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Issue No. 247

Published by: Forward Thinking

February 5, 2019

A Tax For Tourism And Communities Could MAT generate six-figure opportunities?

By: Jennifer Layman
jenn@ovbusiness.com

It's called a Municipal Accommodation Tax (MAT) but it might be a game-changer for tourism in the Ottawa Valley.

The Ottawa Valley Tourist Association (OVTA) is hosting information sessions this week to explain the MAT and what it might mean to accommodations' providers and the local tourism industry. They want to hear from roofed accommodators before submitting a position paper to Renfrew County council in March. The first of four presentations took place in Deep River on February 4. The OVTA will travel to Killaloe (February 5), Burnstown (February 6) and Pembroke (February 7). All presentations begin at 6:00pm.

The Ontario government gave municipalities the ability to implement a MAT in December 2017. Some regions have already gone ahead with the process but many municipalities deferred making a decision due to the 2018 municipal election. The



concept is that municipalities can choose to implement a tax on roofed accommodation providers where people stay for up to 30 days. Campsites and RV parks are not being asked to levy the tax. The decision remains with each municipality.

The tax, which is averaging about four per cent in other areas of Ontario, would be paid by visitors and remitted to municipalities who participate in the program. If a municipality collects the MAT, they are required to remit at least 50 per cent to a destination marketing organization (DMO). The OVTA

is one such organization, but Alastair Baird, Manager of Economic Development and Tourism for the County of Renfrew, says the funds don't have to come to them. In some regions, that is a chamber of commerce or economic development organization so long as they are a separate, non-profit organization with a tourism mandate. OVTA is a logical choice as all municipalities are currently members of the OVTA and the County of Renfrew and City of Pembroke remit a levy to them.

As part of the presentation,

Baird shows how the MAT from hotels, motels, Airbnb, bed and breakfasts, cottages and cabins could impact a municipality and produce valued marketing dollars for the region. The presentation breaks down a conservative estimate for each municipality and the numbers are surprising. If a municipality chooses to keep some of the MAT funds, they can apply them to their own projects such as signage, trails and other initiatives that make a municipality more attractive to tourists, and by default, their residents. Conservatively, it's a six-figure number across Renfrew County.

Baird says their job is just to provide information – the decision ultimately rests with each municipality. Head, Clara and Maria has already opted out of providing the MAT, but that is the only decision rendered so far.

More information can be obtained by the OVTA's information sessions (see our events page for locations) or by contacting them.

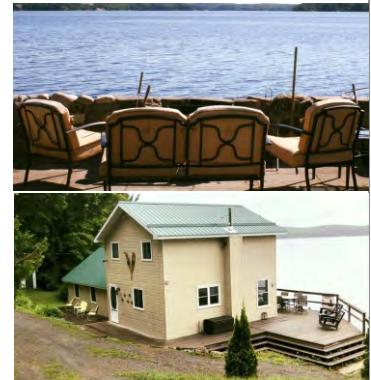
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Ottawa Valley BUSINESS

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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. Our circulation is more than 3,600 people at local and regional businesses, government agencies and organizations.

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We welcome submissions to business-related events, business news, people on the move and tenders. Article suggestions are also welcomed. Content will be edited to fit the space available. If you have an event to promote that is not business-related, please consider 101 Things To Do in the Valley at a cost of \$25. 101things@travelourbackyard.com

CONTACT US

Publisher.....Jennifer Layman
 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

February 5, 2019

Municipal Accommodation Tax Information Session. Killaloe Lion's Hall, 18 Lake Street, Killaloe. Hosted by Ottawa Valley Tourist Association.

February 6, 2019

Mayors & CEO Breakfast, hosted by the Greater Arnprior Chamber of Commerce. With Mayor Tom Peckett, Mayor Walter Stack and Arnprior Hospital CEO Eric Hanna. 7:30am-9:00am. \$12 members. \$15 non-members. Arnprior Legion. 7:30am. Call 613-623-6817 or info@gacc.ca

February 6, 2019

Municipal Accommodation Tax Information Session. Neat Coffee Shop, 1715 Calabogie Road, Burnstown. Host: Ottawa Valley Tourist Association.

February 6, 2019

Downtown Renfrew Annual General Meeting. 6:00pm-8:00pm. The Raglan Street Lounge. Appetizers by Santa Fe. Call 613-432-6079 or info@downtownrenfrew.ca

February 7, 2019

Municipal Accommodation Tax Information Session. Germania Club, Pembroke. Host: Ottawa Valley Tourist Association.

February 11, 2019

Social Enterprise Information

Session. 9:00am-12:00pm. 200 McIntyre Street East, 6th Floor Boardroom in North Bay (City Hall). RSVP by February 6 to Janelle at: jstdenis@tbcnps.ca or 705-474-0400 ext.2302.

February 13, 2019

Lanark Business Conference. Held at the Perth Best Western & Parkside Spa. 8:00am-3:30pm. \$99 plus HST per person. www.lanarkconference.com

February 21, 2019

After 5 Networking Event at Fall River Fashion, 33 Gore Street East in Perth. 5:00pm-7:00pm. Perth & Area Chamber of Commerce. Phone: 613-267-3200 or welcome@perthchamber.com

March 5, 2019

Annual General Meeting (AGM) of the Renfrew & Area Chamber of Commerce. Held at the Rocky Mountain House. A breakfast networking event will be held before the AGM with guest speakers from ontrac Employment Services and the County of Renfrew. Phone: 613-4332-7015 or info@renfrewareachamber.ca

March 7, 2019

Discover Ability Breakfast Workshop. 7:00am-9:00am. Learn how the *Accessibility for Ontarians with Disabilities Act* (AODA) applies to your business and the advantages of developing an inclusive workforce. Hosted by the Greater Arnprior Chamber of Commerce. Phone: 613-623-6817 or info@gacc.ca

March 21, 2019

Community Economic Development 101 workshop put on by the Ontario Ministry of Agriculture, Food and Rural Affairs. Horton Community Centre. 1:00pm-4:00pm

March 23, 2019

Artpreneur Conference. A one-day conference dedicated to helping local artists succeed. Information, sign-up for updates and registration at: www.artpreneurottawa.com

March 27, 2019

Importing 101: An introduction to importing in Canada (basic). 10:00am-Noon. Financial issues, import regulations, permits and licences and free trade agreements. \$20. Small Business Advisory Centre in Smiths Falls. Call 613-283-7002 or email smallbusiness@smallbizcentre.ca

March 27, 2019

The Basics of Exporting. 1:00pm-3:00pm. An overall view of how to export goods abroad. Financial issues, regulations, permits, logistics, free trade agreements, roles and responsibilities. \$20. Small Business Advisory Centre in Smiths Falls. 613-283-7002 or smallbusiness@smallbizcentre.ca

March 27, 2019

Perth Chamber of Commerce Annual General Meeting. 5:00pm-7:30pm. Perth Best Western. \$25 per person. RSVP to welcome@perthchamber.com

Submit your business event to: admin@ovbusiness.com

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Business News Around The Valley

County Gives \$20,000 To School

The County of Renfrew has provided a grant to École élémentaire et secondaire L'Équinoxe in the amount of \$20,000. The money will go towards the school renewing its educational material.

Horton Building Permits

In 2018, the Township of Horton issued \$7,057,600 in value of building permits. This was \$1.5 million more than was issued in 2017.

No Frills (Arnprior)

Offers New Experience

No Frills (Arnprior) offered a different kind of shopping experience on February 4: a sensory-friendly shopping experience. From 8:00am to 10:00am, they turned off the store's music, reduced lighting and reduced intercom pages. Staff members refrained from wearing perfume or cologne and they asked customers that planned on shopping during that time to do the same. This was the first time the store offered this kind of shopping experience.

Love Elected To ROMA

Madawaska Valley Mayor Kim Love has been elected as a board member to the Rural Ontario Municipal Association (ROMA). The seat is a four-year term. ROMA is part of the Association of Municipalities of Ontario (AMO) organization.

Laurentian Valley Building Permits

In 2018, a total of 158 Building permits were issued with a total construction value of \$12,125,850.00

There were 11 new single detached homes and three secondary dwelling units (apartments in houses). Thirteen pool permits and 27 detached, residential garage permits were issued in 2018 along with three permits were issued for hunt camps. The industrial, commercial and institutional (ICI) sectors had two renovation permits, one was for water damage repair and two were for new construction. Agricultural building was steady with 10 permits.

Ottawa River Watershed Committee Formed

The County of Renfrew is reporting that an Ottawa River Watershed Network has been formed and held a meeting in November, though County of Renfrew staff were not in attendance at this meeting. Craig Kelley, Economic Development Officer, noted that the County of Renfrew has made it known in the past that they do not believe there is a need for a watershed committee, but the Ottawa Riverkeepers worked to convene an Ottawa River Watershed Council after the Ottawa River was designated as a heritage

river. They hosted this meeting that attracted more than 50 participants. Representatives from Conservation Authorities, Organismes de bassin versant, Indigenous communities, more than a dozen NGOs, Environment and Climate Change Canada (ECCC), the National Capital Commission (NCC), hydro producers, citizens' groups, academia as well as elected officials from Ottawa, Gatineau and La Pêche were present.

New Advisor At MRC

Jérémi Vaillancourt is the new Strategic Communications Advisor for MRC Pontiac. Vaillancourt holds a Bachelor of Science in communications from Université de Montréal and has several years of experience including that he recently worked for the MRC as a Tourism Marketing Officer.

South Algonquin Building Permits

The Township of South Algonquin had 44 building permits issued in 2018, accounting for a building permit value of \$2,188,900 and earning them \$12,567.00. This was nine permits less than in 2017 and a value difference of about \$1.5 million.

Continued on Page 4

Book Club

The Myth of the Nice Girl Pushover
Ineffective Weak Mediocre Pleaser Bland Achieving a Career You Love Without Becoming a Person You Selfish Rude Hate Abrasive Arrogant Brash Fran Hauser

In her work mentoring young women on their careers, Fran Hauser hears one persistent concern: In the traditionally male-dominated business world, "niceness" is dismissed as weakness. Women feel they are being charged with an impossible balancing act: if they are nice they are seen as a pushover, but if they are tough they are accused of being a bitch.

In *The Myth of the Nice Girl*, Hauser proves that women don't have to sacrifice their values or hide their authentic personalities in the name of success. Sharing a wealth of personal anecdotes and time-tested strategies, she shows how women can reclaim "nice" and sidestep regressive stereotypes about what a strong leader looks like. Her accessible advice and hard-won wisdom detail how to balance being empathetic with being decisive, how to rise above the double standards that can box you in, how to cultivate the kind of authentic confidence that projects throughout a room, and much more.

For ambitious, career-oriented women, Hauser offers the candid, customized advice that has been missing from conventional business guides.



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maria@festivalofoutdoorrinks.com
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Business News Around The Valley

Continued from Page 3

Calabogie Festival Cancelled For 2019

Calabogie's Blues and Ribfest, an event that always benefited from provincial funding, is not taking place in 2019. In a Facebook post, the page administrator said the committee was "too burned out to deliver a festival this year."

New Business For Deep River
Thoth Technology Inc. is pleased to announce that it has purchased a two-acre property on the Trans-Canada Highway in Deep River, Ontario. The property includes a 14,000-square-foot commercial building, site of the former Laurentian View Dairy, to be refurbished as Thoth's headquarters. The site will also include the Plan B Grill, a space themed restaurant. Over the coming year, Thoth will renovate the Deep River property into a state-of-the-art space test facility that tests and manufactures equipment for spaceflight.

Founded in 2001, Thoth Technology Inc. is a Canadian space and defence company specializing in Space Situational Awareness (SSA). Thoth operates Earthfence, the world's first commercial deep space radar and manufactures Argus, a miniaturized spectrometer that monitors climate change from space. The company is led by Dr. Caroline Roberts and Dr. Brendan Quine.

Karen Davies Retires

Karen Davies, dean of Algonquin College, has announced her retirement. Davies has been at the college for 13 years. Jamie Bramburger, the college's manager of community and student affairs is the interim dean.

Petawawa Building Permits For 2018

The Town of Petawawa issued 361 building permits in 2018 totalling \$33,787,980 in permit values. The municipality collected \$643,202.00 in permit fees. May saw the largest month

of permits issued at 85 with 61 in July and 40 in September.

Business Faces Hiring Backlash

The Pontiac Journal is reporting that a local business' recruitment efforts came under scrutiny on social media as they sought Muslim candidates only for the jobs. Abattoir les viandes du Pontiac advertised for full-time jobs, but the applicant had to be Muslim. The president, Sofianne El-Ketroussi, explained the business is halal certified, which requires them to employ only Muslims as the butcher due to specific slaughtering practices and prayers spoken during the process. While it is against the law to discriminate based on religion in Quebec, when it comes to hiring, an exception can be made if the job tasks require a specific religion's applicant. Approximately a year ago, Abattoir les viandes du Pontiac received \$736,000 from the Quebec government to grow their business and open a plant

in October. The 8,000-square-foot facility will produce halal meats and will include meat cutting and vacuum packaging. The business is located in Shawville.

Renfrew County Hospitals Receive Provincial Funding

The following hospitals in Renfrew-Nipissing-Pembroke is receiving funding this year through the Health Infrastructure Renewal Fund: Arnrior Regional Health (\$343,461), Deep River and District Hospital (\$544,722), Pembroke Regional Hospital (\$2,403,393), Renfrew Victoria Hospital (\$1,128,184) and St. Francis Memorial Hospital (\$524,758). The Ontario government is investing \$175 million in 128 Ontario hospitals this year.

Bancroft Business Fire

Hawley's Plumbing & Heating in Bancroft endured a fire on January 29. There was extensive damage and the cause of the fire remains unknown at this time.

Continued on Page 5

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Business News Around The Valley

Continued from Page 4

OTF Grants 2018-19

Local organizations received Ontario Trillium Foundation grant money for 2018-19. The Champlain Trail Museum was granted \$6,500 to install two new leak-proof roofs on the community museum property. The Pembroke & Area Cross-Country Ski Association received \$51,900 to renovate the ski trails for night skiing by adding solar panels and LED floodlights. The Township of Laurentian Valley was given \$148,000 to construct a splash pad, while the Westmeath District Recreation Association will put \$150,000 towards the installation of a long-lasting barrier-free entranceway into the community hall. The Ottawa Riverkeeper earned \$72,500 to launch a citizen-science learning hub for Ottawa River users while the Ottawa Valley Creative Arts Open Studio will spend \$75,000 to create a mobile pop-art space.

Finally, Valley Employee and Family Assistance Program will use a grant of \$73,900 to provide parenting support and education to parents and caregivers.

Festival Hall Served

18,000 in 2018

Festival Hall hosted 51 shows in 2018, attracting 18,000 people to the venue. Just over half of all tickets were purchased only with visitors coming from Petawawa (30%), Pembroke (30%), Laurentian Valley (25%) and out-of-town (15%).

Robinson Wants To Be Warden

Warden Jennifer Murphy faced a challenger in 2018 in order to retain the warden's seat for 2019, a challenge that she won. This year, she has announced that 2019 will be her final year in the warden's seat. Laurentian Valley Reeve Debbie Robinson who was acclaimed as reeve in 2018, has announced her intentions to become warden of Renfrew County in 2020. Murphy decided to appoint Robinson as her

deputy warden for 2019.

Robinson recently returned to her role of physician recruiter for the Pembroke, Petawawa and Laurentian Valley region. Robinson told the Pembroke Observer & News that the role of warden is "a full-time job if you do it properly."

New Business in Arnprior

A new business has opened in Arnprior. Good Food To Go is located at 75 Elgin Street, Unit 6. They offer healthy food alternatives to fast food and are 100 per cent gluten and peanut free. The business is owned by Leslie Wirth.

County Contributions

\$200K To Hospitals

The County of Lanark is allocating \$100,000 each to the Almonte General Hospital and the Carleton Place & District Hospital for capital needs. Rob Clayton, Chair of the Carleton Place & District Hospital, noted that while everyone hospital in Ontario receives provincial funding for a redevelopment project, community support is always welcomed. Lanark County is planning to support all four hospitals in their region.

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Provincial Business News

News 10

How well do you know the news? Answers on page 10.

1) This Canadian coffee magnate passed away at the age of 88. Who was he?

2) After a three-year investigation, Costco pharmacies were fined \$7.25 million recently. What did they do?

3) Wiarton Willie and Shubenacadie Sam, the groundhogs responsible for predicting the end of winter, had conflicting views. Which one predicted an early spring and which one predicted more winter?

4) Pierre Duhaime, the former SNC-Lavalin CEO, pled guilty to helping a public servant commit breach of trust in a bribe scandal around the \$1.3-billion McGill University Health Centre construction. What was his sentence?

5) This company's stock rose 137% once they won the POT stock symbol.

6) This actor will be the face of a new advertising campaign for Ram Truck. Who is it?

7) John McCallum was fired after taking a political position on the extradition of Meng Wanzhou. What was his position?

8) Canadians feel less positive about immigration in 2018 than they did in 2017. What percentage of Canadians feel Canada is "too welcoming to immigrants?"

9) Michael Ferguson died on February 2 at the age of 60 after a battle with cancer. What was his important role?

10) The Lima Group is a 14-country group that was formed in August 2017 for what purpose?

Healthcare Report Released

The Premier's Council on Improving Healthcare and Ending Hallway Medicine has released its first report. *Hallway Health Care: A System Under Strain* identifies three key findings. Difficulty navigating the health care system and long wait times have a negative impact on the health of patients, caregivers and providers. The system lacks the appropriate mix of services, beds or digital tools for the expected increase in complex care needs. Finally, more effective coordination at the point-of-care level would make the system more efficient and achieve better value.

Record Ministers At ROMA

Ministers and parliamentary assistants met with over 300 rural municipal delegations, a record number at the Rural Ontario Municipal Association (ROMA). They discussed topics ranging from growth and economic development to policing reforms to infrastructure investments. Twenty per cent of Ontario's population lives in rural regions. Rural Ontario contributes \$106 billion to the province's GDP and supports 1.2 million jobs.

Child Care Legislation

The Ontario government is proposing legislative amendments that would make it easier for home-based child care

providers and other programs to serve more children. The changes include increasing the number of younger children home-based providers can have in their care and lowering the age at which home-based child care providers must count their own children towards the maximum allowable number. In addition, the government wants to reduce the age requirement for authorized recreation programs that serve children after school and remove the restriction that a parent must receive financial assistance before licensed in-home child care services can be provided for their child.

Reduced Red Tape: Farmers

As part of the *Restoring Ontario's Competitiveness Act*, the Ontario government wants to reduce red tape for farmers. The government's proposal would allow for the Farm Business Registration Program to be available electronically and have a simplified registration process. Ontario's agri-food sector supports more than 822,000 jobs and contributes \$39 billion to the economy. In 2016, 49,600 farm businesses operated in Ontario.

New Truck Inspection Station Technology

There is new technology at Ontario truck inspection stations that will reduce delays, promote on-time delivery of goods and improve road safety. Pre-

clearance technology identifies high-risk trucks as they approach a truck inspection station and alerts Ministry of Transportation enforcement officers to have the truck enter the station for a full inspection. Trucks with good safety records receive an alert to bypass the stop. The mobile application (Drivewyze) will be delivered by Intelligent Imaging Systems Inc., a Canadian-based company. Pre-screening automatically screens for safety defects such as tire, wheel and brake failures and over-weight loads. It will be used on either the highway, the truck inspection station ramp or both as a pilot program at four stations in 2019.

Premier Ford Applauded for Cutting Red Tape

Doug Ford became Ontario's first premier to receive the Golden Scissors Award from the Canadian Federation of Independent Business (CFIB). The Golden Scissors Award is given out annually and recognizes politicians, public servants or other Canadians who have demonstrated leadership in cutting red tape and producing positive results for small and mid-sized businesses. Businesses in Ontario currently face the highest cost to comply with regulations of any province at \$33,000 per company. The range in most provinces is \$25,000 to \$27,000 per company.

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Addressing Workplace Wellness

Ontario Chamber addresses mental health



By: Michelle Eaton
Ontario Chamber of Commerce

Stress. Burnout. Anxiety. Depression. At least 20 per cent of Canadians will have a mental illness in their lifetime; more than those living with heart disease and type 2 diabetes combined.

The costs of mental illness to the Canadian economy are estimated at over \$50 billion annually, with \$20 billion of that stemming directly from workplace losses. By 2021, the costs are estimated to rise to \$88.8 billion per year.

Each day half a million Canadians miss work because of mental health issues. On average, mental health issues cost businesses almost \$1,500 per employee, per year.

For most employers, it is easier to cope with an employee's physical injury than a mental one. In too many workplaces, there is both a lack of knowledge

as to how to effectively manage the mental wellness of employees, and a dearth of resources to help employers gain that knowledge.

Eighty per cent of employers agree that their organization's success depends on their employees' health and well-being, yet only 40 per cent of businesses report having an employee mental health strategy.

Regardless of the size of the business or the sector in which it operates, a mentally healthy workplace is critical to preserving that valuable human capital. Ultimately, promoting a healthy and productive workforce can help businesses and communities across the province face new challenges from a position of strength.

It is time to take action on building mentally healthy workplaces and a proactive workplace wellness strategy is a great place to start. In *Working Towards Mental Wellness: A toolkit for employers*, the Ontario Chamber of Commerce (OCC) provides resources for starting the conversation on creating healthy workplaces.

A mentally healthy workplace features:

- Leadership that is responsive to mental health issues and takes preventative action.

- Supportive relationships between employees and supervisors.

- An open-door policy, with managers willing to hear both good and bad reports.

- Flexible work conditions (where appropriate) and good work-life balance.

- A mental wellness strategy that lives on through action and conversation.

- A policy of fairness and accommodation for those struggling with mental health issues or returning to work after a leave of absence.

- An environment in which employees are able to be productive at work and leave with energy at the end of the day.

At a time when Ontario businesses face a number of challenges, mental health does not have to be one of them.

Mental wellness in the workplace needs to be a priority every single day of the year. Industry, government, educational institutions and non-profit organizations need to work together to address the mental health challenges affecting every corner of the province. Creating healthy workspaces is fundamental to building a stronger Ontario, and we all have a part to play in making that a reality.

It's A Fact

Arnprior 2018 At A Glance

586

Installations of the Town of Arnprior App (launched in September 2018)

3

Community Improvement Plan applications processed

10

New businesses that opened in Arnprior

3

Established businesses that relocated or renovated

200

Building permits and related inspections in 2018

\$15,285,620

2018 building permit value

49

Vendors at Arnprior's first Taste of the Valley event

150

Fire department calls for service

28

Summer students hired

\$1,751,008

Dollar value of grants received in 2018

245

Cats registered

675

Dogs registered

965

Parking ticket entries

31

Regular and special council meetings

20

Advisory committee meetings

72

Professional development opportunities that the Town supported staff to attend

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Issue No. 245

Published by Forward Thinking

Safety Matters Most
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January 8, 2019

A Look Back At The News From 2018

From Garrison's \$802M impact to the election and more

By Jennifer Layman

Jennifer.Layman@ovbusiness.com

2018 starts a new slate of business news and stories. Here's a look back at some of the headlines from 2018.

Michael Ignatieff, his name revealed for the riding of Renfrew-Pembroke, took on challenge MP Cheryl Gallant.

The Town of Petawawa made public its list of 2018 business award winners by the Pembroke & District Chamber of Commerce, of which they are a member.

Airport Commission Chair Mike McAdam was honoured for his commitment relating the obligations, which quickly

— AFPD John Yokohama was voted the Best Ontario in Ontario's Best in Business colleagues.

Renfrew County had two business signs in January.

Carrieann Blom was the owner of the first business to open east of the age of 92. Bert Holman was the "one" in their



Hukins & Son Limited lumber business and partner at age 39.

On January 29, he reached mandatory for gun owners to register their firearms.

Garrison Petawawa released a report that the town's budget in Renfrew County are employed by the town of Petawawa, who the base community \$802.3 million annually throughout 2018.

The Pembroke & Arnprior Airport commission named a recipient of the year.

It came back over

the last roughly four months, named the airport was "a great

asset" to the region with benefits county-wide and into Quebec and beyond, said the president.

On January 30, Hilltop Farm in Renfrew resulted in \$1 million damage and the loss of 150 cattle.

McAdam was 94, Dickson 96,

Holman was 92, and

Finnell 90.

Holman died in December.

Continued on Page 3

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Source: Town of Arnprior

Tender Results Around The Region

IPD Royal Canadian Dragoons Facilities. Defence Construction Canada. Awarded to Integrated SMEC of Ottawa in the amount of \$50,000.00.

Install APU Monitoring System. Defence Construction Canada. Awarded to Stantec Consulting of Ottawa in the amount of \$45,155.58.

Tender PW02-2019 HL4 Hot Mix Asphalt. Greater Madawaska.
Smiths Const. - \$652,998.47
Greenwood - \$725,971.42
H&H Const. - \$766,541.12

Tender PW03-2019 - Double Surface Treatment. Greater Madawaska.
Greenwood Paving \$113,992
Smiths Construction \$121,463

Sale of Land (McLean Avenue and Johnston Road). Town of Arnprior.
Back taxes were paid prior to closing date. No bids.

Contract PWC-2018-13 Engineering Services for the Rehabilitation of County Road 512 (Foymount Road). County of Renfrew.
BT Engineering - \$185,220 (81.50 points)
Robinson Consultant - \$220,348 (76.85 points)

Tender # 18-29 Pakenham Arena Rehabilitation. Mississippi Mills.
Premium Const. - \$890,643.40
Frecon Const. - \$997,790.00
Thomas Fuller - \$1,018,169.89
Laurin General - \$1,058,889.88
Seaway Const. - \$1,070,748.90
Dalcon Ltd. - \$1,122,090.00
Asco Const. - \$1,233,960.00
CCC Group - \$1,259,204.20
Dolyn Const. - \$1,266,811.36
M Sullivan - \$1,319,481.79
Brook Restor. - \$1,950,872.68

Live Streaming and Meeting Management Services. Mississippi Mills.
One proposal was received by eScribe.

Option 1: Transparency Bundle with Native Encoder

Year 1 fee - \$30,477.12

Year 2/3 annual fee - \$22,336.32

Option 2: Transparency Bundle with YouTube

Year 1 fee \$16,790.40

Year 2/3 annual fee - \$ 8,649.60

RFQ-2018-FD-01 CET Drop-In Unit. Mississippi Mills.
AJ Stones - \$14,840.29
Battleshield Ind. - \$14,634.23

Service Van PW-2018-16. Town of Arnprior.
No tenders received.

Fire Apparatus Pumper-Tanker. Mississippi Mills.
Fort Garry Fire - \$471,465.38
Battleshield Ind. - \$473,709.56

Ready Rack System. Mississippi Mills.
Canadian Safety - \$12,311.35
AJ Stone Company - \$12,133.94

RTV-Z1100C Kubota. Mississippi Mills.
Battleshield Ind. - \$44,412.39
Weagan Farm - \$34,352.00
Huckabones - \$35,800.00
Hortington Equip. - \$34,190.31

Economic and Commercial Market Study CSB-2018-02. Town of Arnprior.
There were no bids.

RFQ-2018-FD 02 Cargo Trailer. Mississippi Mills.
Via Trailers - \$17,904.85
Trailer Country - \$20,575.50
Battleshield Ind. - \$35,108.42

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Health Team Speaks Out

Encourages patients not to use house calls

By: Jennifer Layman
jenn@ovbusiness.com

In an unusual public display of animosity, a group of 14 doctors are warning the public not to use the services of another doctor when it comes to house calls. There seems to be no dispute over any of the physicians' credentials.

Over the Christmas season, a local doctor decided to start offering house calls to people in need of medical services. Dr. Alexander McLachlan is a physician with Garrison Petawawa, and felt that offering house calls was a good way to expand medical services in the community. The house calls are free (you need an OHIP card) and are approved by the College of Physicians and Surgeons and Ontario Ministry of Health and Long-Term Care. All physicians are reimbursed when people make visits to them, and that includes when that visit is in the patient's home.

McLachlan is registered with Physician House Call Service so people can request a house call from Dr. McLachlan (or other doctors in other serviced areas in Ontario). People can get more information from www.physicianhousecallservice.com or 1-833-503-9557.



While patients seem to enjoy being able to access a physician in their home, not everyone is happy about the new service.

In a letter to the community, the Arnprior Family Health Organization stated they "are not supportive of our patients using this service."

In the letter, they indicated that there are trade-offs for a physician coming to your home. That includes no access to medical records, information that is "at your family physician's fingertips" (though that is not explained in the letter) and that family physicians receive no information related to the home visit. However, the letter also indicates that their 14 doctors also provide house call services. Within the comments of their Facebook post, they mentioned that the Family

Health Team is accepting new patients, although many others commented that they had signed up, in some cases more than a year ago, and have not been accepted as a patient.

Comments by the public are favourable to Dr. McLachlan. The Facebook page can be viewed by searching Arnprior and District Family Health Team.

The Renfrew Mercury reached out to the Arnprior family health team lead, Dr. Michael Fishman, for an interview but reported he would not go on record. They reached out to Dr. McLachlan who was willing to speak to the issue and said that some patients have signed contracts with the family health team for exclusive care and even offered to see patients not connected to the family health team.

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Tenders

REQUEST FOR PROPOSAL

Development Charges
 Study & By-law

Visitor Information Centre and
 Municipal Water Fountain

TENDERS

Watermain Loop

Victoria Street Rehabilitation

3 Cable Guide Rail and Steel
 Beam Guide Rail Maintenance

Supply and Delivery of Ceiling
 Tile At Various RCDSB
 Locations

Lighting Installations at ADHS
 (Invitation Only)

Janitorial and Building
 Maintenance Services

County Road 4 (Roger Stevens
 Drive) Warm Mix Rehabilitation

County Road 10 (Richmond
 Road) Warm Mix Rehabilitation

County Road 6 (Althorpe Road)
 Rehabilitation

County Road 16 (Wolf Grove
 Road) Rehabilitation

County Road 17 (Appleton Side
 Road) Rehabilitation

Micro Surfacing

Culvert Replacements

Supply and Place
 Shoulder Gravel

The Placement of Asphalt
 In-Depth Sealing

Bolton Creek Bridge
 Rehabilitation

4-Wheel Drive
 Light Duty Truck

A Winter Lesson In Business

Make sure you give your business your best



By: Jennifer Layman
jenn@fwdthink.net

As a business owner, you sometimes feel like you need to do everything yourself. As you start out, the more you can do on your own, the better your bottom line. There are tasks that you do well and tasks that you do just to say they are done – we cannot be experts at everything. However, there comes a time when you either get too busy to handle all these extra “DIY” tasks, or you realize that your time is better spent on certain aspects as opposed to others. I struck one of those DIY projects off my list this winter, and I wish I would have done it years ago.

Assuming a snowplowing service was out of my price range, I opted to purchase a snowblower to clear my driveway myself. The first

year, everything worked great; I even enjoyed the sense of accomplishment from a fairly clean driveway. But looking back, my DIY project was pretty expensive

The second year, the pull-start on the snowblower didn't work so I had to use the electric start. I had to park the snowblower beside the house to more easily reach the outlet, and I bought a cover. Another time, the snowblower just didn't start so it needed service. The service department and I became well-acquainted. Of course, the day it doesn't start is the day it雪s, a lot. Soon my driveway was not getting cleared very well or often.

The service issues continued, always when I needed the snowblower to work the most. I spent a lot of time shovelling and relying on others and was snowed in on a few occasions. Work was also getting busier and the driveway ended up being delayed until I could find time to deal with it. Finally, my sense of accomplishment evaporated and driveway

upkeep was just a stressful, cold task that I came to hate.

This year, after two visits to the service department and two three-day shovelling events, I called a service.

They plowed me out at six o'clock in the morning on a consistent schedule, and they did a much, much better job than I was doing myself. And the cost? It was less than my repair bills and the time I gained to put back into my business

I'm embarrassed that it took me so long to even inquire about a service. I could have saved myself a lot of time and money had I just made a phone call years ago. But if ever there was a time to invest in a snowplowing service it was this year when it snows every other day!

You might feel like you have to do everything in your business, but you don't; you just have to ensure it all gets done. Sometimes, there are people other than you who can do that best.

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

Deadlines

OTTAWA VALLEY BUSINESS

February 19, 2019

Deadline: February 12, 2019

March 4, 2019

Deadline: February 26, 2019

March 19, 2019

Deadline: March 12, 2019

101 THINGS TO DO IN THE VALLEY

March-April 2019 Edition

Publishes: February 14, 2019

Deadline: February 12, 2019

HEALTH MATTERS

Spring-Summer 2019 Edition

Publishing: May 3, 2019

Deadline: April 12, 2019

Fall 2019 Edition

Publishing: September 6, 2019

Deadline: August 16, 2019

News Answers

- 1) Ron Joyce of Tim Hortons
- 2) They allegedly charged companies to have their products on their shelves.
- 3) Willie said early spring and Sam said more winter.
- 4) 20 months' house arrest, 240 hours of community service and a \$200,000 fine. 14 other charges against him were dropped.
- 5) Cannabis company, Weekend Unlimited out of Vancouver.
- 6) Jeremy Renner
- 7) Canada's ambassador to China
- 8) 54%
- 9) He was the Auditor General of Canada, appointed in 2011.
- 10) To end the Venezuela crisis of hyperinflation, hunger, disease, crime and increased death rates under Hugo Chavez and Nicolas Maduro.



2019 New Year's Resolution: Get the attention you deserve.

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