and hemp products. They are planning to construct a Global Innovation Centre and 600,000 square foot Cannabis Cultivation and Processing facility in Litchfield, Quebec. Upon completion, the combined will measure 1,140,000 square feet of greenhouse capacity, all built to an unparalleled level of quality assurance, procedures, and testing. LiveWell also distributes retail and bulk hemp products under the O-Hemp brand and plans to distribute cannabis edibles and infused products.

Foundation Donates to Project Runway

The Pembroke Petawawa District Community Foundation

considers Project Runway of the community's greatest needs and has made a \$1,000 donation to the Pembroke & Area Airport. The Foundation's donation kicks off what is expected to be a busy year for the runway campaign which is looking to raise \$1.25 million to repave the mile of runway.

Pontiac Hosts Free

FCM Information Session

MRC Pontiac is hosting a Federation of Canadian Municipalities (FCM) presentation of their financing programs designed for municipalities and non-profit organizations. The FCM offers grants for plans, studies and pilot projects as well as loans and grants for capital projects in three key areas: sustainable development, climate change and assets management. Available programs include: Green Municipal Fund, Municipalities for Climate Innovation Program and Municipal Asset Management Program. The event will be held March 8, 2:00pm-3:30pm at

MRC Pontiac in Campbell's Bay. Registration is free and mandatory to Jocelyne Côté, Communication Agent via email at: j.cote@mrcpontiac.qc.ca

Council Recognized at EDCO

The Eastern Ontario Leadership Council (EOLC), a multi-organization partnership tasked with advancing regional economic development opportunities, was honoured with the Collaboration & Partnership Award in the category of "Regional and Cross-Border Collaboration" representing populations of 250,000 and greater. The award was presented during the annual Economic Developers' Council of Ontario Conference in Toronto on February 7. The EOLC consists of five major partners: the Eastern Ontario Wardens' Caucus, the Eastern Ontario Mayors' Caucus, the Eastern Ontario Regional Network, the Ontario East Economic Development Commission, and Community Futures Ontario East.

Continued on Page 6

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Election '18

Campaigning

The Municipal Elections Act does not regulate signs, however, your local municipality (and the County of Renfrew) may have rules in place about when you can put up campaign signs and how signs may be displayed on public property. Before you order signs for campaigning, it is a good idea to know where signs can be placed so you know how many to order and the size.

After voting day, it is the candidate's responsibility to ensure that your campaign signs are removed. Your municipality may require a sign deposit or have penalties for failing to remove your signs. You should contact your local clerk for more information.

Information To Voters

The municipal clerk is not responsible for providing your contact information to voters. It is up to you to provide voters with information about you as a candidate and about your campaign.

Debates

The Municipal Elections Act does not require candidate debates to be held, and the municipal clerk is not responsible for organizing meetings or debates. Debates could be organized by community groups, media outlets, candidates or any other interested person.

Running with a Slate of Candidates

There is nothing in the Municipal Elections Act that would prevent like-minded candidates from campaigning on the same platform or identifying themselves as a group or slate. However, candidates must keep their campaign finances separate and any joint expenses (for example, signs with two candidate's names on them) must be divided between the campaigns.

Campaign Finance

The next topic is campaign finance. We have provided forms under 2018 Elections on www.ovbusiness.com to help with the column next week.

Business News Around The Valley

Continued from Page 5

Perth Vies For National Historic Site Designation

The Town of Perth has begun a process of conservation and preservation of their town hall to be confirmed as a National Historic Site. The municipality is starting with replacing the existing Portland mortar with a lime-based mortar and front facade to the original state as per guidelines for the Conservation of Historic Places in Canada.

Scott Hardware Turns 100

Scott & Sons Hardware in Downtown Renfrew has turned 100 this year. The Town of Renfrew presented Jeff and Paul Scott with a town scroll recognizing the 100th anniversary.

City Awards More Development Grants

The City of Pembroke Community Improvement Committee is recommending \$10,503.12 for improvements to 98 Pembroke Street West, owned by Sleepwell Property Management. The money will go towards renovating two of the six units above the commercial spaces. In addition, the City approved an application for 126-128 Pembroke Street West for a Downtown Housing grant and a Planning and Building Permit Fee grant. This application was approved for up to \$20,000 under the housing grant and \$1,200 for the planning

permit fee for a total of \$21,200.

Attracting Youth To Hunting

The Eastern Ontario Youth Hunting Collaborative made a presentation to the County of Lanark Economic Development Committee focused on attracting youth to hunting. In their presentation, they noted that more than 20,000 students took the hunter education program in Ontario in 2017 and 3,000 were from Eastern Ontario.

Downtown Dollars Surprise

The Government of Ontario announcement that every municipality in Ontario was eligible for their portion of \$26 million in downtown grants came as a surprise to most municipalities. When Ottawa Valley Business reached out to ask what they would be spending their dollars on in the community, most were not even aware of the program. The Government of Ontario said it was the Association of Municipalities of Ontario (AMO) that would be handling the program. However, AMO said they had not yet received direction from the province. No "rules" as to how municipalities can use the funds have yet been developed.

Arnprior Airport

Making Presentations

The Arnprior Airport Commission has been making presentations on the value of the airport, noting it provides an economic benefit and many services to the

municipalities in Renfrew County. The Arnprior Airport receives an operating grant of \$60,000 from the Town of Arnprior.

Movie Filming in Bancroft

Hollywood is coming to Bancroft! An independent film called "The Manhattan Project" is expected to begin filming in the Bancroft area in March for approximately 16 days. The film is self-funded and the producers are accepting donations. The goal is to submit the film to the 2018 Toronto International Film Festival. Information can be found at: www.manhattanproject-movie.ca

City, LV Partnering For Bus Service

The Township of Laurentian Valley and the City of Pembroke have agreed in principle to partner in an application to the new Community Transportation Grant Program for the establishment of a local bus service for all residents. If a commitment for the grant is received, the two municipalities would have one year to have the bus service up and running. The thought is to have a 15-20 passenger bus with a set schedule that visits major stops in Pembroke and Laurentian Valley. The Town of Petawawa was asked to participate in the partnership but declined to pursue their own transportation initiative.



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Canadians and Estate Planning

One-quarter have not written a will

Source: Angus Reid

When the world learned that Prince, an artist whose estate was worth an estimated \$300 million, died without a will in place, it caught many by surprise.

A slight majority of Canadians share at least one thing in common with the pop legend: a lack of estate-planning. A new poll finds that 51 per cent of Canadians say they have no last will and testament in place, while only 35 per cent say they have one that is up to date. Half of Canadians are set to have no say in what happens to their assets should they die.

Why Are Canadians Putting Off Estate Planning?

25 per cent say the reason they haven't written a will is that they're "too young" to worry about it, and almost as many say they don't have enough assets to make a will worthwhile.

58 per cent of older Canadians (ages 55-plus) have a will as compared to 15 per cent of those aged 18 to 34 and 29 per cent of those aged 35-54.

Women are less likely than men to say they have a will in



place (46 per cent versus 53 per cent) and are nearly twice as likely to point to the legal costs associated with writing one as the main reason why.

Who Has A Will In Place?

In Canada, if someone dies without a will, they are said to die "intestate." When this happens, the government of the deceased's home province determines how to distribute their assets. In most cases, the person's legal spouse and children end up with their estate assets, although the share passed on to each varies by province.

51 per cent of Canadians have no formalized plan for their assets should they die intestate, while another 15 per cent have a will in place that is outdated.

The relationship between estate-planning and income is also intuitive. A majority of households making more than \$100,000 indicate they have a will, while just over two-in-five of those making less than \$50,000 say the same thing.

What's Keeping Canadians From Having a Will Written?

25 per cent of Canadians think they are too young to have a will, while 23 per cent feel they don't have enough assets to worry about it. 18 per cent believe it's too expensive to have a will written and eight per cent admit they don't want to think about dying. Five per cent say it's too time consuming to have a will written.

Chance For Businesses To Win \$100K

Contest looks for early-stage acceleration

Renfrew County Community Futures Development Corporation (RCCFDC) is issuing a regional call for applications for RC100, an opportunity for entrepreneurs to compete for an early-stage acceleration capital investment of up to \$100,000. The focus of the competition is to attract pre-commercial start-up businesses developing innovative products and services that will grow and ultimately create jobs in Renfrew County.

"We are excited to be hosting this competition to showcase the opportunities available to entrepreneurs locating in Renfrew County," said Diane McKinnon, Executive Director of RCCFDC. "Renfrew County offers a

diverse, affordable life style and skilled labour force within an hour's drive from Ottawa."

RC100 is modeled after the N100 competition that has been delivered successfully since 2013 by the Northumberland CFDC. The competition will consist of three rounds (The Pitch Contest, Business Plan and Negotiation). Entrepreneurs will compete for \$100,000 to support key milestones in the development of their company.

The Pitch Contest will be presented to the RC100 Power Panel which will include Kirk Dobbs (co-founder Exotemp Ltd., inventor, entrepreneur and angel investor), Ryan McCartney (BDC Communitech

team), Stephane Levesque (SRB Technologies (Canada) Inc) and John Hayden (Northumberland CFDC).

A company must have a plan to commercialize a new and innovative technology-driven product or service with: sizeable market opportunity, high-growth potential/scalability, competitive advantage, credible founder team and potential for economic impact in Renfrew County

The deadline for applications is April 30, 2018 at 11:59pm. The first round "The Pitch Contest" will be held on June 19, 2018. Information can be found at www.rc100.ca or by contacting Mike Thompson at 613-431-3951 x223.

It's A Fact

County Public Works Budget

815

Centreline km of County of Renfrew roads

250

County bridges and large culverts (over 3m span)

20

Traffic signals

\$15.2 Million

Annual construction program in 2017

\$4.8 Million

Annual maintenance program in 2017

45

Staff in the Public Works & Engineering Department

9

Locations: 7 year-round and 2 winter-only

67

PW&E vehicles and large equipment pieces

20

PW&E plow beats

17,000

Tonnes of salt used annually

9,000

Tonnes of sand used annually

102,300

Staffing hours allocated in 2018 budget

4

Staffing hours rank in all County of Renfrew staffing areas: Bonnechere Manor,

Miramichi Lodge and Paramedics are 1, 2 and 3

respectively

\$16,133,658

PW&E Budget for 2018

Tender Results Around The Region

News 10

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

1) On Friday, the son of a former premier announced his interest in running for the Conservative nomination in the new provincial riding of Waterloo. Who was it?

2) Patrick Brown is now running for leadership of the Ontario Conservative party, bringing the candidate total to ____?

3) Shaw Communications offered a buyout to their employees, hoping that 10 per cent would take it. How many did?

4) A 2017 Canadian Cannabis Survey noted what percentage of workers use weed at work?

5) Algonquin College's Leadership Conference is featuring keynote speaker Doug Griffiths. Griffiths, a former MP for Battle River-Wainwright and author of what book?

6) Carillion Canada has filed for creditor protection. According to MPP Wayne Gates, how much does the company currently owe to creditors?

7) Under the new Ontario employment rules that came into effect with Bill 148, how long is Personal Emergency Leave and is it paid or unpaid?

8) The federal budget is due this month. What day?

9) Business Retention and Expansion projects compiled information over 18 months of their programs. What did they find was the most positive factor for doing business?

10) Sobey's had been sponsoring the Health and Wellness Expo of Canada but recently withdrew its sponsorship due to the keynote speaker who had been booked. Who was it?

DSS in Support of Foundation Repairs. Defence Construction Canada. Awarded to AMEC Foster Wheeler of Cambridge in the amount of \$7,432.68

Material Testing and Inspection. Defence Construction Canada. Awarded to Exp Services of Ottawa in the amount of \$9,225.00

Reshingle Various Ortona Buildings Phase 2. Defence Construction Canada. Awarded to Dressen Cardinal Architects in the amount of \$65,150.00

Emissions Testing at CHP. Defence Construction Canada. Awarded to Architecture49 Inc. of Ottawa in the amount of \$30,684.10

Traffic Study Stewart Crossing. Defence Construction Canada. Awarded to Jp2g Consultants of Pembroke in the amount of \$26,976.51

Remove and Replace Isolation Gate. Defence Construction Canada. Awarded to McNolty Mechanical of Wendover in the amount of \$105,770.00

Roadside Mowing & Brushing Tractor. Drummond North-Elmsley. Awarded to Elliott Farm Equipment in the amount of \$168,182.53.

Tender # PW-01-2018 Active Transportation Plan. Town of Petawawa.

Lashley & Assoc. - \$18,300.00
BT Engineering - \$19,969.00
AECOM - \$19,815.00
WSP - \$19,970.00
Awarded to WSP.

Community Profile Design. Town of Renfrew.
Awarded to McSweeney & Associates in the amount of \$14,500.

Integrity Commissioner. County of Lanark.
Awarded to Cunningham, Swan & Carty, Little & Bonham.

PW-C-04-2018-18-E0 Culvert Replacements. Lanark County. Schedule A

Arnott Brothers - \$85,895.00
Goldie Mohr - \$86,332.00
G. Tackaberry - \$94,326.00
Crains' Const. - \$104,545.00
Thomas Cavanagh - \$115,496.68
Willis Kerr - \$140,784.13
CSL Group Ltd. - \$176,990.00
W.H. MacSweyn - \$264,900.00

Schedule B

Arnott Brothers - \$171,065.00
Goldie Mohr - \$156,343.00
Crains' Const. - \$165,235.00
Thomas Cavanagh - \$199,713.46
CSL Group Ltd. - \$322,745.00
Recommended award to Arnott Bros. for Schedule A and Goldie Mohr for Schedule B.

PW-C-07-2018-18-E0 Warm Mix Rehabilitation of County Road #4. Lanark County
G. Tackaberry - \$485,050.00
Cavanagh - \$498,848.12
R.W. Tomlinson - \$586,780.00
Coco Paving Inc. - \$615,913.00
Cruikshank - \$676,548.00
Recommended award to G. Tackaberry & Sons.

PW-C-08-2018-18-E0 Road rehabilitation of County Road #8. Lanark County.

G. Tackaberry - \$453,521.80
Crains' Const. - \$462,040.50
Arnott Brothers - \$471,777.00
Cavanagh - \$549,826.90
R.W. Tomlinson - \$666,117.00
Recommended award to G. Tackaberry & Sons.

PW-C-09-2018-18-E0 Road Rehabilitation of County Road #8. Lanark County.

Crains' Const. - \$593,147.60
Arnott Brothers - \$626,233.50
Thomas Cavanagh - \$657,688.08
R.W. Tomlinson - \$825,782.80
Recommended award to Crains'.

W-C-11-2018-18-E0 Road Rehabilitation of County Road #16. Lanark County.

Cavanagh - \$631,233.50
Crains' Consts - \$694,795.35
Coco Paving Inc. - \$783,612.00
Smiths Const. - \$786,971.43
R.W. Tomlinson - \$844,453.80
Recommended award to Thomas Cavanagh.

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Tender Results Continued

PW-C-12-2018-18-E0 Road Rehabilitation of County Road #17. Lanark County.

Cavanagh - \$1,098,190.71
 Crains' Const. - \$1,323,799.60
 Coco Paving - \$1,426,614.00
 R.W. Tomlinson - \$1,497,506.30
 Recommended award to Thomas Cavanagh.

PW-C-13-2018-18-E0 Road Rehabilitation of County Road #23. Lanark County.

G. Tackaberry - \$505,472.80
 Thomas Cavanagh - \$508,463.97
 Crains' Const. - \$580,561.60
 Coco Paving - \$619,966.50
 Cruickshank - \$669,612.00
 R.W. Tomlinson - \$686,784.00
 Recommended award to G. Tackaberry & Sons.

PW-C-26-2018-18-E0 Supply and Place Shoulder Gravel. Lanark County.

Thomas Cavanagh - \$99,960.00
 Arnott Brothers - \$112,500.00
 Crains' Const. - \$112,800.00
 Karson Asphalt - \$114,000.00
 Smiths Const. - \$117,060.00
 Recommended award to Thomas Cavanagh.

#PW-E-31-2018-18-E0 Tandem Snow Plow. Lanark County.

Recommended award to ELP Inc. in the amount of \$288,533.81.

PW-C-15-2018-18-E0 Micro-Surfacing County Roads #1, #4, #6, #16, #19, #22, #24, #29 and #36, and Town of Mississippi Mills and Town of Smiths Falls. Lanark County.

Lanark County Schedule A
 Miller Paving - \$906,032.50
 Duncor Ent. - \$1,023,326.30
Lanark County Schedule B
 Miller Paving - \$516,530.00
 Duncor Ent. - \$665,382.00
Town of Mississippi Mills
 Miller Paving - \$69,612.00
 Duncor Enterprises - \$85,214.00
Town of Smiths Falls
 Miller Paving - \$53,560.00
 Duncor Enterprises - \$67,243.20
 Recommended award to Miller Paving for Lanark County Schedule A and B.

PW-C-17-2018-18-E0 Stress Absorbing Membrane Inter-layer. County of Lanark.

Schedule A
 Norjohn Cont. - \$176,722.00
 Smiths Const. - \$184,320.10
Schedule B
 Norjohn Cont. - \$60,702.00
 Smiths Const. - \$65,678.90
 Recommended award to Norjohn for Schedule A and B.

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

Current Tenders

TENDERS

- Dust Suppressant -----
- Caretaking Contract -----
- Fire Apparatus Pumper-Tanker -----
- Townline and Mackay Lift Station Upgrades -----
- Replacement of 102 Windows and 39 Doors -----
- Replacement of 47 Windows and 20 Doors -----
- Reconstruction of Mary Street -----
- Achray Road – Phase 3 -----
- Furnace and Air Conditioning Vents -----
- Tourism, Economic Development Renovation, Town Hall -----
- 2018 Surface Treatment Program -----
- 6-Ton Tandem Axle Truck and Plow -----
- Entranceway Signage Edit -----

Highway 60 – Downtown & Connector Street Reconstruction -----

Four Wheel Drive Tractor Backhoe

REQUEST FOR PROPOSALS

- Architectural Services -----
- Firm to Provide Working at Heights Training -----
- Design-Build Two OVRT Bridges -----

REQUEST FOR QUOTATIONS

- Equipment Rental Quotation and Agreement -----
- Customization, Supply & Delivery of Student Agendas and Teacher Planners -----
- Supply and Delivery of Three Pick-up Trucks -----
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A Lesson From Sobey's

How to align your business with events



MARKETING

By: Jennifer Layman
jenn@fwdthink.net

There was news this month that Sobey's pulled its sponsorship of the Health and Wellness Expos of Canada after the event booked a man convicted of killing his son as their keynote speaker. David Stephan was convicted in 2012 of not providing "the necessities of life" to his son, instead treating what ended up being bacterial meningitis with garlic, onion and horseradish. By the time Stephan did call 911, it was too late.

Stephan was booked because he works for a "research-based organization" offering nutritional supplements that improve brain and thyroid function. The owner of the Health and Wellness Expos of Canada event didn't research him in advance.

"Why would I?" he told a media outlet. "I hired a company off the internet from their website."

He went on to say that from a show manager's point of view, all you hope with a keynote speaker is to pack the room.

Two morals of the story: 1) not everything on the internet is true; and 2) do your research. This applies to the event organizer and Sobey's that aligned its corporate reputation with an agency that doesn't care who the keynote is, so long as it packs the seats.

Recently, I received an email that Health Matters magazine was specifically selected to participate in a health tradeshow. Nowhere on the form was there the name of an actual person organizing the event. Even their Facebook page had no person. There is no website and a form to apply to be granted the opportunity to send them \$125.

There are people who think that organizing an event is a great marketing ploy. Others think it's a great way to make some cash. There are also people who organize events that actually have a purpose and provide a benefit to vendors and attendees. It matters that you do your research because not everything on the internet, or Facebook, is true.

Tips For Event Participation

If you're going to tie your business to an event, here are some things to consider before signing on.

1) Know everything you can know about it. Who is hosting it? What kind of reputation do they have? What other businesses

have been involved in the past?

2) Is there a good financial foundation in place? Who are you writing the cheque to? Are you getting a receipt from an organization - something that can be legitimately traceable? Does the event make sense financially? Is it offering attendees anything of value or is the only benefactor the event organizer?

3) If you are connecting with this event for marketing value, does the event make a good match with your business? Sometimes businesses support events because they want to support the cause - no problem there. But if you're looking at the event as a possible way to move your business forward, then you need to dig into the details. And remember, it's not about attracting 10,000 people. Sometimes the best events are more niche-marketed and focused on specific opportunities.

If it can happen to Sobey's, a national brand with a department of people involved with choosing events with which to align itself, it can certainly happen to a small business. A little research can go a long way in preventing a mis-match with an event.

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



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Deadlines

OTTAWA VALLEY BUSINESS

March 6, 2018
Deadline: February 27, 2018

March 20, 2018
Deadline: March 13, 2018

April 3, 2018
Deadline: March 28, 2018

101 THINGS TO DO IN THE VALLEY

May-June Issue
Publishing: April 12, 2018
Deadline: April 10, 2018

July-August Issue
Publishing: June 14, 2018
Deadline: June 12, 2018

HEALTH MATTERS

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

TRAVEL OUR BACKYARD

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

Answers

Answers to the News 10 Quiz:

- 1) Mike Harris Jr.
- 2) Five: Patrick Brown, Caroline Mulroney, Doug Ford, Christine Elliott and Tanya Granic Allen.
- 3) 25 per cent.
- 4) 23 per cent.
- 5) 13 Ways to Kill Your Community
- 6) \$750 million.
- 7) Personal Emergency Leave is 10 days per calendar year. The first two days are paid.
- 8) February 27, 2018.
- 9) Quality of life (88%).
- 10) David Stephan. He and his wife were found guilty of failing to provide the necessities of life to their son, Ezekiel who died in 2012 from bacterial meningitis.