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Issue No. 250

Published by: Forward Thinking

March 19, 2019

From Last Choice To Top Priority The plan to alleviate traffic on Petawawa Boulevard

By: Jennifer Layman
jenn@ovbusiness.com

A March 15 press release by the County of Renfrew suggested that the plan to widen Petawawa Boulevard is picking up steam as county and Town of Petawawa officials are meeting with provincial and federal ministers to secure the necessary funding. For some business owners, it's just another "false start" as they have been hearing that plans to fix the traffic problems on the main route to Garrison Petawawa were coming for years now. Indeed, they're not wrong - this discussion has been going on since 2008. But what's interesting is that when the discussion began in 2008, there were two other options that were worth considering and the recommendation was that the expansion of Petawawa Boulevard not be pursued.

But by 2011, Town of Petawawa elected officials were promoting the Petawawa Boulevard expansion plan and the options that were originally



preferred were not even being discussed. How could that have happened?

The challenge is that few of the 2008 people are in the same positions in 2019 as they were then. The County of Renfrew's key managers have changed and so has the Town of Petawawa's staff leadership, though Mayor Bob Sweet has been one constant, having held the mayoral post for six terms.

Another change has been in the business community; many of the businesses currently on the section of Petawawa Boulevard up for expansion were not there

in 2008. For those who were, interest is split about the plan as many have never seen what is actually planned and how their business will be impacted. County of Renfrew Chief Administrative Officer Paul Moreau, says the design will come after the successful request for proposal has been issued. But there is some information on what business owners can expect, and it comes in the form of two reports.

The Original 2008 Plan

The original plan to alleviate the traffic congestion was part of the Petawawa Transportation

Planning Study, Phase 1 and 2 in 2008, produced by TSH. That document noted the preferred solution was to construct a new crossing in the vicinity of Laurentian Drive; the expansion of Petawawa Boulevard was recommended to be dropped. According to this study, there would be fewer impacts with a Laurentian Drive bridge and it would have the added benefit of an additional exit off the base. In total, the TSH report looked at three options in a more detailed evaluation: a new bridge west of Petawawa Boulevard, a new bridge connecting to Laurentian Drive or widening Petawawa Boulevard. Here's how TSH scored each option.

Traffic and Transportation

A new route would divert traffic from Petawawa Boulevard which would increase safety, provide a new crossing of the Petawawa River and permit cycling lanes. For the Petawawa Boulevard expansion, cyclists would continue to be in shared traffic lanes with Petawawa Boulevard.

Continued on Page 3

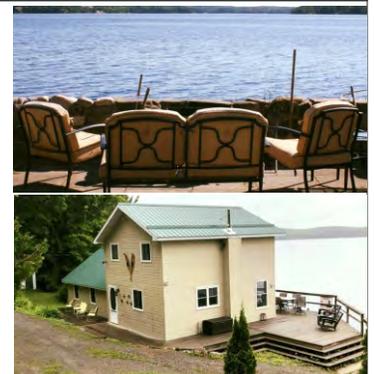
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Ottawa Valley BUSINESS

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

HOW TO SUBSCRIBE

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CONTENT & SUBMISSIONS

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

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Online.....www.ovbusiness.com
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MAILING ADDRESS

2113 Petawawa Boulevard,
Pembroke, Ontario K8A 7G8

Events

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. To register, call 1-877-424-1300 or ag.info.omafra@ontario.ca

March 21, 2019

March Business Breakfast in Smiths Falls. 7:30am-9:00am. Settlers Ridge Centre Hall, 275 Brockville Street, Smiths Falls. \$20 members. \$25 guests. Hosted by the Smiths Falls Chamber of Commerce. info@smithsfallschamber.ca

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 26, 2019

Eastern Ontario Farm Transition Plan workshop. 8:30am-Noon. Lombardy Agricultural Society, 6 Kelly Road, Lombardy. The Ontario Federation of Agriculture, Farm Life, Scotiabank and The Co-operators discuss directions and tactics to kick-start crucial farm transition discussions. Open to all Ontario farmers. www.ofa.on.ca

March 27, 2019

From Zero to Hero: How the Pembroke & Area Airport used marketing to re-establish itself as an integral part of the community. Speaker: Jennifer Layman. The Bear's Den, Deep River. 6:00pm networking (purchase dinner on your own); 7:00pm presentation. RSVP to the Upper Ottawa Valley Chamber of Commerce at manager@uovchamber.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 welcomet@perthchamber.com

March 28, 2019

Working at Heights Workshop. 9:00am-Noon. Free. Cobden Agricultural Hall. Working at

Heights regulations, rescue plans, suspension trauma, fall protection equipment and more. Register in advance or at the door. Phone: 613-639-1056 or david@valleyworksafe.ca

March 29, 2019

The Electrical Safety Authority oversees electrical work in Ontario and is offering a webinar on the transition to a Risk-Based Oversight (RBO) approach. RBO will use risk criteria to determine what wiring work requires a site visit, which all electrical contractors will operate under beginning in early 2020. This transition may affect how municipalities hire, or recommend for hire, electricians and Licensed Electrical Contractors. 10:00am. www.esasafe.com

April 4, 2019

Teeny Tiny Summit. Hosted by Ontario Ministry of Agriculture, Food and Rural Affairs. Held at Calabogie Peaks. 9:00am-3:30pm.

April 4, 2019

Greater Arnprior Chamber of Commerce Awards Gala. 5:30pm-8:30pm. Held at the Nick Smith Centre in Arnprior. Phone: 613-623-6817 or info@gacc.ca

May 2-5, 2019

Ontario Chamber of Commerce AGM. Muskoka, Ontario. Phone: 416-482-5222 or revormcpherson@occ.ca

Submit your business event to: admin@ovbusiness.com

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A Look Back At The News From 2018
From Garrison's \$802M impact to the election and more

By Jennifer Layman
jlayman@ovbusiness.com

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

January
- Michael Cooney put his name forward to be the Conservative candidate for the riding of Renfrew-Nipissing-Pembroke, to challenge MP Cheryl Gallant.
- The Town of Petawawa made public accusations about alleged wrongdoing by the Pembroke & Area Airport Commission, of which they are a member. Airport Commission Chair, Allan Wynn, issued a statement refuting the allegations, which quickly subsided.
- MPP John Yakubowski was named the 10th Member in the Ontario Legislature by his colleagues.
- Renfrew County laid two business cases in January. Cameron Bennett was the owner of Red Burgin Farm and passed away at the age of 52. Ben Holburn was the "son" in Ben

February
- Garrison Farmation released a report that 1 in 10 employees in Renfrew County are employed by various Petawawa, and that the loss contributes \$802.5 million annually throughout the county of Renfrew.
- The Pembroke & Area Airport commissioned a report on the value of the airport to the region and it came back overwhelmingly positive. The report noted the report was "a great asset" to the region with benefits county-wide and many Quebec and approved the airport fiscal problem.
- A fire at Hilltop Farm in LaPine resulted in \$1 million in damage and the loss of 150 livestock. The farm is owned by Lily and Leo Labrecque.
- Bill McKelvie of Renfrew Printing and Rosebush Division of The Quality Connection in Sherbrooke passed away.
- McAdam was M. Dickson 90.
- The Valley councillor Judy Farrell was elected to speculate to staff who complained about her handling conduct, but she chose not to do so. Farrell was

stated directed to only speak to the CEO, could not sit on municipal committees or represent the municipality at conferences.
- The Council of Renfrew 2018 budget is \$152,101,000 with \$40 million coming from its member municipalities. They have nearly \$50 million in reserves.
- Arnprior Mayor David Reid announced he will not seek re-election in the 2018 municipal, a promise he made in 2010.
- Scott Harbrite in Downtown Petawawa celebrated his 100th anniversary.

March
- The province of Ontario decides to transfer the highway, which potentially results in the loss of road the department across Ontario. It was later determined that no road or department were consolidated in the mandatory transfer.
- Petawawa MPP said their Lancaster Valley plant to Reaching Fruit Products of Oregon, USA.

Continued on Page 3

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The Stakes Are High

An \$800-million employer; 25% of a town's industry

Continued from Page 1

Natural Environment

The new routes scored poorer in with natural environment, but mostly because the full impacts had not yet been explored. The Petawawa Boulevard option scored best, but would not be able to implement stormwater management measures.

Socio-Economic and Cultural Environment

The Petawawa Boulevard option would result in the loss of 120 parking spaces and impact 45 properties. The new route options have no impacts to business. The Laurentian Drive bridge would be visible by 70 homes (known as a visual impact).

Land Use and Property

The West Bridge had no anticipated impacts and the Laurentian Bridge had impacts to one business and potential residential properties. Petawawa Boulevard had impacts to 45 commercial buildings and one residence.

Cost

Petawawa Boulevard was the least favoured for choice due to the amount of new road to be constructed (2.6km), the relocation of utilities and the high property costs anticipated due to the number of commercial

properties impacted. Laurentian Drive was less costly with no commercial properties and 0.83km of road required.

Phase 1 and 2 Conclusions

In the end, TSH recommended that the new route options be pursued and that the widening of Petawawa Boulevard not be carried forward. TSH noted as the project moves forward, "the County and Town will be able to compare the two new route alternatives more rigorously in order to confirm the preferred alternative. At this point in the study...the Laurentian Drive connection is preferred..."

What Changed

So, what changed to make the worst option in 2008 the only option being considered? In fact, by 2012, that was the only way forward.

In a *Postmedia News* story in February 2012, Petawawa Mayor Bob Sweet told the press that the Petawawa Boulevard expansion was happening. Sweet said that a two-lane bridge over the Petawawa River would be replaced to widen the road into the base to four lanes. A year later, the County of Renfrew made a presentation to the Town of Petawawa with a proposal to widen Petawawa Boulevard to a four-lane, undivided highway with two lanes in each direction,

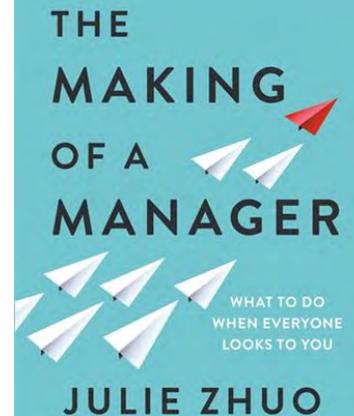
exactly how Sweet had described it to the press. The County's plan was that each lane would have a width of 3.5 metres with left turn lanes at signalized intersections. A 1.5-metre bicycle lane would be added on each side, and a 1.8-metre sidewalk would also be added to each side. A new bridge would be built adjacent to the existing bridge. The anticipated cost was \$12-\$15 million, not including stormwater drainage or the relocation or utility poles.

Phase 3 and 4 of the environmental assessment that was discussed in 2008 were completed, and the County of Renfrew is making that 350+ page document available to *Ottawa Valley Business*. But it wasn't published until 2014, so it may not contain the reason why an expansion of Petawawa Boulevard, with all of its impacts, became the Town of Petawawa's "top priority."

As of the October 2018 municipal election, the price tag was \$22 million, up \$10 million from 2013. Petawawa Boulevard is the main route the County of Renfrew's largest employer, and impacts at least a quarter of Petawawa's business community. The stakes are high.

More to come in the April 2 edition.

Book Club



Congratulations, you're a manager! After you accept the shiny new title and step into this next chapter of your career, the truth descends like a fog: you don't really know what you're doing.

That's how Julie Zhuo felt when she became a rookie manager at the age of 25. She stared at a long list of logistics - from hiring to firing, meeting to messaging, planning to pitching - and faced a thousand questions and uncertainties. How was she supposed to spin teamwork into value? How could she be a good steward of her reports' careers? What was the secret to leading with confidence in new and unexpected situations?

Now, having managed dozens of teams from tens to hundreds of people, Julie knows the most important lesson of all: great managers are made, not born. If you care enough to be reading this, then you care enough to be a great manager.

The Making of a Manager is a modern guide with everyday examples and transformative insights, including:

- How to tell a great manager from an average manager
- When you should look past an awkward interview and hire someone anyway

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Business News Around The Valley

LV Earns Trillium Grant

The Township of Laurentian Valley is pleased to announce that it has been awarded a \$148,000 Capital Grant from the Ontario Trillium Foundation. The funds will be used to build a Splash Pad at Stafford Park within the next five months.

Local Business One

of Canada's Best Managed

M. Sullivan and Son of Arnprior has been recognized by Deloitte as one of Canada's Best Managed Companies. As they have earned the recognition for seven years, they are now a Platinum Club member of the annual list.

Gavan's Hotel Owner Retiring

Nick Matechuk, the owner of Gavan's Hotel in Quyon, is retiring after 36 years of running the popular local establishment. Matechuk purchased the hotel in 1983 from Lennox and Marguerite Gavan; they had purchased the hotel in 1947. A fire struck the business in the 1950s and the Gavans rebuilt.

Heliconia Makes Winter Camping Fun

Heliconia is proud to announce the release of a new series called "Winter Tips." Hosted by Eric Hanson, expert backpacker and star of the popular Epic Trails TV show, the series provide viewers with best practices on how to enjoyably go winter camping. The videos, nine in total, can be viewed on the Backpacking TV YouTube channel. Filmed over two days in -20 Celsius temperatures in the Ottawa Valley, this piece combines cinematography with easily accessible expert advice.

Tree Top Roof Collapses

The Tree Top Restaurant in Chalk River had its roof collapse this winter. No one was injured and there were no customers in the restaurant.

Counterfeit U.S. Dollars

The Upper Ottawa Valley OPP is investigating two separate instances of counterfeit \$100 U.S. bank notes being used in Pembroke. The counterfeit notes

were used to pay for food deliveries in February.

Renfrew Hydro Phone Scam

Residents in the Town of Renfrew have been receiving calls from someone claiming to be with Renfrew Hydro. The caller wants to set up a home visit to discuss installing a new furnace for the utility. The Renfrew OPP is investigating and warns residents against providing any type of personal and or credit card information to anyone soliciting this service via phone, email or in person. Renfrew Hydro has confirmed they are not installing new furnaces in Renfrew and are not associated with the persons making these calls.

Chamber Gearing Up For Gala

The Upper Ottawa Valley Chamber of Commerce is now accepting nominations for businesses to be recognized at their annual Business Awards Gala. Self-nominations are also accepted. Information is

available on their website at www.uovchamber.com and the deadline for nominations is March 23 at 4:00pm.

Township Given 14 Acres

The Township of Whitewater Region will take control of 14 acres of property around the Cobden Arena. The land is part of a development agreement with Bonnechere Excavating which is planning a subdivision nearby.

Caves Wins Cycling Award

Bonnechere Caves in Eganville has been presented with a Bicycle Friendly Business Award. The award ceremony was held in Toronto at the start of March.

FCS Arnprior Closing

Family and Children's Services is closing their Arnprior office on March 31. The office is located inside the Kenwood Corporate Centre. Services will be moved to Renfrew but the service to Arnprior will not be impacted.

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UPPER OTTAWA VALLEY CHAMBER OF COMMERCE PRESENTS:

FROM ZERO TO HERO

How the Pembroke & Area Airport used marketing to re-establish itself as an integral part of the community



Wednesday, March 27, 2019

The Bear's Den, 33177 Highway 17 in Deep River

Guest Speaker: Jennifer Layman, Forward Thinking

6pm: networking and dinner (purchase on your own)

7pm: presentation

RSVP to Chamber at 613-732-1492 or manager@uovchamber.com
Chamber members and non-members are welcome

Book Into The Next Issue!

Publishing: May 3

Deadline: April 12

Spring-Summer 2019 Edition

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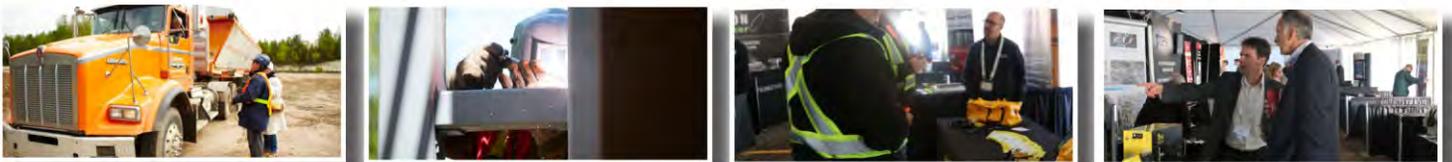


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ATTEND A BREAKFAST BRIEFING FIRST:

2019 Apr 02: Clarion Hotel – Settler Hall, Pembroke, ON | 7:30 – 10:00 a.m.

2019 Apr 04: Campbell's Bay R.A. Centre, Campbell's Bay, QC | 8:00 – 10:30 a.m.

2019 Apr 09: Sands on Golden Lake, Golden Lake, ON | 8:00 – 10:30 a.m.

2019 Apr 11: Days Inn – Renfrew Room, Renfrew, ON | 7:30 – 10:00 a.m.

THEN JOIN US FOR A HALF-DAY PARTNERING WORKSHOP:

2019 Apr 30: Makwa Community Centre, Pikwakanagan, ON | 8:00 a.m. – 1:00 p.m.

This half-day workshop will give you an opportunity to speak with program partners and discuss partnership opportunities with the Algonquins of Pikwakanagan First Nation.

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Registration and details:
www.cnl.ca/local

Business News Around The Valley

Continued from Page 4

Win This Space - Pembroke

The City of Pembroke's Win This Space Contest will hold their grand finale at Anthony's Restaurant on March 25 at 6:00pm. The public is invited to attend this free event. The grand prize winner will be announced after the final five contestants present their pitch to the judges in a Dragon's Den style event. The winner earns six months of free rent on a two-year lease along with a substantial prize pack from local businesses. Pre-registration is required. Call 613-735-6821 ext.1500 or email hsalovaara@pembroke.ca.

Pet Specialty Store Opens

Bone Appetit, a specialty pet store, has opened in Smiths Falls. The business opened March 9 and is located at 1B Main Street.

Vaccine Story Follow-Up

Since the vaccine story that published in *Ottawa Valley Business* on March 5, a new

research result has emerged that claims to show that children who are vaccinated with the MMR vaccine are less likely to develop autism. A Danish study of more than 650,000 children showed that "children who had no childhood vaccinations were 17 per cent more likely to be diagnosed with autism than kids who did get recommended vaccinations."

Izett McBride Passes

Izett McBride, a local realtor, former politician and past president of the Upper Ottawa Valley Chamber of Commerce, has died. McBride was 78.

New Beauty Business Opening

HeLa Beauty is opening in Downtown Pembroke. The business is owned by Kristin Leitch and is located in The News Shopping Centre at 143 Pembroke Street West. The medical spa offers cosmetic injections and permanent make-up. They are holding a grand opening at their location on March 22 at 5:00pm.

Former Mayor Settles

According to *Whitewater News*, former Whitewater Region mayor Hal Johnson received a \$70,000 settlement in his lawsuit against the municipality. Johnson had claimed \$679,510 in damages for being terminated without cause as public works manager in 2010. A non-disclosure agreement prevented discussion of the settlement. Johnson became mayor in 2014.

Grand Opening

Sisterhood Papercrafts has moved to 353 Pembroke Street East. To celebrate, they are hosting a grand opening on March 22 at 11:00am. The business is owned by Beth Matusich.

Jim Sheedy Passes

Jim Sheedy, a 44-year politician with Stafford and Laurentian Valley, has died. Sheedy was 81.

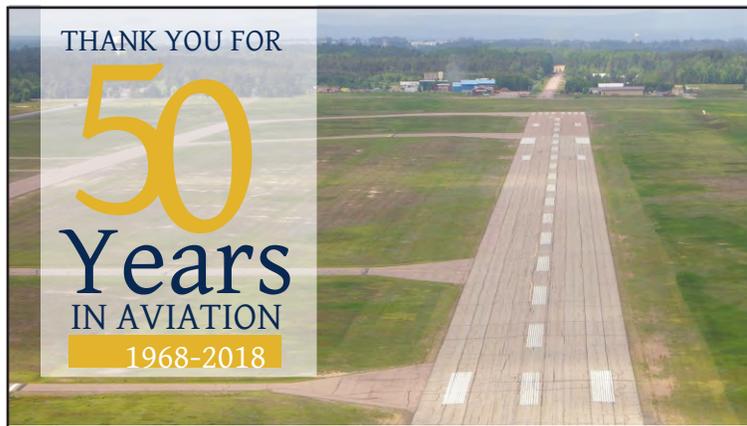


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News 10

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

1) The Canadian dollar fell 1.3% against the U.S. dollar since the start of March. TD Securities has predicted that the loonie could dip how low against the U.S. dollar?

2) Canadian home sales are at their lowest level in more than six years. What is the average home price?

3) This retailer is going out of business and will close all of its 29 Ontario locations. What business is it?

4) For every dollar of household disposable income, how much does the average household owe?

5) How much did TD Bank CEO, Bharat Masrani, earn in 2018?

6) One of the fastest-growing demographics in Canada and around the world has been largely ignored. What is it?

7) When is the next Canadian federal election?

8) What are the FANG companies (Facebook, Amazon, Netflix and Google) now looking to get involved with?

9) This Progressive Conservative MPP has been permanently expelled from caucus. Who is it?

10) Gordon Weiske is the owner of a cannabis-themed golf course. Where is it?

College Faces \$380K Carbon Tax

Ontario government hoping to create better plan

The federal government's carbon tax is estimated to cost Algonquin College more than \$380,052 in new taxes by 2022. It will impact Ontario colleges and universities by increasing their upfront annual heating

costs by approximately \$9.8 million in 2019, and rising to \$24.7 million in 2022.

The government of Ontario is fighting the carbon tax and its subsequent costs to public institutions. The Made-in-

Ontario Environment Plan would allow colleges and universities to opt-in, saving them from the costs of the federal carbon tax program.

Explained: Federal Carbon Tax

What it is, how it works and what it means to you

The carbon tax is being put forward to encourage businesses to use less fossil fuels. Fossil fuels are naturally occurring fuels that contain high percentages of carbon. Some examples are petroleum, coal, propane and natural gas. The world's energy consists of petroleum (34%), coal (28%) and natural gas (23%). There are also non-fossil sources that include nuclear (8.5%), hydroelectric (6.5%) and other items such as solar, wood, wind and more. The suggestion is that using less fossil fuels is better for our planet and Canada agreed to a certain level of emissions reduction as part of the Paris Climate Change Accord.

To encourage businesses to use less carbon, the federal government is imposing a fee on businesses for every tonne of emissions from fossil fuels. This

results in a cost increase for Canadians who use gasoline, diesel, natural gas and coal-fired electricity. The price will start at \$20 per tonne and it will show up in consumer purchases. The federal government estimates the average Ontario household will pay an additional \$244 once the carbon tax is implemented. However, the feds are offering a "climate-action initiative" that would see that same household receive \$300 in tax reduction for a net benefit of \$56.

To help businesses produce less emissions, the feds are introducing a "cap and trade" system. Businesses will have a permit for the allowable amount of emissions. If they need more, they can purchase unused amounts from other businesses. However, the price on emissions will continue to rise and capped permits will continue to fall.

All provinces will be part of the federal carbon tax program, unless the federal government decides that the current provincial program is sufficient. As each province has different sources of business emissions, the option is there for an individual approach, but the federal government has to give its "ok" to it.

One hundred and ninety-five countries have signed the Paris Climate Change Agreement. Some countries that are not participating include: Russia (5% of global emissions), Turkey and Iran. The United States has said they will leave the agreement in 2020.

The federal carbon tax will come into effect on April 1, 2019. The Ontario government has a court argument in mid-April to challenge the constitutionality of the tax.

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- The Valley councillor Judy Farrell was awarded its certificate to staff who complained about her harassing conduct, but she chose not to do so. Farrell was

stated directed to only speak to the CMAA, could not sit on municipal committees or represent the municipality at conferences.

The Council of Renfrew 2018 budget is \$352,103,000 with \$40 million coming from its member municipalities. They have nearly 500 utilities to oversee.

- Mayor David Reid announced he will not seek re-election in the 2018 municipal, a promise he made in 2010.

- Scott Harshbarger in Downtown Renfrew celebrated its 100th anniversary.

March

- The province of Ontario decided to transfer the fire fighters, which potentially results in the loss of nearly the department across Ontario. It was later determined that no real bid alternatives were considered in the mandatory transfer, decision by the government.
- Pembroke MPP said their Lancaster Valley plant to Harvesting Forest Products of Oregon, USA.

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Provincial Business News

Ontario Budget Released April 11

The Ontario government will be releasing its budget on Thursday, April 11. The recently released Ontario 2018-19 Third Quarter Finances forecasts an improvement of \$1.5 billion in the Province's deficit to \$13.5 billion.

Government Seeks Business Input

The Ontario government is gathering feedback on legislation aimed at eliminating the gender wage gap, including asking businesses how onerous pay transparency reporting would be. The Progressive Conservative government paused implementation last year of a law from the previous Liberal government that would require all publicly advertised job postings to include a salary rate or range, bar employers from asking about past compensation, prohibit reprisal against employees who discuss compensation and require large employers to track and report compensation gaps. Under the law, employers with 100 or more employees would have to calculate their wage gaps and report that information. The Ontario Chamber of Commerce feels the legislation would only add more regulation instead of modernizing regulation. The previous Liberal government did

not consult with businesses prior to moving this legislation forward.

Fuel Tax Break For Farmers

As of April 1, a new federal fuel surcharge comes into effect in Ontario. It's part of the federal carbon pollution pricing system and there are implications for Ontario farmers. The new fuel surcharge in Ontario will be added to fuel used for air, marine, rail and road use. But Ontario farmers will be eligible for an exemption for some forms of fuel for tractors, trucks and machinery used on the farm. The exemption for Ontario farmers covers gasoline and light fuel oil and involves completing an official exemption form available from the Canada Revenue Agency. Farmers should talk to their fuel supplier about the Fuel Charge Exemption Certificate for Farmers before the new tax goes into effect on April 1. The exemption form (L402E) can be downloaded [at www.canada.com](http://www.canada.com) or from any Service Canada office or MP's office.

New Education Plan Supported By Chamber

On March 15, Rocco Rossi, President and CEO of the Ontario Chamber of Commerce (OCC), released a statement in support of the government of Ontario's new education plan. Rossi says the government must

promote the skilled trades and STEM as viable career options for young people. He also supports a financial literacy curriculum, and expanding broadband access.

New Free Fishing Days

There will be two more weekends where Ontarians can fish licence-free: Mother's Day and Father's Day. May 11-12 and June 15-16 will be added to the province's free fishing calendar. Another week-long licence free fishing events remains over the Canada Day week.

Ontario Adds 36,900 Jobs

Employment in Ontario increased by 36,900 jobs. Overall, the province gained 59,200 full-time jobs and lost 22,300 part-time positions, though some of these could have been converted to full-time. Since January 1, Ontario has had just over 78,000 jobs created.

Hydro One Salary Capped

The CEO of Hydro One will now make a maximum of \$1.5 million a year, just a quarter of what the position paid prior to the 2018 election. The pay will include a \$500,000 base salary and performance-based incentives. This comes as the Ontario government has made a commitment to a 12 per cent reduction in electricity rates.

It's A Fact

Ontario Fact Sheet

14,411,424

Ontario population as of October 1, 2018

38.7

Percentage of Canadian population that is in Ontario

69.4

Percentage of Ontario's population that is Canadian born

29.1

Percentage of Ontario's population that is foreign born

80.3

Percentage of Ontario's exports that go to the United States

35.5

Percentage of Ontario's exports that are motor vehicles and parts

10.1

Percentage of Ontario's exports that are mechanic equipment

9.8

Percentage of Ontario's exports that are precious metals and stones

55.4

Percentage of Ontario's imports that come from the U.S.

22.6

Percentage of Ontario's imports that are motor vehicles & parts

7,579,800

Ontario's labour force

7,128,000

Ontario's labour force that is actually working

38,664

Primary household income per capita in Ontario

38.6

Percentage of Canada's gross domestic product that comes from Ontario

Source: Ontario Ministry of Finance



Now accepting applications

Deadline: April 30, 2019

Eligible For \$100,000

RC100 is an annual \$100,000 start-up competition. If you have an innovative, high-growth potential start-up business idea, you can compete to win a \$100,000 convertible note. Start-ups compete for \$100,000 in early-stage investment through a series of three Rounds: the Pitch Contest, Business Planning and Negotiation. Businesses must establish a presence and impact in Renfrew County.

Applicants will be notified by May 17, 2019 if they have been selected to advance to Round 1 and give their pitch. There is no entry fee.

Find out more and read about our 2018 winner at www.rc100.ca

Phone: 613-431-3951 | info@rccfdc.org | www.rc100.ca

Tender Results Around The Region

Installation of Bird Deterrents. Defence Construction Canada.

Awarded to John Mackay Painting & Flooring of Pembroke in the amount of \$45,800.00.

Energy Performance Financier. Defence Construction Canada.

Awarded to Sun Life Assurance Company of Canada of Toronto in the amount of \$17,120,760.73.

Glen Tay and Noonan Bridge Rehabilitations. Tay Valley Township.

Part A

Beam Const. - \$653,261.00
 Dalcon Const. - \$551,624.00
 Clearwater Struct. - \$561,646.00
 TLC Exteriors - \$633,723.00
 Willis Kerr - \$606,663.50

Part B

Beam Const. - \$126,503.00
 Dalcon Const. - \$145,376.00
 Clearwater Struct. - \$137,740.00
 TLC Exteriors - \$159,180.00
 Willis Kerr Cont. - \$130,543.40

PW-01-2019 Reconstruction of John Street. Petawawa.

H&H Const. - \$965,279.57
 Do All Const. - \$1,116,882.95
 R.G.T. Clouthier - \$1,269,490.00
 Eastway Cont. - \$1,381,602.30

FA01-2019 One 4-Wheel Drive Light Duty Truck. Greater Madawaska.

Urban Ford
 Ford F150 \$28,127
 Mack MacKenzie Motors
 Chevrolet Silverado - \$34,240

PW05-2019 Culvert Supply and Installation. Greater Madawaska.

B.R. Fulton - \$100,716.90
 ELM Enterprises - \$140,746.02
 Landstorm Cont. - \$145,397.10
 Smiths Const. - \$147,498.90
 Thomas Cavanagh - \$170,855.46
 Bonnechere Ex. - \$192,919.25
 1956466 Ontario - \$214,603.95
 H&H Construction - \$255,080
 Eastway Cont. - \$360,715.50
 Goldie Mohr - \$369,397
 RGT Clouthier - \$447,694.70

PW06-2019 Granular "M" Material (Limestone). Greater Madawaska.

H&H Construction - \$116,955
 ELM Enterprises - \$130,755.69
 Thomas Cavanagh - \$130,786.77
 Smiths Const. - \$136,447.50
 Bonnechere Ex. - \$140,268.03
 RGT Clouthier - \$185,724.54

Library Roof Repairs. Petawawa.

Covertite Eastern - \$148,990.00
 Fitzgerald & Sons - \$128,800.00
 Irvcon Ltd. - \$131,778.00

PW04-2019 Three Cable Guiderail. Greater Madawaska.

B.R. Fulton - \$126,989
 Hughson - \$156,759.29

#2019-16 Air Handler Replacement at Champlain Discovery PS. Renfrew County District School Board.

Irvcon Limited - \$645,714.00
 Thousand Islands - \$618,900.00
 VCI Controls - \$669,000.00

Dust Suppression – Contract PW 2019-03. Lanark Highlands.

Morris Chemical - \$0.2470/litre

Winter Sand - Contract PW 2019-02. Lanark Highlands. Middleville

Crains - \$17.40
 RGT Clouthier - \$16.44
 Thomas Cavanagh - \$17.20
McDonalds Corners
 Crains - \$14.25
 RGT Clouthier - \$18.74
 Thomas Cavanagh - \$15.40
Joes Lake

Crains - \$19.05
 RGT Clouthier - \$18.64
 Thomas Cavanagh - \$19.60
Tatlock
 Crains - \$19.25
 RGT Clouthier - \$18.64
 Thomas Cavanagh - \$19.60

#2019-11 Supply and Delivery of Ceiling Tile. Renfrew County District School Board.

Wood Works - \$17.28 per tile
 CA Reiche - \$22.38 per tile

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This Employment Ontario service is funded in part by the Government of Canada and the Government of Ontario.

Tenders

REQUEST FOR PROPOSAL

- Splash Pad
-
- Propane
-
- Animal Control Services

REQUEST FOR QUOTATION

- Asphalt Patching, Ready Mix Concrete, Topsoil and Granular Materials
-
- Bulky Waste Processing (Grinding)
-
- Supply and Installation of Cattle Fencing

Lawn Mowing & Landscape Maintenance for the County Administration Buildings & Lanark Lodge

TENDERS

- Rehabilitation of C041 County Structure- Osceola Culvert
-
- Supply and Delivery of Corrugated Pipe Culverts
-
- Rehabilitation of County Road 67 (Simpson Pit Road)
-
- Rehabilitation of County Road 7 (Foresters Falls Road)
-
- Four Light Duty Pick-up Trucks
-
- One Tandem Truck and Plow Unit
-
- Reconstruction of Victoria Street
- Supply & Delivery of Bulk Coarse Highway Salt

- Tennis Court Resurfacing at Rotary Park
-
- Chiller Replacement at the Pembroke and Area Community Centre (PACC)
-
- Supply & Delivery of One Tandem Truck with Snow Plow & Combination Spreader and Dump Body
-
- Track Replacement at Fellowes High School
-
- Lighting Installations #2019-09
-
- Track Replacement at Arnprior District High School
-
- Lighting Installations #2019-24
-
- Fire Alarm Replacement
-
- One (1) Triple Combination Fire Pumper
-

- Beckwith Street Renewal
-
- Dufferin Road Reconstruction
-
- One (1)1/2 Ton Pickup Truck Backhoe Loader with Extendable Dipperstick
-
- Attachment and Four-Wheel Drive
-
- Tandem Plow Truck
-
- CCTV Sewer Maintenance Program Contract # 19-PW-02

Tenders can be accessed on our website at www.ovbusiness.com. Tender results, when available, are also posted there. The posting of tenders is free. Send your tender information to admin@ovbusiness.com

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Travel Our Backyard magazine is delivered throughout Renfrew County, the Pontiac, Bancroft, Mattawa and Lanark County. It is full of things to do while you're in the Ottawa Valley.

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THE DETAILS:
Publishing: May 17th
Booking Deadline: April 26th

Your Marketing Shopping List

How to get good things accomplished



By: Jennifer Layman
jenn@fwdthink.net

Recently I had to do some shopping to pick up supplies for an event. I had a very specific list of the kind of thing I was looking for, and made it through seven stores in two hours with some great finds. I was keeping in touch with my event co-organizer throughout my visits and she finally said, "How are you getting everywhere so fast?"

It's amazing how much you can accomplish when you are focused on what you seek to find. It can work the same with planning your marketing initiatives.

Often what can be a turn-off for businesses when it comes to marketing is the amount of time it takes to figure out what to do. It's like shopping without a list and just picking up things as they come into

your mind. You can end up with things you don't really need, things that don't actually work for what you want and still not completing the task. When you know what you're looking for, it's much easier to get the task accomplished. Here are some ways to be more efficient in your marketing decision-making.

Make A List

I realize this sounds very boring, but the time (and money) you will save will help you endure the making of a list. Note any time-of-year promotions you want to use, events or activities you want to engage in and who you might need to contact to get more information. If you can delegate some of this to your staff, great! If you are doing this on your own – manage your list so that you can accomplish getting the information you need. Better to do a good job on a few initiatives than a poor job on all of them.

Make A Plan

Once you get all of your information, plan what you

need to do. If you are placing advertising, know what you want to say and when you want your ads to run. If you are participating in an event, figure out what you will need to have at the event. Make sure to include your estimated costs as well so you can plan for that too.

Make A Commitment

Be sure to see your initiatives through to completion. Mark them in order of importance if you're concerned about not being able to achieve them all. This will help you put your best foot forward, which will yield better returns for your investment.

It is natural to want to do everything, but it is realistic to know you may not accomplish it all. Rank your best options and focus on them. It will save you time and money while allowing you to give potential consumers a good impression of your business.

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

Deadlines

OTTAWA VALLEY BUSINESS

April 2, 2019
Deadline: March 26, 2019

April 16, 2019
Deadline: April 9, 2019

May 7, 2019
Deadline: April 30, 2019

101 THINGS TO DO IN THE VALLEY

May-June 2019 Edition
Publishes: April 11, 2019
Deadline: April 9, 2019

HEALTH MATTERS

Spring-Summer 2019 Edition
Publishing: May 3, 2019
Deadline: April 12, 2019

TRAVEL OUR BACKYARD MAGAZINE

2019 Magazine
Publishing: May 17, 2019
Deadline: April 26, 2019

News Answers

- 1) 71 cents
- 2) \$468,350
- 3) Green Earth
- 4) \$1.79
- 5) \$15.3 million
- 6) One-person households; now the most common living arrangement in Canada with nearly 4 million Canadians living alone
- 7) Monday, October 21
- 8) Banking
- 9) Randy Hillier
- 10) Lombardy, just outside of Smiths Falls. It was formerly known as Lombard Glen Golf & Country Club



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

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