

The Valley Steps Up For Its Own Shortage of PPE brings local heroes to the frontlines

By: Jennifer Layman
jenn@ovbusiness.com

Local businesses have been stepping up during COVID-19 to re-tool, donate and create personal protective equipment (PPE) for other local organizations in need. Here are a few examples:

Dairy Distillery of Almonte has shifted production to make hand and surface sanitizer. Paddy Mann Design of Pakenham has made masks and gowns. McGuire's Doughnuts of Pembroke held a fundraiser for Pembroke Regional Hospital on sales of doughnuts.

ETM Industries of Renfrew is partnering with Canadian Hydro Components of Almonte to produce face shields. ETM is producing the face shields and Canadian Hydro Components is assembling them.

O'Kenny Craft Spirits of Pembroke, a whisky producer, is producing hand sanitizer. They have made commercial four-litre jugs and personal 120ml bottles. Hyda Vape in Arnprior donated



containers for the hand sanitizer. Purchases can be made at www.okenny.ca

Warrior Gear of Pembroke has been producing PPE and masks for frontline workers including Pembroke Regional Hospital, Community Living Upper Ottawa Valley and the Canadian Armed Forces. Algonquin Sewing Centre of Petawawa contributed fabric.

Nature's Reality Botanical donated hand sanitizer to Canada Post, Walmart in Renfrew donated 60 care packages to Renfrew Victoria Hospital patients, MacKillican & Associates partnered with Odi's Kingburger to provide free lunch to Renfrew Victoria Hospital staff,

Many businesses have made donations of N95 masks to

frontline workers. These include Waito Homes of Petawawa, Home Depot of Pembroke, Ottawa Valley Waste Recovery Centre of Laurentian Valley, Wren Construction and Wren-ovation of Cobden, Thomas Cavanagh Construction (2,700 N95 masks), Canopy Growth of Smiths Falls, Canadian Nuclear Laboratories (masks, coats, hand sanitizer and gloves), Mississippi River Power Corporation, Algonquin College (Pembroke and Perth campuses), Tomlinson Group, G. Tackaberry & Sons Construction (2,800 masks).

Finally, COVID-19 has recruited many sewers in the Ottawa Valley who are creating homemade masks for frontline workers and individuals. In addition to sewers, Men's Shed of Arnprior and Dagmar's Designs of Perth have also been making face masks.

If you are a business that is contributing, or you know someone who is, let us know!
admin@ovbusiness.com

COVID-19 Key Contacts and Resources

Government of Canada

www.canada.ca/coronavirus

Government of Ontario

www.ontario.ca | 1-888-444-3659

Ontario Chamber of Commerce

www.occ.ca/covid19-supportforbusinesses

Government of Quebec

www.quebec.ca | 1-877-644-4545

Ottawa Valley BUSINESS

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Ottawa Valley Business (OVB) publishes on the first and third Tuesday of every month. OVB covers business news and events throughout Renfrew, Lanark and Pontiac counties as well as the surrounding areas. OVB is published by Forward Thinking Marketing Agency.

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How To Re-Start Your Business

Accountants, HR professionals share their advice

By: Jennifer Layman
jenn@ovbusiness.com

While the federal and provincial governments are talking about "restarting the economy," no one is quite sure how that will happen. In the meantime, businesses have to be as prepared as they can and a key part of that preparedness is financial.

AC Belliveau Veinotte Chartered Professional Accountants of Nova Scotia recommends that businesses complete a primary assessment of how they will fit into the new economy and how they will transition to normalcy. Depending on what kind of business you are in, if you have supply chains that are impacted by COVID-19, your return to normalcy may not just be business as usual. AC Belliveau Veinotte says you need to try and anticipate any changes in your market and who you may be selling to.

Turning inward, AC Belliveau Veinotte recommends that you pull together a status report of your business financially. The report should include cash on



hand, receivables and the likelihood of collectability, inventory, credit card balances, government amounts owing (some have been deferred so you need to anticipate for when they come due), loans and financial payment commitments.

Once you have this information, you can create a month-to-month cash flow sheet which anticipates your expenses over the next quarter, six months and year. When you complete this, take note of any automatic withdrawals or regular expenses that you might be able to alter - either eliminate, defer or change to benefit from any lower lending rates.

You should also check in with your accountant to help determine if you can qualify for any of the funding programs geared to businesses, including

the self-employed. Details on these programs change frequently and knowing what benefits you may be able to access to help the government stimulate the economy is important.

KPMG and AC Belliveau Veinotte also discuss receivables. Cash collections are important and stricter

policies may be necessary to ensure collections. As some businesses may not make it through COVID-19, you need to adjust your policies to ensure payment. In the same tone, you may wish to avoid significant cash outlays yourself if you can.

The Chartered Professional Accounts of Canada encourages businesses to be as prepared as you can. They also suggest reviewing your insurance policy to see if there is possible assistance there through business interruption insurance or other coverage.

They also recommend reaching out to your business network to see if you can help each other. You may be able to share product and refer customers.

Continued on Page 3

Government of Ontario Business Support

Information Line

Stop The Spread Business Information Line
1-888-444-3659

Financial Relief

Five months interest and penalty relief for majority of provincially-administered taxes

Education and property tax deferrals

WSIB payment deferrals

Electricity rates

Tax Relief

Employer Health Tax

Regional Opportunities Investment Tax Credit

How Your Business Can Help Defeat COVID-19

Ontario Together Initiative

Guidance For Employers

Emergency Leave Due to COVID-19

Getting To Recovery

Map out a plan for your business restart

Continued from Page 2

The Canadian Chamber of Commerce points out that suppliers outside of Canada may recover differently than your business and may have different government regulations involved with that recovery. It is important to stay in touch with suppliers to help anticipate any product situations that could impact your business.

KPMG suggests that depending on the situation of suppliers, you may need to have new suppliers or change transportation routes, for example, if borders become issues. Manufacturers may need to substitute inputs and others may not wish to hold significant finished goods inventory with the demand being unstable.

KPMG also recommends that you stay in touch with your clients in order to retain relationships and build trust. Identify any areas of "potential non-performance" with supplying or servicing clients and find ways to mitigate those

risks. Be upfront with clients and do what you can for them.

Another internal factor is returning employees to work. This may be more difficult for certain employees due to other factors (ie: kids not attending school, caregiving responsibilities, etc.). Find out what your people need.

Human Resources

Speaking of employees, some businesses are not going to make it through COVID-19, or they might not choose to return to full force. Those employees are going to be looking for work, so it is important to stay in front of job seekers. The Society of Human Resources Management (SHRM) offers these tips during the COVID-19 slowdown:

1. If your product or service offering is going to change, you may need differently-trained employees. Figure out any potential employment concerns you may have.

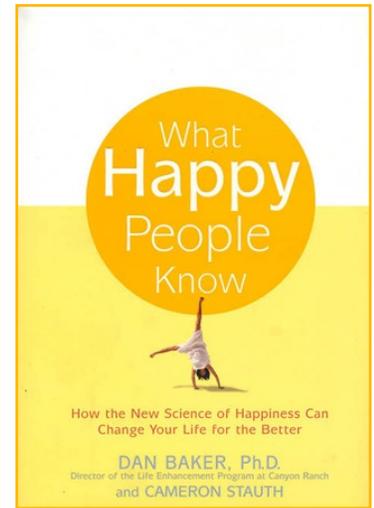
2. Be prepared to have interviews with people through video until face-to-face interviews are possible. In your

job postings and interviews, communicate openly with potential employees. You want to engage people to be part of your team, even if you aren't hiring at this moment. Be upfront and establish a good rapport for when it is time to start hiring.

3. Update your roles and job descriptions. If you are re-using the same job descriptions that have been in use for the past several years, it might be time to change things. Also, recognizing any new responsibilities due to changing products or services will be important.

It is difficult to exactly know how your return to regular business is going to happen given that many factors are beyond your control. However, if you can be proactive in your financial, human resources and communications plans, it will make it easier to get going once you are able. It will also help you manage a possible influx of customer requests which may occur as people are anxious to get back on track.

Book Club



Dr. Dan Baker, director of the Life Enhancement Program at Canyon Ranch, has devoted his life to teaching people how to be happy. And apparently, most of us could use a little tutoring. Research has shown that the root of unhappiness - fear - lies in the oldest, reptilian part of our brains, and negative reactions are often dictated by primal instincts. We're literally "hardwired for hard times."

In *What Happy People Know*, Dr. Baker uses evidence from the new science of happiness to show us how we can overcome this genetic predisposition toward negative reactions and lead a truly rich, happy, and healthy life.

Dr. Baker shares the program that has revolutionized the lives of countless unhappy people, VIP's and regular Joes and Janes alike. First, you'll learn the only two issues that ever cause unhappiness and devise your plan to overcome both of them. Then, Dr. Baker teaches you how to spot the happiness traps, the five doomed ways we try to make ourselves happy, only to dig ourselves further into misery. Finally, he shares his happiness tools, the six simple skills that, when practised consistently, will inevitably lead to greater optimism, courage, good humour, and fulfilment - in short, to happiness.

Government of Canada Business Support

Avoiding Layoffs & Rehiring

Canadian Emergency Wage Subsidy (CEWS)

Temporary 10% Wage Subsidy

Extending the Work-Sharing Program

Temporary Changes to Canada Summer Jobs Program

Access To Credit

Business Credit Availability (BCAP)

Canada Emergency Business Account (CEBA)

Canada Emergency Commercial Rent Assistance (CECRA)

Rural Businesses and Communities

Assisting Innovative and Early Stage Businesses

Young Entrepreneurs

Small and Medium-Sized Businesses Unable to Access Other Support Measures

Deferred Payments

More Time to Pay Income Taxes

Deferral of Sales Tax Remittance and Customs Duty Payments

Self-Employed Individuals

Canada Emergency Response Benefit (CERB)

*Also, deferred payments (see above)

Indigenous Businesses

Funding for Small and Medium-Sized Indigenous Businesses and Aboriginal Financial Institutions

Financial Stability

Relief for Federally-Regulated Pension Plan Sponsors

Launching an Insured Mortgage Purchase Program

Bank of Canada Actions

Office of the Superintendent of Financial Institutions Actions

Support For Industries

Specific support for industries: agriculture, agri-food, aquaculture and fisheries sectors; cultural, heritage and sports sectors; air transportation sector; tourism sector and energy sector

Business News Around The Valley

April Water Bill Notice Deep River

Due to COVID-19, the first water bill of the year for residents in the Town of Deep River will be due June 30, 2020. It covers the period of January 1 to June 30, 2020. The bill will be mailed late May. For questions about water and sewer billing, call 613-584-2000 ext. 109 or email cgiroux@deepriver.ca

Horton Township Updates

As of April 8, the Township of Horton has noted some changes to their regular operations. Residents are encouraged to make property tax payments online or use the locked drop box at the municipal office. Council has agreed to waive interest and penalty for the end of March and April months for anyone in arrears. For dog tags, the deadline has been extended to April 30. All garbage and recycling curbside remains the same. The landfill remains closed until further notice.

Lanark Lodge Screening

Lanark Lodge, a long-term care home in Lanark County, is using a camper trailer to screen employees before entering the home for their shift. The camper was donated by Shawn Carson of Town and Country RV and is used to provide a safe and dry location for registered nurses to screen employees outside before entering the home for their shift. All staff must answer a series of questions plus have their temperature checked before their shift and again at mid-shift.

Mattawa Updates

The second instalment of property taxes due date of April 30 is now extended to July 31. The water and wastewater bill with a due date of March 31 is now extended to August 31. Residents enrolled in the pre-authorized payment plan will have payment withdrawals continue unless you notify the municipality otherwise. Curbside garbage waste and recycling

service remain in operation as per the schedule. For information, call 705-744-5611.

Renfrew Update

In an April 7 municipal notice, the Town of Renfrew's waste management committee notes that the Renfrew landfill site will remain closed to the public. Leaf and yard waste curbside collection will continue as scheduled. The household hazardous waste depot was scheduled to open in May but that is tied to the reopening of the landfill and is currently postponed. For more information call 613-432-8166 ext.300.

The Giggling Goats Closes

In a March 21 post on their Facebook page, The Giggling Goats of Pembroke announced that they are closing permanently.

Arnprior Waste Collection

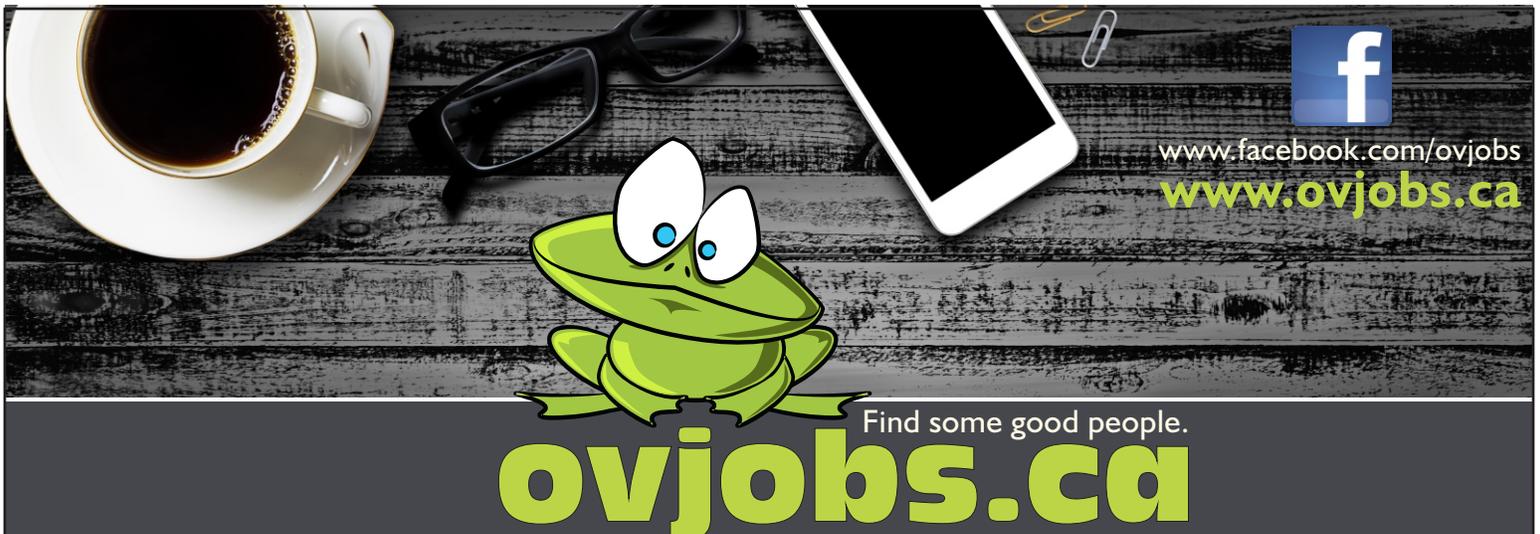
The Arnprior landfill remains closed to the public however curbside collection does continue weekly and the bag

limit has temporarily been increased from two bags to four bags during the closure. The spring leaf and yard waste curbside collection will move forward as scheduled on Wednesday, May 13, 2020.

Boat Launches

The Township of Greater Madawaska is recommending that council not close boat launches in the municipality. According to CAO Allison Holtzhauer, the Provincial Emergency Operations Centre COVID-19 advised that municipal boat launches not part of a marina are not required to be closed under the current emergency orders. However, municipalities may still choose to close boat launches. The Township of Killaloe, Hagarty and Richards (KHR) is closing their municipal boat launch and the addition to the Killaloe library will be postponed.

Continued on Page 5



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CONTACTING US: Phone: 613-732-7774 | employers@ovjobs.ca

Business News Around The Valley

Continued from Page 4

North Algona Wilberforce Updates

The Township of North Algona Wilberforce is waiving property tax interest until August 31 for the March 31 installment only.

KHR Fire Hall Discussions

Killaloe, Hagarty and Richards (KHR) Facilities-Asset Manager, Dale Thompson requested a slight change to the new fire hall building location to ensure the building will fall outside the environmental protection zone. Thompson provided an explanation for the decision to proceed with five bays as opposed to six. Council agreed that the building will house five bays and will not include a workout and weight room. Thompson advised that Greenview Environmental hopes to provide preliminary drawings on the building soon.

Valley Thrift Closes

Inside Ottawa Valley is reporting that Valley Thrift in Arnprior is

closing its doors for good.

Miramichi Lodge Bargaining

The County of Renfrew's Miramichi Lodge bargaining team sees conciliation as the only option moving forward in bargaining with the Canadian Union of Public Employees (CUPE) Local 3586. Mike Blackmore, Jennifer White, Jill Eady, Shelley Sheedy and Bruce Beakley met with the CUPE Local 3586 bargaining committee and national representative Paul Edwards on February 6. They were so far apart in proposal expectations that Miramichi Lodge took the position that conciliation was seen as the only option to move the talks forward.

CNL, Garrison Petawawa Economic Value Study

The County of Renfrew economic development services, in collaboration with Canadian Nuclear Laboratories (CNL), is undertaking a study of the socio-economic impact of CNL and Garrison Petawawa on Renfrew

County to better understand and recognize the socio-economic benefits accrued in the county, contributing to the sustainability of our municipalities and the entire county. The County of Renfrew views the data and information collected to be very important in efforts to attract and direct new investment and residents and to attract and develop our workforce. According to the County of Renfrew, CNL employs 2,800 people and Garrison Petawawa employs 7,000 people (soldiers and civilians). These two employers represent 25 per cent of all employment in Renfrew County.

County of Renfrew Paramedics Receive Money

The County of Renfrew has advised that the Champlain Local Health Integration Network provided notification to the Arnprior Regional Health of funding in the amount of \$609,000 for the fiscal year 2020-21 to support the

continuation of Champlain Community Paramedicine pilot projects. The County of Renfrew will receive \$231,000 to continue the Community Health Evaluation Completed Using Paramedics (CHECUPS).

Inner Strength Fitness New Location

Inner Strength Fitness has moved their Pembroke location to 26 Pembroke Street West, beside Parkview Dental. 2020 marks their fifth anniversary in Pembroke and 10th in Cobden. While the fitness centre remains closed, there is virtual coaching, gift certificates, clothing and more with credit card and EFT payment options available. See the website for details: www.myinnerstrength.ca.

Submit your business news for free publication in this section. Send your information to admin@ovbusiness.com



101 Things To Do in the Valley

May-June Issue

NOW ONLINE!

www.travelourbackyard.com

Health Matters
 THE OTTAWA VALLEY'S HEALTH MAGAZINE
 Special Online-Only Edition
 Local experts talk about giving birth, handling grief, mental health, medications and building routines
 Hotlines & Helplines
 101 Things to Do in the Valley
 Available April 23 at www.healthmattersmag.ca
 Healthy Facts
 Local Experts
 Search Local Health Listings
 NEW! Word Search
 COVID-19 Information
 Health Crossword

Tax Filing Deadlines

Individuals

The filing date for the 2019 tax year is June 1, 2020. The payment date for 2019 tax year is September 1, 2020 and includes the June 15, 2020, instalment payment for those who have to pay by instalments.

Self-Employed and Their Spouse/Common Law Partner

The filing date for the 2019 tax year is June 15, 2020. The payment date for 2019 tax year is September 1, 2020 and includes the June 15, 2020, instalment payment for those who have to pay by instalments.

Corporations

The filing date for the current tax year is June 1, 2020. This applies to corporations that would otherwise have a filing due date after March 18 and before June 1, 2020. The payment date for the current tax year is September 1, 2020 and applies to balances/instalments under Part 1 of the Income Tax Act due on or after March 18 and before September 1, 2020.

Trusts

The filing date for the current tax year, including the T3 information return, is May 1, 2020. This applies to trusts with a tax year end date of December 31, 2019. The filing date for current tax year (including the associated T3 information return) is June 1, 2020. This applies to trusts that would otherwise have a filing due date in April or May. The payment date for current tax year is September 1, 2020 and applies to balances and instalments due on or after March 18 and before September 1, 2020.

Charities

The filing date is December 31, 2020 and applies to charities with Form T3010 due between March 18, 2020 and December 31, 2020.

For more information, visit www.canada.ca/en/revenue-agency/campaigns/covid-19-update/covid-19-filing-payment-dates.html

MPP Encourages The Community

“We will lead in the recovery,” says Yakabuski



By: MPP John Yakabuski
john.yakabuski@pc.ola.org

Unprecedented! This single word is an apt way to describe what we and the world are dealing with during this COVID-19 outbreak. While there are many other adjectives that could also be used, I am absolutely certain that we have never seen anything like this before.

History tells us that the Spanish influenza of 1918 was responsible for the deaths of at least 50 million people, but that was over a century ago. Some will remember the Great Depression and the impact that it had on the economy and their lives. While the damage was lasting, it was economic and not health-related. More recently, I can speak to the ice storm of 1998, 9/11, SARS in 2003 and the recession of 2008-09. None of these events, not even combined, have had the impact of COVID-19.

There is no one anywhere who has not been impacted, one way or another, by this virus. It has left a trail of destruction around the world and put some economies on the brink of collapse, and we have not been spared here in Canada and indeed Ontario.

Our government acted quickly to do everything it could, using all the tools in the toolbox to slow the spread and flatten the curve. I can assure you that every step we have taken, every decision we have made, every restriction we have implemented has been based firstly on the protection of our citizens. This has not come without a price.

In order to help protect you the people from this insidious virus, it has been necessary to pause large segments of our economy. As a result, people are hurting and we know it. Believe me; as your government, that hurts us. We have recognized the reality of these decisions.

At all levels, governments have come forward with assistance and stimulus programs to help those affected get through this crisis and aid in the recovery, which we all hope and pray will be soon. I know that people want to get back to their normal again and we want

that, too. Those in the workforce who are not working now as a result of COVID-19 want to go back to work. They want to be part of the recovery. We want that too. This *will* happen and as your government, we will lead in that recovery. However, it is our responsibility to ensure that it is done in a way that minimizes further risk to our people.

Doing it right will ensure that the recovery is continuous and robust because making Ontario stronger than ever is our goal. We have great faith in our citizens. They are strong! Together with them and their resolve, we will emerge from this changed but stronger.

To all of you who have done your part following the guidance of health officials to help stop this spread – thank you. You have made a difference. To all of you on the frontlines who have kept us going – health care workers, first responders, grocery store and pharmacy workers, those working in our long-term care and retirement homes, truck drivers and everyone else who has been part of delivering the goods and services deemed essential – thank you.

May God bless us all and keep us well.

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We can help you fill housing rental needs with long-term tenants supported by our agency



We are selling group home properties in order to better meet the individual needs of the people we support. We are now looking to meet with landlords, home builders and property developers to discuss our needs as we grow.

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Upper Ottawa Valley

Contact Tina Williams:
Phone: 613-735-0659 ext.105
twilliams@cluov.ca

Tender Results Around The Region

#2020-05 - Roofing at Various RCDSB Locations. Renfrew County District School Board. Mackenzie Community School
 Blanchfield - \$293,660.00
 Always Roofing - \$319,790.00
 Simluc Cont. - \$278,500.00
 J.G. Fitzgerald - \$264,000.00
 French Brothers - \$364,756.19
 Atlas-Apex - \$357,658.00
 Irvcon Limited - \$331,501.00
 Covertite Eastern - \$320,200.00
Herman Street Public School
 Blanchfield - \$273,400.00
 Always Roofing - \$263,730.00
 Simluc Cont. - \$234,500.00
 J.G. Fitzgerald - \$267,500.00
 French Brothers - \$318,060.00
 Irvcon Limited - \$277,708.00
 Covertite Eastern - \$278,100.00
Rockwood Public School
 Blanchfield - \$227,055.00
 Always Roofing - \$249,770.00
 Simluc Cont. - \$232,000.00
 J.G. Fitzgerald - \$229,000.00
 French Brothers - \$270,000.00
 Irvcon Limited - \$269,003.00
 Covertite Eastern - \$279,200.00
Fellowes High School
 Always Roofing - \$297,560.00
 Simluc Cont. - \$256,000.00
 J.G. Fitzgerald - \$262,500.00
 French Brothers - \$314,640.00
 Atlas-Apex - \$346,554.00
 Irvcon Limited - \$320,622.00
 Covertite Eastern - \$302,100.00
Eganville Public School
 Always Roofing - \$261,440.00
 Simluc Cont. - \$230,000.00
 J.G. Fitzgerald - \$260,000.00

French Brothers - \$291,600.00
 Atlas-Apex - \$298,548.00
 Irvcon Limited - \$293,712.00
 Covertite Eastern - \$285,400.00
 Raymond Roofing - \$340,800.00
Opeongo High School
 Always Roofing - \$648,560.00
 Simluc Cont. - \$519,500.00
 J.G. Fitzgerald - \$649,995.00
 French Brothers - \$666,900.00
 Atlas-Apex - \$721,217.00
 Irvcon Limited - \$655,814.00
 Covertite Eastern - \$589,800.00
Arnprior District High School
 Always Roofing - \$440,660.00
 Simluc Cont. - \$399,500.00
 Atlas-Apex - \$594,746.00
 Irvcon Limited - \$492,560.00
 Covertite Eastern - \$469,300.00
Walter Zadow Public School
 Always Roofing - \$304,140.00
 Simluc Cont. - \$273,000.00
 Atlas-Apex - \$353,461.00
 Irvcon Limited - \$351,087.00
 Covertite Eastern - \$327,100.00
Walter Zadow (Parapet Design)
 Always Roofing - \$40,000.00
 Simluc Cont. - \$150,000.00
 J.G. Fitzgerald - \$106,250.00
 Atlas-Apex - \$223,065.00
 Irvcon Limited - \$168,377.00
 Covertite Eastern - \$121,800.00

PW-07-2020 Granular M Limestone. Township of Greater Madawaska.
 Smiths Const. - \$138,441.95
 H&H Const. - \$140,821.73
 RGT Clouthier - \$152,007.60
 Karson - \$175,489.00

PW-08-2020 Granular M Various Roads. Township of Greater Madawaska.
 RGT Clouthier - \$109,553.50
 Smiths Const. - \$121,927.00
 Fulton Const. - \$144,357.50
 H&H Const. - \$156,239.45

PW-09-2020 Calcium Flake. Township of Greater Madawaska.
 Only one tender was received.
 Sel Warwick - \$11,865.00

PW-10-2020 Tandem Cab & Chassis with Sand and Salt Spreader. Township of Greater Madawaska.
 Only one tender was received.
 Rush Truck - \$289,304.79

PW-11-2020 Used Grader. Township of Greater Madawaska.
 Only one RFP was received.
 Brandt - \$265,772.00

Human Resources Management System RFQ 05-2020. Township of Greater Madawaska.
 SHRP - \$26,400.00
 ANI Consulting - \$51,980.00
 SP Maloney - \$9,492.00

RFT # PW-2020-01 Alicia Street West Reconstruction. Town of Arnprior.
 Cavanagh Const. - \$2,507,500
 Aecon Const. - \$2,752,680

It's A Fact

Labour Force: March 2020

1,011,000

Jobs lost in Canada as of March 21, 2020

58.5%

Employment rate for people aged 15 and older; the lowest rate since April 1997

3.1 Million

Canadians affected by either job loss or reduced hours

8x

Hours lost due to COVID-19 are 8 times that of the 1998 ice storm in Ontario and Quebec

23%

Potential labour force that was fully or partially under-utilized; this rate was 12.8% at the peak of the 2008-09 recession

-1.2%

Decrease in self-employed workers due to COVID-19

-15.4%

Decrease in youth (ages 15-24) workers due to COVID-19

14.5%

The decrease of the number of employees in temporary jobs

5.3%

The decrease of the number of employees in permanent jobs

-23.9%

Employment declines in accommodation, food services

-13.3%

Employment declines in culture, information and recreation

-7.2%

Employment declines in wholesale and retail trade

-4.0%

Employment declines in healthcare and social assistance

Sources: Statistics Canada Labour Force Survey March 20202

Fire, Safety and Electrical Services

A full-time master electrician is now on staff so feel free to contact us for your electrical services, fire alarms, fire extinguishers, suppression systems and safety gear needs. We look forward to serving you.

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On The Move

Janice Visneskie Moore

Janice Visneskie Moore has been granted a leave of absence by the county of Renfrew. The leave will apply for the months of February, March, April and May. Visneskie Moore is the mayor of Killaloe, Hagarty and Richards.

Sean Patterson

Sean Patterson, the Director of Public Works for the Town of Deep River, is the acting Chief Administrative Officer (CAO) for the municipality.

Lainy Boldt-Johnson

Lainy Boldt-Johnson is the new Fundraising Coordinator for the County of Renfrew long-term care homes. Prior to this role, Boldt-Johnston was an Instructor Therapist with Thinking in Pictures Educational Services and a Junior Site Supervisor at McDougall Mill Museum. She has a Communications and Sociology degree from the University of Ottawa and takes over from Claire Ullrich who resigned in November.

Cheryl Foy

In the Township of Killaloe, Hagarty and Richards Cheryl Foy has been hired for the maintenance of flowers in the park.

PW-C-26-2020-20-E0 County Road #36 (Elphin-Maberly Road and Boilingbrook Road) and County Road #16 (South Lavant Road) Spot Improvements. Lanark County.

Schedule A & B

Crains' Const. - \$134,134.00

Schedule C

Crains' Const. - \$45,400.00

LVPW-2020-02 Winter Sand. Laurentian Valley.

Eastway Cont. - \$24,750.00

RGT Clouthier - \$26,865.00

GP Splinter - \$31,905.00

WW Siegel - \$36,990.00

Bonnechere Ex. - \$51,390.00

LVPW-2020-05 Double Surface Treatment Walford Road. Laurentian Valley.

Greenwood Paving - \$84,045.00

Smith's Const. - \$85,474.80

LVPW-2020-06 Paving Works Various Locations. Township of Laurentian Valley.

H&H Const. - \$303,782.25

Greenwood - \$314,962.50

Miller Paving - \$431,250.00

20-04 All Running Gear and Complete Install of Supplied All Season Dump Body-Spreader and Assembling Unit. Mississippi Mills.

GINCOR Ind. - \$88,931.00

Viking-Cives - \$91,931.00

PW-01-2020, Reconstruction of Portage Road, Scott Avenue and Hilda Street. Petawawa.

Bonnechere Ex. - \$4,322,457.80

H&H Const. - \$4,637,269.74

RGT Clouthier - \$6,179,021.69

2020 Pavement Marking Program Contract # 20-PW-005. Town of Smiths Falls.

Acculines & Signs - \$26,914.39

A1 Carp Pavement - \$33,482.03

Crossroads - \$37,731.83

Online Pavement - \$45,497.76

PW 2020-01 Tandem Axle Truck, Spreader, Plow and Wing. Horton Township.

Francis Truck - \$288,369.30

Rush Truck - \$292,752.89

Lourdes Papineau - \$297,418.21

RFT # PW-2020-02 Mould Remediation and Fit-Up. Town of Arnprior.

Freon Const. - \$711,700.00

Premium Const. - \$1,820,000

Commissionaire Services 2020-2021. Defence Construction Canada.

Awarded to Commissionaires of Ottawa in the amount of \$126,580.78.

Tender PW12-2020 Grinding at Mt. St. Patrick Site. Greater Madawaska

National Grinding - \$20,227.00

Northern Enviro - \$29,945.00

Reconstruction of Kennelly Road. Admaston Bromley.

Greenwood - \$596,197.50

B.R. Fulton - \$636,417.00

H&H Const. - \$667,486.21

Miller Paving - \$687,712.00

Cavanagh Const. - \$728,824.23

Bonnechere Ex. - \$833,677.08

1-Ton Truck. Admaston Bromley.

Only one tender was submitted.

Mack Mackenzie

1010 Chevrolet Silverado

3500HD with a 2020 western

MVP Plow - \$63,515.00

#2020-PW-003 Iron Mine Road Rehabilitation. Lanark Highlands.

Crains' Const. - \$198,030.00

Cavanagh Const. - \$210,491.06

Arnott Bros. - \$266,500.00

20-08 Mill Worker Stairs Project. Mississippi Mills.

D.W. Building - \$137,424.73

TLC Exteriors - \$157,208.00

Premium Const. - \$127,700.00

M. Sullivan - \$251,157.00

PWC-2020-01 - Rehabilitation of County Structure B101 (Bonnechere River Bridge). County of Renfrew.

Corington Eng. - \$1,331,727.00

Dalcon Const. - \$1,689,575.00

Clearwater - \$1,839,385.50

Louis W. Bray - \$2,500,025.00

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OCC Talks Economic Development Every region is different; group efforts encouraged

By Jennifer Layman jlayman@ovbusiness.com

The Ontario Chamber of Commerce has released a report about reviving Ontario's regional economies. The report divides the province into 11 regions, one of which is a Kingston-Pembroke and discusses how a reinvigorated approach to economic development doesn't work due to the factors that comprise these regions. The authors note that "businesses across the province are heavily influenced by the performance of the Greater Golden Horseshoe area (GTA, Kitchener-Waterloo, Barrie, Hamilton and Niagara). The GTA alone has 48 per cent of Ontario's population and 51 per cent of its service sector jobs, yet only seven per cent of good-producing jobs. Sixteen per cent of Ontarians live in Eastern Ontario, comprised of Greater Ottawa, Kingston-Pembroke and Muskoka-Kawartha. This regional economy is largely centred around service industries



health care, professional and social services while in Ontario, public administration makes up 17 per cent of employment. Manufacturing accounts for 17 per cent of jobs and 26 per cent of Ontario's GDP. In addition, 38 per cent of agricultural jobs are also in this region. Northern Ontario has five per cent of the population and 79 per cent of Ontario's forestry, fishing, mining, oil and gas jobs. This region also has a large presence of health care, public administration and retail.

about economic development are too often politicized," notes the authors. "Any effort at economic development to even be likely to be successful when informed by those on the front lines and carried out through strong partnerships with them." The report notes that business leaders generally invest deal with politicians at the end of the process, not the establishment of arms-length organizations to assist with economic development can result in a more effective result. For governments with funding, the authors recommend extending applications periods to allow for more flexibility. The report also found that investors are more attracted to communities that present themselves as part of a region as opposed to solely within their municipal boundaries. Regional collaboration should go beyond information sharing and promote strategic planning and joint sharing of projects, an approach to individual municipalities or agencies working alone.

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Tender Results Around The Region

Recycling Collection & Processing Contract. Mississippi Mills.

Single Weekly

Emterra Env. - \$668,650.08
Green For Life - \$728,648.64
Waste Mgmt. - \$1,824,175.92

Dual Weekly

Emterra Env. - \$1,250,719.68
Waste Mgmt. - \$1,903,282.08

Dual-Alternate Weeks

Emterra Env. - \$624,130.08

Full Award MWG Group

Schedule Change

Waste Mgmt. - \$910,674.24

Full Award Garbage & Recycle

Collection

Waste Mgmt. - \$686,421.12

Fuel

Emterra Env. - \$17,954.50

Waste Mgmt. - \$19,479.73

2020-05 Slip-in Water Tank. Whitewater Region.

Precision Industries - \$29,380.00
Road Maintenance - \$34,487.60

2020-04 Flail Mower. Whitewater Region.

Elliott Farm - \$35,312.50
Colvoy Equip. - \$37,080.95

2020-06 Wheeled Excavator. Whitewater Region.

Eastrock Inc - \$371,125.90
Hartington Equip. - \$410,190.00
Toromont CAT - \$491,290.10
Strongco - \$464,430.00
Wajax Equipment - \$558,159.54
Brant Tractor - \$437,524.70

2020-02 Fuel Supply. Whitewater Region.

W.O. Stinson - \$140,028.25
MacEwen - \$165,612.55
Parkland Fuel - \$322,958.7
Canada Clean - \$160,359.34

PWC-2020-21 – Design-Build Services for Reconstruction of B026 (Old Highway 62 Bridge). County of Renfrew.

Corington Eng. - \$599,400.00
R.G.T. Clouthier - \$674,000.00
Fidelity Eng. - \$2,078,555.55

RFT 2020-02 Repairs to Municipal Dock-Boat Launch Stonecliffe Boat Launch. Head, Clara and Maria.

No bids were received.

Reconstruction of Miller Street – Phase 2 Contract No. T-20-02. City of Pembroke.

R.G.T. Clouthier - \$228,010.50
Greenwood - \$249,543.50
Miller Paving - \$277,346.50
H & H Const. - \$278,834.16

Design & Construction of Killaloe & District Library Addition RFP2020-01.

Killaloe, Hagarty, Richards.

Zuracon Inc. - \$216,677.50
Quality Homes - \$220,000.00

Architectural Professional Services Fire Station Replacement RFP 2020-02.

Killaloe, Hagarty, Richards.

Greenview Env. - \$168,029.87
Jp2g Consultants - \$110,740.00
CSV Architects - \$170,923.80
Jim Bell Arch. - \$134,272.25

RFT 2020-01 Repairs to Municipal Dock-Boat Launch Mackey and Deux Rivières. Head, Clara and Maria.

Mackey Const. - \$24,950.00
RGT Clouthier - \$38,700.00

#PW-E-17-2020-20-E0 Tandem Snow Plow. Lanark County.

Lanark County is choosing not to release the names of all bidders and bid amounts. They are only releasing the winning bidder and bid amount.
ELP Inc. - \$271,395.21

#PW-E-19-2020-20-E0 Tandem Snow Plow. Lanark County.

Lanark County is choosing not to release the names of all bidders and bid amounts. They are only releasing the winning bidder and bid amount.
ELP Inc. - \$271,395.21

#PW-E-23-2020-20-E0 Half-Ton Truck (Extended Cab). Lanark County.

Lanark County is choosing not to release the names of all bidders and bid amounts. They are only releasing the winning bidder and bid amount.
Mike Fair Chev Buick GMC Cadillac - \$38,937.00

Tenders

EXPRESSION OF INTEREST

Renovation-Retrofit of Former Algonquin Nursing Home

REQUEST FOR PROPOSAL

Lawn Maintenance Services

TENDERS

2020-FD01 Provision and Installation of Temporary Facilities (Office, Lavatory, Shower, Locker) Project 2020

Tender No. SA 2020-02 Supply and Application of Liquid Calcium Chloride

Foster Fraser Bridge Rehabilitation Tender Contract No. 19-162

One 2020 Two-Wheel Drive One-ton Truck with Dump Box, Tender Contract T-20-08

Three 2020 Two-Wheel Drive Pick-Up Trucks with Regular Cab, Tender Contract T-20-07

Catch Basin Cleaning 020-2023 Project No. PW-20-14

2020 Surface Treatment Program – Project No. PW-20-05

Flushing and CCTV For Sanitary Sewers 2020-2023 Project No. PW-20-13

Truck Tenders No.2020-01

PW-C-08-2020-20-E0 County Road 43 and County Road 18 Intersection Improvements

PWC-2020-09 – Rehabilitation of County Structure B202 (Cameron Street Bridge)

PWO-2020-18 – Reroofing and Repair of White Water Road Patrol Yard West

PWC-2020-05 – Rehabilitation of County Road 5 (Stone Road)

PWC-2020-04 – Rehabilitation of County Road 67 (Simpson Pit Road)

Road Improvements – Tender R2020-01 to R2020-06

Catering Services

PW-03-2020 Concrete Works

PW-04-2020 Hot Mix & Asphalt

Tender # PW-05-2020 Supply and Delivery of One (1) 2020 Two-Wheel Drive One-Ton Truck with Dump Box

PWC-2020-09 – Rehabilitation of County Structure B202 (Cameron Street Bridge)

Details at: www.ovbusiness.com

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The Risk Of Not Staying In Touch

Keep communicating, even in the slow times



MARKETING

By: Jennifer Layman
jenn@fwdthink.net

The list of challenges that face businesses in a small community right now are many and one you might not have thought out is communication.

The federal government decided what businesses would be required to close or reduce operations in one day. Business owners had no time to prepare - they could only react. For many, the notice that they are closed is the only communication they have had with customers. That was nearly a month ago.

Over the weekend, I spoke to someone who had come to an essential business only to find it closed. There was a paper taped to the door about their new hours of operation, but they hadn't updated their website or Facebook page and the customer had checked both before arriving. The customer was coming from a bit of a distance

(not uncommon in the Ottawa Valley) and couldn't have known about the paper on the door.

Some business voicemails still have messages of their regular operating hours and contact information, even though it isn't accurate. Signs say restaurants are delivering but the phone has been disconnected.

You might think, "Well people *should* now that things might be different." Perhaps, they *should* but they don't. As a business, it's your job to make it as easy as possible for them to know. So take a look at your business communication channels and see if your information is current. If it needs to be updated, do it.

The Re-Start

Once the economy re-starts and you are allowed to return to full hours, all businesses need to anticipate how customers will react. Some, such as the trades, are going to be overwhelmed with customers wanting things done. Others may only have a slow increase in activity as people will be cautious about being out in the community. The adjustment back to normalcy may take a while so you will need to communicate.

If you anticipate being overwhelmed, let people know how you are going to handle it.

This is going to be a challenge to respond to everyone and hear them out, but you *should* do it. If you are busy, everyone in your industry is likely going to be busy, so taking the time to communicate with people is going to keep business coming your way.

If your customer is the more cautious kind, you need some encouraging messages to bring them back through your doors. It might be payment deferrals, free delivery or an incentive. If your customers are cautious, so are the customers at similar businesses. Be proactive and keep communicating with them.

It is common for organizations to stop communicating in a crisis, but once communication stop, it's even more difficult to re-start. After more than a month of being shut down, communicating with people in a meaningful, consistent way is going to be critical to restarting your organization. You can't just talk to people when things are going well - you have to remind them that you're still here when the normal way of doing things has changed.

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

Deadlines

OTTAWA VALLEY BUSINESS

Publishes: May 5, 2020
Deadline: April 28, 2020

Publishes: May 19, 2020
Deadline: May 12, 2020

101 THINGS TO DO IN THE VALLEY

May-June 2020 Edition
This issue has published!
Download it online at
www.travelourbackyard.com

July-August 2020 Edition
Publishes: June 11, 2020
Deadline: June 8, 2020

HEALTH MATTERS

Summer 2020 Issue
Publishes: July 10, 2020
Deadline: June 19, 2020

Fall 2020 Issue
Publishes: October 9, 2020
Deadline: September 18, 2020

Winter 2020 Issue
Publishes: December 11, 2020
Deadline: November 20, 2020

“All for one and one for all,
united we stand,
divided we fall.”

— Alexandre Dumas, *The Three Musketeers*

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