

# Ottawa Valley BUSINESS

Renfrew, Lanark and regional business news.

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Issue No. 284

Published by: Forward Thinking

August 18, 2020



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The magazine is now distributed!

## The Scoop From The Chicken Coop

### Local municipalities being asked to allow backyard chickens

By: Jennifer Layman  
[jenn@ovbusiness.com](mailto:jenn@ovbusiness.com)

Interest in raising backyard chickens is making its way across some municipalities in Renfrew and Lanark Counties. Along with that interest, comes concern from neighbours about smells, diseases and predators. However, some municipalities have moved forward with allowing backyard chickens in urban and rural areas, and the Ontario Ministry of Agriculture, Food and Rural Affairs has also weighed in on what municipalities should consider from an industry perspective about allowing these new ways of bringing the farm to your own backyard.

#### Toronto Example

Perhaps surprising is that there are four wards in the City of Toronto that allow for "urban hens" as part of a pilot program that began March 2, 2018 and will run until March 2, 2021. Hens must be registered with the City of Toronto to ensure the owner's property is compliant



with the requirements and the owner is aware of the terms and conditions.

Toronto limits homeowners to four hens per property. Hens cannot be purchased until they are four months old, the age at which you can determine if a chick is a hen or a rooster. Roosters are not permitted. The four-month age also eliminates any abandonment of hens when they are no longer "cute and fuzzy chicks."

Hens must be for the purpose of enjoyment and egg production for home use. Nothing can be sold or given to others.

There are requirements for a weather-proof and insulated coop building that will also keep hens safe from predators and are cleaned to prevent the spreading of disease. There is also a requirement to be a certain distance from a lot line and neighbour's windows. Municipal enforcement officers must

approve of the location of the coop.

As this is a pilot project, the owner agrees that if the pilot is not continued beyond March 2, 20201, the owner removes all hens from the property.

#### Kingston Example

In Kingston, the bylaw allowing for backyard chickens is similar to that of Toronto. Kingston also clarifies that chickens must be in the coop from 9:00pm to 6:00am and there are greater distance requirements from schools, churches and businesses.

Manure must also be bagged and disposed of, not left to "fertilize" lawns. The home slaughter of hens is also prohibited.

#### Ottawa-Gatineau

The City of Ottawa does not permit backyard chickens (or other domestic farm animals) in areas not zoned for agricultural purposes. However, Gatineau does allow for up to five laying hens for a \$30 licence. Residents must have a minimum lot size.

*Continued on Page 3*

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# Ottawa Valley BUSINESS

## ABOUT US

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.

## WHO READS US

Ottawa Valley Business is delivered by email to 3,600 subscribers in businesses, organizations and local and regional government.

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## CONTENT & SUBMISSIONS

Submissions on items related to business are welcome. This includes news, events, new hires, tender and letters to the editor. Content will be edited to fit the space available. If you have an event that is not business-related, please consider 101 Things To Do in the Valley at a cost of \$25. [101things@travelourbackyard.com](mailto:101things@travelourbackyard.com)

## CONTACT US

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## MAILING ADDRESS

2113 Petawawa Boulevard,  
Pembroke, Ontario K8A 7G8

## Events

### August 18, 2020

Work Matters roundtable on manufacturing 9:00am-10:30am. For small business owners, hiring manager and HR personnel. Smiths Falls. Contact [shelley@work-matters.ca](mailto:shelley@work-matters.ca) or call 613-283-7002 ext.101.

### August 18, 2020

Work Matters roundtable on transportation. 2:00pm-3:30pm. For small business owners, hiring manager and HR personnel. Smiths Falls. Contact [shelley@work-matters.ca](mailto:shelley@work-matters.ca) or call 613-283-7002 ext.101.

### August 19, 2020

Supplying Professional Services. Two-hour free webinar provides key information to help you bid on professional services with the Government of Canada. 10:00am-12:00pm. Register at: <https://questionnaire.simplesurvey.com/f/s.aspx?s=1d499faf-3803-412f-af96-eb548f22025b>

### August 19, 2020

Finding Opportunities and Supplying Goods and Services to the Government of Canada During COVID-19. 2:00pm. <https://questionnaire.simplesurvey.com/f/s.aspx?s=7bac6430-1f7d-4442-bace-03b92fd4d9a6>

### August 20, 2020

Work Matters roundtable on health care. 9:00am-10:30am. For small business owners, hiring manager and HR

personnel. Smiths Falls. Contact [shelley@work-matters.ca](mailto:shelley@work-matters.ca) or call 613-283-7002 ext.101.

### August 20, 2020

Work Matters roundtable on manufacturing 2:00pm-3:30pm. For small business owners, hiring manager and HR personnel. Smiths Falls. Contact [shelley@work-matters.ca](mailto:shelley@work-matters.ca) or call 613-283-7002 ext.101.

### August 25, 2020

Doing Business with the Government of Canada. Free, two-hour webinar provides key information about how to sell to the Government of Canada. 1:00pm-3:00pm. Register at: <https://www.eventbrite.ca/e/doings-business-with-the-government-of-canada-webinar-tickets-115097565918>

### August 26, 2020

#futureofwork: Keeping a Growth Mindset During COVID-19. Katrina Moss, Learning Acceleration Lead for Shopify, on how to reframe challenging circumstances into an opportunity through a growth mindset. 12:00pm-1:00pm. Free. Online webinar. Invest Ottawa. Call 613-828-6274 or [clientservices@investottawa.ca](mailto:clientservices@investottawa.ca)

### August 26, 2020

Obtaining Security Clearance. Free webinar on applying for security clearances, necessary when you require access to classified, protected information or sensitive Government of Canada work sites. 10:00am-12:00pm. <https://questionnaire.simplesurvey.com/f/s.aspx?s=ad69059a-f519-4d53-9699-430e9c405c9e>

### September 2, 2020

Work Matters roundtable on transportation. 9:00am-10:30am. For small business owners, hiring manager and HR personnel. Smiths Falls. Contact [shelley@work-matters.ca](mailto:shelley@work-matters.ca) or call 613-283-7002 ext.101.

### September 2, 2020

Doing Business with the Government of Canada. Two-hour free webinar provides key information about how to sell to the Government of Canada. 10:00am-12:00pm. Register at: <https://ontario.tpsgc-pwgsc.gc.ca/cal/regist-eng.cfm?sid=1907>

### September 9, 2020

The HR Business Partner Certificate. Held via Zoom. Five modules. While there are no prerequisites for the program, it is optimized for HR staff with a few years of professional experience and a well-developed HR generalist skill set. Hosted by the Human Resources Professional Association. \$2750 members. \$3440 non-members. To register, call 1-800-387-1311.

### September 9, 2020

Bidding on Opportunities. Two-hour free webinar designed for participants who are ready for a more detailed overview of the bidding process and provides key information to help you bid on opportunities. 10:00am-12:00pm. <https://ontario.tpsgc-pwgsc.gc.ca/cal/regist-eng.cfm?sid=1908&anon=1#s1908>

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## Registration

Paige LeClair  
Phone: 613-735-0659 ext.101  
[pleclair@cluov.ca](mailto:pleclair@cluov.ca)

**Golf Day 2020**  
COMMUNITY LIVING  
Upper Ottawa Valley

Friday, September 18th  
Tee Times: 8:30am-12:30pm  
Oaks of Cobden Golf Course

\$100 includes 18 holes, cart, lunch and gift card

A safe, outdoor activity to support local businesses and people with intellectual disabilities. COVID-19 protocols will be in place.

# Backyard Chickens, Continued

## Issues to deal with if moving forward

*Continued from Page 1*

### Springwater

The Township of Springwater's Senior Planner, Chris Russell, penned a February 2020 report on backyard chickens. In addition to a public survey, the local agricultural community was invited to submit comments. The Simcoe County Federation of Agriculture, Arbor Lane Farms and the Springwater Agricultural Advisory Committee all recommended not allowing backyard chickens on non-farm lots. Their reasoning was similar: concerns about avian influenza and disease, concern about wildlife harming of chickens, concerns about animal welfare and then enforcement issues. There was also a concern that potential disease for issues with commercial operations.

### Vancouver

Vancouver's backyard chicken permissions (four-hen limit) are referenced on the Ontario Ministry of Agriculture and

Rural Affairs (OMAFRA) website.

Vancouver's link - <https://vancouver.ca/people-programs/backyard-chickens.aspx> - includes resources for people to consider before getting hens, how to detect disease, basic care and more.

### OMAFRA

In an effort to assist municipalities, OMAFRA has compiled a list of resources to consider that include food safety, the spread of disease, animal care and predators. They also differentiate between commercial requirements and how non-commercial operations differ by provincial rules. A list of relevant legislation is also provided on their website - <http://www.omafra.gov.on.ca/english/livestock/urbanagricul.html>

### Public Health Ontario

While the decision on whether to allow backyard chickens in residential areas is a municipal one, Public Health Ontario provides some evidence briefs

and safety issues, mostly as it pertains to reducing the chance of disease in the community.

"This Evidence Brief only addresses questions regarding health risks from backyard chickens and means to reduce those risks," says a report on their website. "We have not included noise, odour and the possible benefits of raising backyard chickens in this brief. However, policymakers may also consider these factors when setting policy."

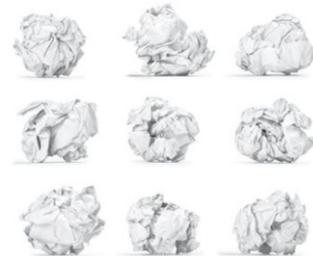
Locally, the municipalities of Petawawa, Deep River and Renfrew have discussions about backyard chickens currently on their agendas.



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A Leader's Guide to the Real World*

### NINE LIES ABOUT WORK

MARCUS BUCKINGHAM  
ASHLEY GOODALL

WADSWORTH BUSINESS REVIEW PRESS

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With engaging stories and incisive analysis, the authors reveal that it is the strength and cohesiveness of your team, not your company's culture, that matter most; that we should focus less on top-down planning and more on giving our people reliable, real-time intelligence; that rather than trying to align people's goals we should strive to align people's sense of purpose and meaning; that people don't want constant feedback, they want helpful attention.

This is the real world of work. Nine Lies About Work reveals the few core truths that will help you show just how good you are to those who truly rely on you.

## WALK YTA A fundraiser for the Pembroke & Area Airport

Wednesday, September 2nd  
4:00pm-10:00pm • 1.4km and 4.2 km walks



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# Business News Around The Valley

## **Integrity Commissioner For Arnprior**

William Hunter is being recommended as the new Integrity Commissioner for the Town of Arnprior. The appointment is effective August 21, 2020 and until the end of the year.

## **Sole Source In Bancroft**

The Town of Bancroft is considering sole-sourcing the financial management practices review for the municipality to Grant Thorton LLP in the amount of \$75,000. The cost is being funded through a grant from the Municipal Modernization Program that will cover the full cost.

## **Development Studies in County of Renfrew**

County of Renfrew staff is assisting with two projects the Sprott Consulting group are conducting in Renfrew County by providing data on recent resort developments, demographics and statistics and tourism industry information and perspectives. The first project, a feasibility study of a tourism resort and equestrian community development concept, is being conducted for the investment group who are considering moving the project forward. The second is an assessment of the marketing and delivery of the Algonquin College outdoor adventure and outdoor naturalist programs to suggest how the college can sustain and grow student registrations in these

programs. This study is being carried out on behalf of the college.

## **Tender Extension**

W.O. Stinson & Son Limited has requested an extension to the PWO-2014-17 Fuel Tender existing contact with the County of Renfrew for an additional year beginning August 2020. The basis of this contract including all fuel used by public works and engineering, emergency services, development and property and social services vehicles would be included in a single tender and obtained from a single source. Records indicate that approximately 600,000 litres of diesel fuel and 150,000 litres of gasoline are consumed by Renfrew County vehicles annually. W.O. Stinson has supplied fuel to the county for over 15 years and has provided exceptional service during that time. Staff recommend that the contract be extended for an additional one year term until August 2021.

## **Land Registry Moving To Online-Only**

As of October 13, 2020, Service Ontario's land registration services will be delivered digitally and there will be no land registration counter services which are currently delivered at all 54 Land Registry Offices (LROs). In an email to all municipalities, Jeffrey Lem, Director of Titles for Ontario noted that many customers have

already adopted the digital channel as a preference. Data shows that 99 per cent of land registration documents are registered online, 87 per cent of searches are conducted online and 98 per cent of surveyors submit plans for pre-approval via email. Ontario's land registration system was established in 1795 and has undergone several transformations in its 225 years of existence. For most services, it will no longer be necessary to visit a local LRO. In some cases, where customers need hard copies, Service Ontario will have processes in place until longer term solutions are developed. For many municipalities this will be a seamless change, as Teraview is already being used to both file documents and search title. For those Municipalities that file documents in paper, both Teraview and OnLand will be improved to accept digital versions of paper documents.

## **Lee Achieves Designation**

Lindsey Lee, CAO/Clerk for the Township of McNab Braeside, has achieved the designation of Accredited Ontario Municipal Clerk and the initial AOMC. Lee secured her credentials on June 10, 2020.

## **Pembroke Earns \$3M Grant**

The City of Pembroke has had a grant approved as part of the Investing in Canada Infrastructure Program (ICIP) Rural and Northern Stream. The

City of Pembroke will receive \$3,281,103.13 as part of the transfer payment agreement Reconstruction of Pembroke Street West. The grant is funded from both federal and provincial governments.

## **New Restaurant For Pembroke**

The City of Pembroke is considering a rezoning and Official Plan Amendment to turn a residential property into a restaurant. The property is located at 1036 Pembroke Street East and is zoned residential. The request is to re-zone it to highway commercial. The operation start date for the new development is anticipated in 2021. The request was brought forward by Jim Bell Architect on behalf of the owner.

## **Hair Salon Ownership Change**

Bombshells Hair Studio in Petawawa has changed ownership. The new owners are Sydney and Andrea Lemay.

## **Tay Valley Building Permits**

Tay Valley Township has issued 44 building permits from January to June 2020. This includes seven single family dwellings and two commercial buildings. The building value is \$4,255,200. The municipality's three-year average permits for this period is 61 with an average building value of \$5,172,296.33.

*Continued on Page 5*

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# Business News Around The Valley

*Continued from Page 4*

## Perth Housing Options

The Town of Perth is looking at a way to increase housing options within the municipality, by way of a grant to homeowners. The program would provide a \$5,000 grant to a homeowner to add a secondary unit as either as part of the principal residence or as an accessory structure. The municipality would start with a \$100,000 budget for the program. In communities where signed detached homes represent the dominant form of residential construction, secondary dwelling units present an opportunity to address a variety of policy issues, including housing affordability. Allowing for secondary units also encourages the intensification of existing developed areas with no need to build new roads or invest in new infrastructure. A current evaluation of the community

shows the potential for 360 lots that could support a garden suite.

## Business Moves To Pembroke

The Bath Boutique, formerly located at 20 Wolfe Plaza in Petawawa, has announced it will be opening a new location in Pembroke in September 2020.

## Laurentian Valley Offers COVID-19 Grant

The Township of Laurentian Valley is providing funding under their Community Improvement Program (CIP) to help businesses in their community with costs related to COVID-19. The grant will cover 50 per cent of eligible expenditures on improvements or construction related to COVID-19 public health and safety improvements and will be retroactive to March 17, 2020. The maximum grant is \$5000. For information, visit [www.lvtownship.ca/business](http://www.lvtownship.ca/business)

## Walk The Runway

The Pembroke & Area Airport

invites the public to participate in a neat event that is COVID-19 friendly - a night walk on the runway! On September 2, 2020, the runway will be lit with the same lights that pilots see when they land at night. Walkers can register for a 1.4km or 4.2km walk at a cost of \$20 per person or \$10 (aged 0-12). The walk is a fundraiser for Project Runway, a campaign to raise \$1.25 million to repave the runway at the airport, which was last paved in 1968. Walkers must register in advance and choose a walking time. COVID-19 protocols will be in effect. A mask is not required during the walk as it is an entirely outdoor event. For more information, visit [www.flcyta.ca](http://www.flcyta.ca) or see the information on the airport's Facebook page at [www.facebook.com/flcyta](http://www.facebook.com/flcyta)

## City of Pembroke Grant For Businesses

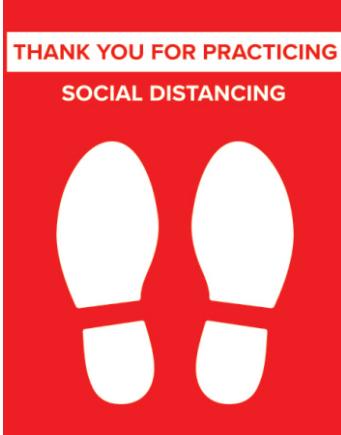
The City of Pembroke has introduced a new grant for

businesses under the Community Improvement Plan (CIP) worth up to \$2,500 per applicant. The grant is intended to help businesses adapt to the COVID-19 environment and adherence to public health and safety requirements. Eligible costs include renovation or construction costs to meet new health and safety requirements and any signage costs related to COVID-19. The grant will cover 50 per cent of associated costs. Businesses can apply before or after they have the expense. The City of Pembroke has set aside \$50,000 for this fund.

## Business Changes Hands

Sam Saif is the new owner of Rooney's Gas Bar in Cobden. Saif is from Toronto where he worked for a convenience store chain. The business was purchased at the end of July.

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## Biz Quiz

How well do you know the business news for the past few weeks? Take the test!

- 1) The Canadian Real Estate Association reported the most sales in a month for listings on MLS. How many sales were there?
- 2) According to 2018 Statistics Canada data, how much does a woman earn for every \$1.00 earned by men?
- 3) How many Canada Revenue Agency accounts are affected from a series of cyber attacks?
- 4) Canada's Competition Bureau is investigating what online retailer to examine whether its U.S. owners are "impacting competition to the detriment of consumers and companies that do business in Canada?"
- 5) How much was the loss for Cineplex in the second quarter?
- 6) A price increase in lumber is causing an increase in new home builds. How much is the new home build increase?
- 7) McDonald's Canada sourced beef from outside of Canada during the pandemic, but will switch back to 100% Canadian beef in September. What percentage of beef were they getting outside of Canada?
- 8) Three restaurants in Toronto are eliminating tipping and charging a "hospitality included" fee. What percentage is the fee?
- 9) When households have a debt load above \_\_\_\_% of their gross income, it's bad for the economy. What is the percentage?
- 10) Which federal government MP resigned over disagreements on COVID-19 spending and environmental initiatives?

*Answers on Page 10*

# Municipal COVID-19 Funding

## Renfrew County municipalities get help from MPP

MPP John Yakabuski has released a list of municipalities in Renfrew-Nipissing-Pembroke that are receiving funds to alleviate operating pressures of COVID-19.

Municipalities receiving funding for municipal operations include:

- Adamston Bromley, \$85,100
- Arnprior, \$256,300
- Bonnechere Valley, \$149,300
- Brudenell, Lyndoch, Raglan, \$71,200
- Deep River, \$120,900

- Greater Madawaska, \$166,700

- Head, Clara, and Maria, \$21,400

- Horton, \$90,400
- Killaloe, Hagarty, and Richards, \$100,800

- Laurentian Hills, \$90,600
- Laurentian Valley, \$242,400
- Madawaska Valley, \$193,500
- McNab Braeside, \$195,600
- North Algonna/Wilberforce, \$111,900
- Renfrew County, \$2,780,100
- South Algonquin, \$149,700

- Whitewater Region, \$214,800

In addition, two municipalities are receiving funding for municipal operations and transit operations. The City of Pembroke will receive \$795,900 (municipal) and \$20,267 (transit) while Renfrew will receive \$242,400 (municipal) and \$46,392 (transit).

The funding is part of \$4 billion in emergency assistance for municipalities announced by the Ontario government.

## Business Closures In Rural Ontario

### Increase of 259 per cent over five-year average

The Rural Ontario Institute (ROI) is reporting on the number of business closures in non-metro areas of the province.

ROI says 6,197 businesses closed their doors in April 2020 in non-metro Ontario. To provide some perspective, the average number of business closures from 2015 to 2019 for April has been 2,390. This year-over-year comparison reveals that in April 2020 the number of business closures increased in 259 per cent. ROI says "it would be a safe assumption to attribute

that spike to COVID-19 impacts." COVID-19 seems to be equally impacting businesses in urban areas. 33,260 businesses closed their doors in Ontario metropolitan areas in April 2020. This represents a 269 per cent increase in business closures compared to the average for the same month in the past five years. The data does not indicate whether the business closures may be temporary or permanent.

#### Employment Numbers

In July 2020, ROI is reporting

that rural and small town employment in Ontario increased 1.1 per cent but gaps remain in certain sectors.

Transportation and warehousing (-23%), educational services (-22%), professional, scientific and technical services (-11%) and accommodation/food services (-10%) are still experiencing employment deficits. The female employment gap is -2.7 per cent.

The cover of the Ottawa Valley BUSINESS magazine features several headlines and images. At the top, it says "Ottawa Valley BUSINESS" and "The Region's Business Media. More Than 3,600 Subscribers." Below that is a photo of a landscape with the text "THE GREAT MOSAIC". Further down, there's a photo of people at a breakfast event with the text "Fall Harvest Breakfast". The overall layout includes various columns of text and images related to local business news.

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# Tender Results Around The Region

**PWC-2020-49 – Asphalt Scratch Coat. County of Renfrew.**  
 Miller Paving - \$599,265.50  
 H&H Const. - \$666,535.78  
 Greenwood Paving- \$670,243.75  
 Bonnechere Ex. - \$708,163.33

**RFT BM-2020-01 Flat Roof Replacement Upgrades. County of Renfrew.**  
 Perth Roofing - \$188,007.00  
 Simluc Cont. - \$196,800.00  
 Irvcon Limited - \$234,913.44  
 Goodman Corp. - \$255,637  
 CLS Roofing - \$270,700.00

**RFP BM-2020-02 HVAC Upgrades. County of Renfrew.**  
 Frances HVAC - \$417,750.00  
 Irvcon - \$653,912.00

**PWC-2020-05 – Rehabilitation of County Road 5 (Stone Road). County of Renfrew.**  
 Greenwood - \$644,338.50  
 Miller Paving - \$729,975.00\\  
 B.R. Fulton - \$732,890.00  
 H&H Const. - \$733,710.63  
 Cavanagh Const. - \$794,287.16

**PWC-2020-04 – Rehabilitation of County Road 67 (Simpson Pit Road). County of Renfrew.**  
 Greenwood - \$440,292.50  
 H&H Const. - \$507,872.41  
 Bonnechere Ex. - \$558,557.64  
 Miller Paving - \$595,700.00

**PWO-2020-01 – Street Sweeping – Urban Area Only. County of Renfrew.**  
 Eastway Cont. - \$32,400.00  
 Hughson Fencing - \$40,500.00  
 B.R. Fulton - \$44,480.00  
 McCrea Equipment - Rejected

**PWO-2020-03 – Manhole and Catch Basin Cleaning. County of Renfrew.**  
 Xsite Enterprises - \$29,205.00  
 Eastway Cont. - \$73,800.00  
 Hughson Fencing - \$6,582.00

**PW-05-2020 Supply and Delivery of One (1) 2020 Two-Wheel Drive One-Ton Truck with Dump Box. Petawawa.**  
 Murphy Ford - \$60,932.00  
 Urban Ford - \$61,519.00

**PW-C-08-2020-20-E0 - County Road 43 (Hwy 43) and County Road 18 (Port Elmsley Road) Intersection Improvements. Lanark County.**  
 Arnott Bros - \$155,360.00  
 G. Tackaberry - \$120,802.00  
 Coco Paving - \$187,464.00  
 Crains' Const. - \$138,139.00

**2020-14 Olmstead-Jeffrey Lake Road Engineering. Whitewater Region.**  
 Jp2g Consultants - \$121,335.00  
 R.V. Anderson - \$220,309.00

**MV 2020-07 Double Surface Treatment and HL3 Asphalt. Madawaska Valley.**  
 Only one bid was received.  
 Greenwood - \$333,101.97

**MV 2020-05 Crushed A Gravel. Madawaska Valley.**  
 H&H Const. - \$279,675.00  
 RGT Clouthier - \$210,434.25  
 GP Splinter- \$248,698.87  
 BEI Const. - \$240,986.663

**Water Filtration Plant Backup Power Generator, Contract No. ES-2020-02. Perth.**  
 Alliance Engineering - \$224,750  
 Industrial Electrical - \$218,109  
 Black & MacDonald - \$213,800  
 GenLet T Electric - \$193,000  
 Solidstate Electric - \$168,500  
 Selectra - \$202,730  
 Mel Evans Electric - \$178,800

**Sand Dome Roof Rehabilitation PW 2020-02. Horton.**  
 Stephen & Sons - \$58,048.10  
 Lloyd Eady Const. - \$52,206.00  
 Bay Roofing - \$36,447.74

**Screened Winter Sand PW 2020-03. Horton.**  
 RGT Clouthier - \$ 32,001.60  
 BR Fulton - \$32,205.00  
 McCrea Equipment - \$38,985.00

**Supply of Earth Borrow WM-2020-01. McNab Braeside.**  
 Castleford Ex. - \$154,584.00  
 RGT Clouthier - \$156,957.00  
 Paul Neill - \$214,841.25  
 Elm Enterprises - \$228,062.25  
 Bonnechere Ex. - \$242,385.00  
 B.R. Fulton - \$265,267.50

**Cotievile Road Rehabilitation PW 2020-05. Horton.**  
 BR Fulton - \$239,560.00  
 Bonnechere Ex. - \$234,586.43

**Standing Offer Agreement for Interior Painting 2020. County of Renfrew.**

Above Painting  
 Full Ceiling - \$120,582.02  
 No Ceiling - \$112,048.26  
 Repairs - \$5,244.95  
Expressions  
 Full Ceiling - \$11,865.00  
 No Ceiling - \$10,735.00  
 Repairs - \$929.45  
Habraken-Allen-Cliche  
 Full Ceiling - \$33,601.02  
 No Ceiling - \$29,121.49  
 Repairs - \$3,445.00

**Supply and Delivery of One 2020 Multi-Purpose Sidewalk Tractor Tender # PW-07-2020. Petawawa.**  
 Sontrac Equip. - \$187,400.00  
 (did not meet specifications)  
 Cubex Ltd. - \$138,424.69  
 Joe Johnson - \$156,249.00

**PW-03-2020 Concrete Works. Petawawa.**  
 H&H Construction - \$85,030.00  
 Greenwood Paving - \$78,900.00

**PW-04-2020 Hot Mix and Asphalt. Petawawa.**  
 Greenwood - \$180,733.50  
 H&H Const. - \$174,296.75  
 Miller Paving - \$267,695.00

**Mill Ridge Road and Nieman Drive Rehabilitation Contract No. PW-2020-01. McNab Braeside.**  
 BR Fulton - \$1,396,918.45  
 Aecon - \$1,545,000.40  
 Walsh Cont. - \$1,684,074.67  
 Miller Paving - \$1,693,914.36

**Three Quarter (3/4) Ton Extended Cab Pickup Truck (4x4) PW-2020-03. McNab Braeside.**  
 Mack MacKenzie - \$49,912.10  
 Urban Ford - \$54,278.85

**2020-PW02 "A" Gravel. North Algona Wilberforce.**  
 R.J. Selle - \$65,674.40  
 McRae Equipment - \$79,494.80

## It's A Fact

### Ontario Fiscal Update

**\$30 billion**

The Ontario government's projected spending in response to COVID-19 (August 12, 2020)

**\$17 billion**

The Ontario government's projected spending in response to COVID-19 in Ontario's Action Plan: Responding to COVID-19 on March 25, 2020

**\$7.7 billion**

Ontario government funding to build hospital capacity, prevent and contain the spread of COVID-19 in long-term care homes, increase testing and purchase PPE/medical supplies

**\$11.0 billion**

Ontario government funding to support people and jobs, including temporary pandemic pay for 375,000 frontline workers of over \$1.5 billion

**\$4 billion**

Ontario government funding to municipalities, transit agencies, temporary relief for residential, farm, small business, industrial and commercial electricity consumers

**\$38.5 billion**

Ontario's projected deficit for 2020-21

**\$343.2 billion**

Canada's projected deficit for 2020-21 (as of July 8, 2020)

**24-88**

Months to return to pre-recession peak employment across the last three recessions

**13.6%**

Ontario unemployment rate from February to May 2020

**11.3%**

Ontario unemployment rate as of July 2020

Source: Ontario Government, August 12

# Tender Results Around The Region

**Supply and Haul of Granular M-PW 2020-04. Horton.**

RGT Clouthier - \$63,842.00  
BR Fulton - \$46,379.72

**H & H Const. - \$71,860.09**

**Winter Sand 2020-PW-012.**

**Tay Valley.**

Crains' Const. - \$348,450.00  
Arnott Bros. - \$388,825.00

**#2020-11 - HVAC Upgrades at Cobden Public School.**

**RCDSB.**

Irvcon Limited - \$272,770.00  
Bruce Mechanical - \$199,286.00  
VCI Controls Inc. - \$256,831.82  
PSL Mechanical - \$292,914.00  
Climate Works - \$229,800.00  
Zenith Mech. - \$224,490.00

**Supply & Installation of a Generator at Eganville PS and Killaloe PS #2020-12. RCDSB.**

**Frank's Electric**

Eganville PS - \$160,230.00  
Killaloe PS - \$150,543.00  
Gannon/Blackburn Electric Inc.  
Eganville PS - \$206,599.00  
Killaloe PS - \$198,987.00  
JWK Utilities & Site Services  
Eganville PS - \$161,714.00  
Killaloe PS - \$154,753.00  
Welk Electric Ltd.  
Eganville PS - \$198,760.00  
Killaloe PS - \$189,780.00  
Rondeau Electric 1997 Ltd  
Eganville PS - \$217,105.00  
Killaloe PS - \$218,000.00

**20-02 Grass Cutting and Grounds Maintenance (2 Year Contract). Mississippi Mills.**

Cooney Construction

Year 1 - \$16,272

Year 2 - \$17,176

Troy Property Maintenance

Year 1 - \$10,432.12

Year 2 - \$10,432.12

Bosman's All Weather Property

Year 1 - \$18,746.70

Year 2: \$19,198.70

**2020-PW03 Hauling and Stockpiling of Winter Sand.**

**North Algonia Wilberforce.**

R.J. Selle - \$27,475.00  
R.G.T. Clouthier - \$35,190.00  
McRae Equipment - \$27,125.00

**#2020-10 Supply & Installation of LED Lighting at Madawaska Valley District High School (Invitation Only).**

RCDSB.  
Earl Carr Electric - \$594,722.00  
Lecompte Electric - \$593,500.00  
Frank's Electric - \$473,289.00  
Yemen Electric - \$512,000.00

**Site Improvements at Various RCDSB Locations Jp2g Contract No. 20-5025A.**

RCDSB.  
Greenwood Paving  
Opeongo HS A - \$249,860.00  
Opeongo HS B -- \$176,400.00  
Opeongo HS C - \$49,140.00  
Queen Elizabeth A - \$43,272.00  
Queen Elizabeth B - \$26,528.00  
Queen Elizabeth C - \$32,358.00  
Queen Elizabeth D - \$11,550.00  
Highview Parking - \$338,624.10  
Highview Entrance - \$171,400.00  
Highview Taxi - \$31,760.00  
Highview Kiss/Ride - \$142,436.00  
CSL Group Ltd  
Opeongo HS A - \$394,276.0000  
Opeongo HS B - \$274,430.0000  
Opeongo HS C - \$68,915.0000  
Queen Elizabeth A - \$44,149.00  
Queen Elizabeth B - \$28,676.00  
Queen Elizabeth C - \$35,645.00  
Queen Elizabeth D - \$15,800.00  
Highview Parking - \$356,946.50  
Highview Entrance - \$168,665.00  
Highview Taxi - \$34,867.00  
Highview Kiss/Ride - \$157,827.50

**Refrigeration Maintenance - Almonte & Pakenham Arenas. Mississippi Mills.**

A/C Mechanical

Stewart CC - \$560  
Almonte CC - \$560  
Almonte (Curling Rink) - \$365  
Emergency Service: \$90/hour  
Regular Hourly: \$85/hour  
Cimco Refrigeration  
Stewart CC - \$2800  
Almonte CC - \$2800  
Almonte (Curling Rink) - \$2800  
Emergency Service: \$125/hour  
Regular Hourly: \$115/hour

**2020-PW01 Township Road Revitalization Project. North Algonia Wilberforce.**

Bonnechere Ex. - \$2,094,304.28  
Greenwood - \$1,643,728.75

**BV20-01 Operational Review. Bonnechere Valley.**

Municipal Government

Wayfinders

Cost: \$40,115.00  
Score: 97  
Maclarens Municipal Consulting  
Cost: \$49,720.00  
Score: 93  
Performance Concepts  
Cost: \$78,786.00  
Score: 85  
WSCS Consulting Inc.  
Cost: \$78,503.00  
Score: 80

**One New Half Ton 4x4 Pick-Up Truck SA2020-05. South Algonquin.**

Two bids were received for this tender. The winning bid came from Hunter Ford of Madoc and it was just over 36k. The bid from Vance Motors of Bancroft was \$920 more than the winning bid but they were not able to guarantee that they actually had a truck available.

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

X-Site Enterprises - \$45,659.23  
Clean Water Works - \$48,341.40  
Hughson Fencing - \$237,808.50

**PW-E-07-2020-20-Eo 4x4 Loader with 18'-2" Digging Depth. Lanark County.**

Lanark County is only releasing the name of the successful bidder and the bid price.

Brandt Tractor - \$145,310.00

**Engineering Services for a Transportation Study and Preliminary Detailed Design of County Road 51 (Petawawa Boulevard) Intersections from County Road 26 (Doran Street) Northerly to Garrison Petawawa. County of Renfrew.**

AECOM - \$247,904.00  
BT Engineering - \$251,415.00  
JL Richards - \$284,025.00

**PWO-2020-19 – Roofing Replacement and Exterior Wall Repairs – Cobden Patrol Garage. County of Renfrew.**

Irvcon Limited- \$187,075.00

**Asphalt Scratch Coat Paving & Shoulder Gravelling.**

**County of Renfrew.**  
Miller Paving - \$599,265.50  
H&H Const. - \$666,532.78  
Greenwood - \$670,243.75  
Bonnechere Ex. - \$708,162.83

**PWC-2020-12 – Reconstruction of County Road 512. County of Renfrew.**

Bonnechere Ex. - \$1,466,260.78  
R.G.T. Clouthier - \$1,635,200.89  
Greenwood - \$2,374,439.50

**PWO-2020-01 – Street Sweeping. County of Renfrew.**

Eastway Cont.- \$32,400.00  
Hughson Fencing - \$40,500.00  
B.R. Fulton - \$44,480.00  
McCrea Equip. - Bid Rejected

**PWO-2020-02 – Line Marking. County of Renfrew.**

B.R. Fulton - \$91,000.00  
R.G.T. Clouthier - \$97,000.00  
Cavanagh - \$109,500.00  
Bonnechere Ex. - \$109,890.00  
G.P. Splinter - \$161,990.00  
R.J. Selle - Bid Rejected

**PWO-2020-03 – Manhole & Catch Basin Cleaning. County of Renfrew.**

Xsite Enterprises - \$29,205.00  
Eastway Cont. - \$73,800.00  
Hughson Fencing - \$76,582.00

**PWO-2020-04 – Two Tandem Truck and Plow. County of Renfrew.**

**Truck 1**  
Freightliner - \$300,846.49  
Valley Truck - \$305,820.00  
Francis Canada - \$311,475.00  
Antrim - \$319,310.00  
Surgenor - \$342,947.00  
**Truck 2**  
Freightliner - \$300,846.49  
Valley Truck - \$305,820.00  
Francis Canada - \$311,475.00  
Antrim - \$319,310.00  
Surgenor - \$342,947.00

**PWO-2020-07 – Steel Sign Posts. County of Renfrew.**

UCC Industries - \$31,595.44

**Winter Sand. Tay Valley.**

Crains' Const. - \$348,450.00  
Arnott Brothers - \$388,825.00

# The Code of Conduct

## Local elected official found to be in error, says Commissioner

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

The Township of Lanark Highlands is looking to address a complaint filed December 17, 2019, under their code of conduct. The complaint was made against Deputy Reeve John Hall and was investigated by the municipality's Integrity Commissioner, Tony Fleming, of Cunningham Swan. There were five parts of the complaint.

### Municipal Logo

The complaint alleged that Hall spoke to a member of the public at a committee of the whole meeting on December 3, 2019 and agreed that the new municipal logo was a waste of money. Fleming found that characterizing a decision of council as a waste of money does not foster respect for the decision and is a breach of sections 10.1 and 10.3 of the code of conduct. There are ways to communicate that while you may not agree with the majority that you still respect the process and the right of the majority to make the decision.

### Democracy

On November 19, 2019, Hall advocated to have a decision of council reconsidered. The motion was defeated. Hall allegedly stated "so much for democracy." While Deputy Reeve Hall did not recall making the statement, a month later, he used similar language in a letter to the editor of the Lanark Era. The Integrity Commissioner found that Hall *did* make the statement. He was upset with being unable to convince council to reconsider the decision and his statement did not respect the decision of council. His verbalization of it was in breach of the same sections of the code of conduct as above.

### Emails To Staff

Hall sent a series of emails to staff that challenged the CAO and expressed Hall's view that

changes to the internal processes and financial reporting were inappropriate. Fleming wrote that Hall also used "intemperate language that threatened consequences if the CAO did not follow council's decision." Yet, at the time of the emails, council had not provided direction to the CAO, thus, the CAO was not disobeying council's direction, something to which Hall admitted. The finding was that Hall didn't treat the staff respectfully and his language was disrespectful and abusive. As no individual member of council has any authority to direct staff, the pressure to have the CAO make policy changes was a breach of section 6.1 and 11.2 of the code of conduct.

### Negative Comments

Hall allegedly commented negatively to a member of the public about council's decision to rent Christmas lights in 2019. Hall stated, "I think I have now seen/heard everything – if this doesn't get people upset I don't know what will." The Integrity Commissioner found that the statement does not support the decision of council and breached sections 10.1 and 10.3 of the code of conduct.

### Published Email

Hall received an email from Reeve Peter McLaren alleging Hall's improper behaviour. Hall published the email in a local newspaper, and included his response in a letter to the editor. Hall posited that because the email was not marked "confidential" that he was entitled to publish it. Fleming found that sending the letter to the media and including a response was intended to demean Reeve McLaren and show Hall's displeasure. The letter to the editor and the act of disclosing the email breached section 611 of the code of conduct.

It will be the decision of council as to how to proceed.

## Tenders

### EXPRESSION OF INTEREST

Affordable Housing Concepts and Potential Development Opportunities Expression of Interest# 2020-09

APN – Petawawa Construction Program for FY 2020-2021 with Security Requirements inquin Provincial Park

### REQUEST FOR PROPOSAL

Engineering Services for the Village of White Lake Road Renewal Contract No. PW-2020-08

RFP #: 20-ED-01 Purchase and Development of Town-Owned Land in Smiths Falls

PW 2020-20 Environmental Monitoring and Reporting at Waste Sites

2020-002 – Addition of Standby Generator for Municipal Office-Road Garage

2020-001 – Construction of Outdoor Washroom and Changing Facility

### REQUEST FOR QUOTATION

Winter Maintenance – Municipal Offices, Garage and Lanark Lodge #PW-B-27-2020-23-EE

Re-Pointing Exterior Brick of Horton Community Centre PW-2020-06

RFQ-Housing 20-19, 20 & 21 – Patio Doors and Window Replacement – Spruce Street Townhomes Complex, Arnprior

### TENDERS

RFQ 20-MRP01 – Marianhill Inc Redevelopment Project Request for Qualifications

One (1) New 2020 4WD Half-Ton Crew Cab Truck with Matching Truck Bed Cap Tender Contract No. T-20-13

20-18 Supply and Installation of Outdoor Digital Sign at Almonte Community Centre

2020/2021 All Season Combination Dump Body-Spreader Proline2 1011 LW & Assembling Unit Complete

One 2020/2021 Single-Axle Truck Tender #20-19

PW 2020-21 Waste Collection Lanark Village

PW 2020-22 Waste Depot Management

PWO-2020-12 – Loader Rental – Four Locations

PW-2020-06 2020 McLean Avenue Park, Arnprior and Albert Street Cemetery Tree Removal Project

Upgrade Known Distance Range, Phase 2 – Petawawa, Ontario

Siding, Windows and Doors, Various RHUs, Petawawa, Ontario

Upgrade Heating Exchangers at P49

Galeairy Lake Memorial Park Outdoor Privy SA2020-06

For full tenders and results, visit [www.ovbusiness.com](http://www.ovbusiness.com)

Follow our Facebook page and keep up to date on tender postings:  
[www.facebook.com/ovbusiness](https://www.facebook.com/ovbusiness)

# Master Chef To Master Marketing

## Lessons on competing from a cooking show



MARKETING

**By: Jennifer Layman**  
jenn@fwdthink.net

I have been watching re-runs of MasterChef – the American cooking competition show that invites home cooks to compete in front of Gordon Ramsay, Joe Bastianich and Graham Elliot. Contestants compete in a series of individual and team challenges and then one contestant is eliminated each episode, resulting in a cook-off between two cooks for the title of MasterChef. The irony is that I don't like to cook! But I love to compete. And this show is all about competing.

While the home cooks bring their cooking ability to the show, they face challenging situations with food, with people or with twists from the judges. Competing in MasterChef is much like marketing a business – it's about being prepared for the things you know, and for the things you hadn't expected.

Here are some MasterChef lessons learned about how to compete.

### Detractors

There are always situations that can detract the cooks from their goal of preparing the meal. The best cooks find a way to work around it. They might find a compromise with a teammate who wants to do something different or they might brush off a comment from another cook. The competitors who become eliminated let their focus drift from the goal to the detractor.

### Problem-Solving

Cooking is all about problem-solving. It could be a solution to a missing ingredient, an alternative to a broken pastry, a workaround because a teammate doesn't know how to complete a particular task. No matter how prepared you are there will always be a need to problem-solve. Keeping your eye on the goal and finding a solution that allows you to keep moving towards that goal is a key characteristic of marketing.

### Sticking To Plan

Some of the competitions are for cooks to replicate a dish. Some take liberties and do their own thing, and the judges just scratch their heads wondering why they didn't follow the

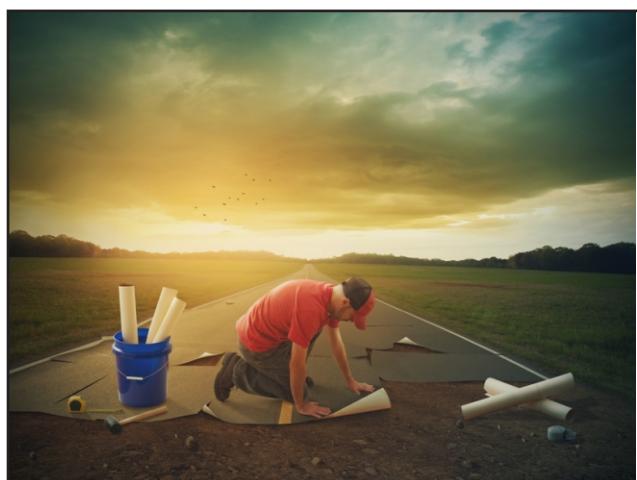
instructions. It can be difficult in marketing to follow a plan because ideas pop into our heads all the time. However, the marketing plan you have is much like the dish to replicate – it has been done a certain way for a reason. The time to be creative is not when you are competing for results.

### Commitment

Like any form of competition, you cannot win if you give up. No matter what is happening around you or impacting you, giving up will not bring you out on top. You have to accept that there will be challenging and even difficult times and you have to work through it. Many businesses put the brakes on a marketing plan too soon and it gives their competitors an edge. It's easier to gain speed when you're still moving, as opposed to being stopped.

If you think you are too small of a business to be a competitor, consider this: the home cook who won the third season of MasterChef was a woman named Christina Ha. She was blind.

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



## Sometimes, you have to build your own road

Business is rarely a “one-size-fits-all” situation. This is especially true when it comes to marketing. Luckily, we’re road builders.

**forwardthinking**  
MARKETING AGENCY

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

## Deadlines

### OTTAWA VALLEY BUSINESS

Publishes: September 1, 2020  
Deadline: August 25, 2020

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Publishes: September 15, 2020  
Deadline: September 8, 2020

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Publishes: October 6, 2020  
Deadline: September 30, 2020

### 101 THINGS TO DO IN THE VALLEY

September-October Edition  
This edition is now online at [www.travelourbackyard.com](http://www.travelourbackyard.com)

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November-December Edition  
Publishes: October 15, 2020  
Deadline: October 12, 2020

### HEALTH MATTERS

Summer 2020 Issue  
Publishes: July 10, 2020  
This issue has been distributed

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

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

## Biz Quiz Answers

- 1) 62,355
- 2) 87 cents
- 3) 11,200
- 4) Amazon.ca
- 5) \$98.9 million
- 6) \$8,000-\$10,000
- 7) 20 per cent
- 8) 18 per cent
- 9) 80 per cent
- 10) Finance Minister Bill Morneau