



COVID Spurs Underground Economy Pre-pandemic it was already a \$61.2 billion business

By: Jennifer Layman
jenn@ovbusiness.com

The Windsor Star ran an article in April - *Risky business: Underground economy booming during COVID pandemic* - where they interview a barber who was continuing to cut hair at the request of patrons who are no longer afraid of getting caught soliciting the service. For the barber, it took a lot to start performing "illicit" haircuts, but it became the only way to maintain a living. His service seems to be helping with the mental health of people who either need to see someone or feel better about themselves as the lockdowns continue.

The article quotes a sentiment from the barber that is common for other small businesses in Ontario. "For many working in the underground economy, their patience ran out during the second lockdown when large box stores scooped up volumes of new business while the province forced small businesses, service industries



and restaurants to close their doors," the article continues.

The Star also reports that women's hair salons and personal grooming services are seeing an increase demand in the underground economy. Some gyms are also continuing to operate also, including group workouts in basements stocked with gym equipment. A restaurant in nearby Leamington, Family Kitchen, has publicly stayed open and the province suspended their liquor licence for doing so. However, home-based food businesses

(unregulated by anyone) have started popping up in the underground. People are also doing deliveries for cash.

A webpage on the Ontario government website - www.ontario.ca/page/underground-economy - lists the challenges with the underground economy. The webpage was last updated in 2019 and says the underground economy refers to "illegal activities people or businesses do to avoid paying taxes." Today, it refers to how people continue to make a living when a legal business is not

allowed to operate.

A link on the page says that in 2016, the underground economy "accounts for more than \$45 billion in annual economic activity in Canada and over \$16 billion in Ontario alone. "Further it continues that "a business that follows the rules will have a hard time competing with one that's cheating on its taxes. That isn't fair – a level playing field is important for all businesses."

I'm sure this is how businesses the government has labelled as "non-essential" feel about those labelled "essential." Interestingly, when it comes to paying taxes, the labels don't seem to apply.

A February 2021 story by Global News, the 2018 value of the underground economy was estimated at \$61.2 billion. Catherine Connelly, a professor of organizational behaviour at McMaster University's DeGroot School of Business, says that has likely grown during the pandemic.

Continued on Page 3



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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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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

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MAILING ADDRESS

2113 Petawawa Boulevard,
 Pembroke, Ontario K8A 7G8

Events

May 6, 2021

Three Secrets to Creating Wealth as an Entrepreneur. Join business wealth coach, Michelle Van Tol as she shares the secrets of creating business wealth based on more than 25 years of her experience working with entrepreneurs. 11:00am-12:00pm. Free. <https://bit.ly/3uJQB2p>

May 7, 2021

Ask OSME Anything. Virtual drop-in sessions with specialists from the Office of Small and Medium Enterprises for discussions related to government procurement and more. 12:00pm-1:00pm. 1-800-668-5378

May 11, 2021

Join founder of I of the Storm Coaching & Consulting, Lisa Weiss, to learn how to shift your mind set and create the life you strive for. Tips on how to gain control in stressful situations and learn the power of words and how to reframe them to gain control over stress. 1:00pm-2:30pm. Free. <https://bit.ly/3vplPw8>.

May 11, 2021

How to Cost and Price Your Products and Services Profitably. Interactive online session that'll teach you how to price and cost your products and services. 10:00am-11:30am. Free. Small Business Advisory Centre. 613-283-7002 or cjames@smallbizcentre.ca

May 12, 2021

Validate Your Business Idea. There are many great ideas, but do you have a great business idea? This session will discuss factors you need to consider before you jump into business. 1:30pm-3:00pm. Free. Call 613-828-6274 or clientservices@investottawa.ca

May 13, 2021

Did you know that your website can tell you what makes your business successful? Join David Bird of Bird's Eye Marketing and discover the secrets to online success. In this beginner-level seminar, learn how to use Google Analytics to help you make strategic decisions that will make your business even better. 10:00am-11:30am. Free. <https://bit.ly/2PYBSSSt>

May 13, 2021

Social Enterprise 101. Learn more about social enterprise models and characteristics, local examples, resources, and considerations for starting. 12:00pm-1:00pm. Free. Call 613-828-6274 or clientservices@investottawa.ca

May 14, 2021

Ask OSME Anything. Virtual drop-in sessions with specialists from the Office of Small and Medium Enterprises for discussions related to government procurement and more. 12:00pm-1:00pm. 1-800-668-5378

May 18, 2021

E-Commerce Platforms for Beginners. Sean Stephens, CEO of Treefrog, will discuss e-commerce platforms to help you determine the best one for you. 12:00pm-1:00pm. Free. Call 613-828-6274. www.facebook.com/investottawa

May 19, 2021

Innovation For Defence Excellence and Security. 6:00pm-7:00pm CST. Includes elements that promote collaboration between innovators, provides developmental resources and opportunities to interact with the Department of National Defence's science and military members. <https://meetings.ringcentral.com/j/1478573700>

May 20, 2021

Grant Writing 101 For Women Entrepreneurs. 10:00am-11:00am. Free webinar. A WE-CAN event. In this 1-hour session, Nancy Churchman, PhD. will share seven keys to grant funding success, developed over her 15 years of experience in preparing successful grant proposals. <https://tinyurl.com/3553ma8s>

May 20, 2021

Financial Forecasting. Webinar will help you understand how to develop sound financial projections, a working cash flow model and interpret related financial statement components. 9:30am-11:30am. Free. Invest Ottawa. Call 613-828-6274 or www.facebook.com/investottawa

May 21, 2021

Ask OSME Anything. Virtual drop-in sessions with specialists from the Office of Small and Medium Enterprises for discussions related to government procurement and more. 12:00pm-1:00pm. 1-800-668-5378

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Governments Missing Tax Revenue

Could be beneficial as debt levels rise

Continued from Page 1

“We desperately need the tax revenue. As a society, this is how we function that we get to have nice things like hospitals, and schools and stuff like that,” she is quoted as saying.

Mayor of Brampton, Patrick Brown, told The Peterborough Examiner that “In terms of the personal care industry, it was turning into an underground economy. People were simply going to someone’s basement for

personal care services or going to another city.”

A lot of the focus on the underground economy has been on the trades as they do work “on the side” and for cash. However, a browse through Facebook Marketplace allows you to buy any number of things - women’s clothing, home decor, gardening accessories, weight equipment (not used), plenty of food, wood, landscaping products, haircuts, manicures and more.

As the government shuts down these businesses - either completely or partially - they lose out on the tax revenue that is generated by these operations. At a time when all governments are recording the highest debt levels ever, revenue to help pay for the COVID spending is important. And, if businesses don’t have to pay because they are closed, others will have to pick up the slack.

Renfrew’s \$16 Million Project

New rec centre will be 76,000 square feet

On April 19, the Town of Renfrew received a huge cheque for the Ma-te-Way Activity Centre Expansion. The Government of Canada is investing \$6.4 million towards this project through the Community, Culture and Recreation Infrastructure Stream

of the Investing in Canada Plan. The Government of Ontario is providing \$5.37 million, and the Town of Renfrew is contributing \$4.3 million. The 76,500-square-foot expansion includes an Indigenous Cultural Centre, an NHL-sized ice surface, an elevated walking track, fitness

centre, regulation-sized gymnasium, multi-purpose rooms, administrative offices and lease space. The expansion will improve access to cultural infrastructure and better meet community needs through enhanced and accessible recreational facilities.

Advocates For Small Businesses

The following organizations and groups have been providing research, legal assistance and direction towards individuals and small businesses during the COVID-19 pandemic restrictions.

We Are All Essential

www.facebook.com/WeAreAllEssential.ca
www.weareallessential.ca | waae2021@gmail.com

Police On Guard For Thee

www.facebook.com/PoliceOnGuardForThee
www.policeonguard.ca | info@policeonguard.ca

Justice Centre For Constitutional Freedoms

www.facebook.com/justicecentre
www.jccf.ca | info@jccf.ca

If you know of a resource for small businesses, let us know. We will include it in an upcoming edition.



Book Club

influencer

BUILDING YOUR PERSONAL BRAND
 IN THE AGE OF SOCIAL MEDIA



The blueprint to manage and monetize
 your influence as a content creator

BRITTANY HENNESSY

If you’ve ever scrolled through your Instagram feed and thought, “I wear clothes, eat avocado toast and like sunsets, why can’t someone pay me to live my best life?” this book is for you.

Every one of your favourite influencers started with zero followers and had to make a lot of mistakes to get where they are today - earning more money each year than their parents made in the last decade. But to become a top creator, you need to understand the strategies behind the Insta-ready lifestyle.

As a nightlife blogger, then social media strategist, and now Senior Director of Influencer Strategy and Talent Partnerships at Hearst Magazines Digital Media, Brittany Hennessy has seen the role of influencers evolve and expand into something that few could have imagined when social media first emerged. She has unrivalled insight into where the branded content industry was, where it is, and where it’s going. In this book she’ll reveal how to:

- Build an audience and keep them engaged
- Package your brand and pitch your favourite companies
- Monetize your influence and figure out how much to charge

Whether you’re just starting out or you’re ready for bigger campaigns, Hennessy guides you through core influencer principles.

Business News Around The Valley

Admaston Bromley Burn Permits

The Township of Admaston Bromley is advising that from April 15 to November 15, 2021, burn permits will not be issued. The reason is for open air burning to take place outside of the dryer seasons to decrease the risk of property damage and the risk to health and safety. This only prevents open air burning involving a permit. It does not restrict campfires or outdoor furnaces as these are only restricted upon the issuance of a level two fire ban.

Hazardous Waste - Bancroft
The Town of Bancroft's municipal hazardous or special waste event day is Saturday, May 8, 2021 from 9:00am to 2:00pm at the Dungannon Waste Disposal Site. The event is for Town of Bancroft ratepayers only. For additional information, please contact the municipal office by telephone at 613-332-3331.

Deep River Water Bills Delayed

The Town of Deep River has posted on their Facebook page that due to COVID-19, payments for the first water bill of the year have been delayed until June 30, 2021.

Hazardous Waste - HCM
The United Townships of Head, Clara and Maria are hosting a municipal hazardous and special waste day on May 29, 2021 from 8:30am to 12:30pm at the Kenny Road Landfill Site. For information call 613-586-2625 or admin@headclaramaria.ca

Clean & Safe Properties Bylaw Survey

Over the years, council and staff at Lanark Highlands have received numerous complaints about the degrading condition of private properties within the township. Council has directed staff to investigate the implementation of a Clean and Safe Properties Bylaw that may be passed to restrict anything from overgrown grass to derelict vehicles on private properties within the township. With the understanding that many items may be regulated, council is asking residents to identify what they would like to see covered under the bylaw. Residents can complete the survey online or by submitting a paper copy by mail or directly in the drop slot outside the township office. The online survey is available at: <https://www.surveymonkey.com/r/8B7NGTG> Paper copies are available throughout the municipality. The deadline to complete the survey is May 27, 2021 at 4:00pm. For information, call 613-259-2398.

Internet Issues Prevent BLR Council Meetings On Zoom
Township of Brudenell, Lyndoch and Raglan posted a message on their Facebook page about being unable to continue Zoom meetings due to internet availability. On April 28, the municipal posted "After the Zoom test meeting last evening, it was concluded that not everyone has suitable internet connections to conduct a council meeting via Zoom. Again, we

apologize for the inconvenience, as the meeting tonight will be by teleconference only. We will continue with our efforts to establish more ways to reach the residents of BLR."

Lanark Highlands Lifts Fire Ban

Effective Friday, April 30, Lanark Highlands will lift the fire ban. 2021 fire permits are required for any burning but only brush burning needs to be called or emailed in. If anyone has any questions or concerns or if you need a fire permit call 613-259-2398 ext. 242 or envirofire@lanarkhighlands.ca

Lanark Highland Seeks Ward System Feedback

On March 9, the Township of Lanark Highlands received a petition under Section 223 of the Municipal Act from at least 1 per cent of the electorate to dissolve the ward system in the township. Council has 90 days to render a decision from the date of receipt of the petition. As a result,

council directed staff to undertake an informal survey of the electorate for 30 days to receive feedback on whether the ward system or the at-large system is preferred. The survey is available on the website at www.lanarkhighlands.ca (paper copies also available at the municipal office) and must be completed by May 26, 2021.

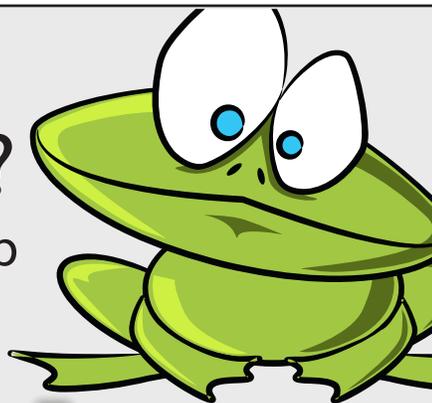
MB Hazardous Waste Depot
The household hazardous waste depot will be open to the public from May 8 to August 21, 2021 at the Renfrew Landfill Site, located at 376 Bruce Street. Hours are Tuesday, Wednesday and Saturday from 8:00am to 4:00pm and Thursday from 8:00am to 7:00pm. For further information contact the site manager at 613-432-0731. Residents of the Township of McNab Braeside upon showing identification will be welcome to dispose of items.

Continued on Page 5

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OCC Talks Economic Development
Every region is different: group efforts encouraged
By Jennifer Leggett
jleggett@ovbusiness.com

THE GREAT MOSAIC
The Ottawa Chapter of the Ontario Council of Chambers of Commerce (OCCC) is pleased to announce the launch of the Great Mosaic project. The project is a collaborative effort between the OCCC and the Ottawa Valley Business Association (OVBA) to create a comprehensive business directory for the Ottawa Valley region. The directory will be available online and in print. It will feature profiles of businesses in the region, including contact information and services offered. The project is a testament to the power of collaboration and the importance of supporting local businesses. For more information, contact the OCCC at www.ovbusiness.com.

Open To The Public
At the Ottawa Valley Airport
Fall Harvest Breakfast
Saturday, October 12 | 8:00am-10:30am
Buffet breakfast with scrambled eggs, Applesauce, baked beans, pork sausage, seasonal potatoes with gravy, Fruit, Pancakes, Omelette, and coffee. \$15 adults | \$11 children
Proceeds donated to Project Runway
Hosted by: Ottawa Valley Airport
Phone: 613-462-1311 | events@ovairport.com

Business News Around The Valley

Continued from Page 4

Park Development Starting Soon in Mill Run Park

The Municipality of Mississippi Mills has awarded the Mill Run Park development project to Strathmar Trenching Ltd. The project includes a play structure, benching, pathways, a grassed playing field and a small parking lot. Work is expected to begin in May and is scheduled to be substantially complete in October. The play structure and pathways will be accessible once the project is substantially complete, but the field will remain fenced off and unavailable until the grass has become established, later in 2022. Questions or concerns regarding the project can be directed to Calvin Murphy at cmurphy@mississippimills.ca or 613-256-1077 ext.24.

Environmental Day Cancelled In Petawawa

The Ottawa Valley Waste Recovery Centre has announced that the May 8 environmental day at the Petawawa Civic Centre is cancelled due to current COVID-19 restrictions. Hazardous waste and electronic waste continue to be accepted

from residents of Petawawa, Pembroke, Laurentian Valley and North Algona Wilberforce at the Ottawa Valley Waste Recovery Centre during regular operating hours. There is no charge for drop-off for residents. The status of June 5 and August 21 environmental days will be decided closer to their dates.

Petawawa Seeks CIP Input

The Town of Petawawa wants input on the development of its Community Improvement Plan (CIP). There is a business survey and a community survey available to complete. Surveys are open until May 7, 2021. The business survey is available at www.surveymonkey.com/r/petawawacip-biz

Municipal Hazardous Waste - Whitewater Region

The Township of Whitewater Region is hosting a spring hazardous waste event on May 15, 2021 from 9:00am to 1:00pm. It will take place at the Mineview Public Works Garage at 2271 Mineview Road. For information, contact Steve Hodson at 613-646-2282 ext.127

Duncan New Head of Lanark Lodge

The County of Lanark has announced the appointment of

Carey Duncan as the new director of Lanark Lodge. Duncan will commence her duties on May 25. She holds a Baccalaureate and Master of Science in Nursing and a certificate in Long Term Care Senior Management. She has held Director of Resident Care and Administrator positions at two other local long-term care homes.

Pembroke CIP Grants

The economic development and communications officer for the City of Pembroke is recommending approvals for Community Improvement Plan grants. Pembroke Mall (\$2,500) has installed COVID-19 signage, Plexiglas, and wall-mounted hand sanitizers. Little Things Canning Company (\$810.63) plans to install an additional sink to give employees an extra location for hand washing while serving customers, and install floor decals for physical distancing. Pembroke Public Library (\$726.10) has installed Plexiglas and wall-mounted hand sanitizer.

Pembroke Recommending Patio, Sign Fees Waived

The City of Pembroke's Planning, Building and Bylaw Enforcement Department is recommending that the fees for encroachment agreements for outdoor patios and sign permits for sandwich board signs be

waived for 2021. The department further recommends that existing and proposed encroachment agreements for outdoor patios during COVID-19 be extended past October 31 as long as all outdoor patios will be removed 24 hours after the first snowfall. The cost for an encroachment agreement for outdoor patios is \$350.00 and the cost of sandwich board signage is \$50.00 per sign.

UOV OPP Reports On Mental Health Calls

Constable Shawn Peever of the Upper Ottawa Valley OPP provided the Town of Petawawa with an overview of the mental health mobile crisis response team since the partnership was launched last year. Two mental health professionals are partnered with officers to attend calls for service related to mental health. The crisis team also conducts medication compliance and wellness checks after patients are discharged from the hospital to ensure they are not alone and continue to be connected to support services. Constable Peever reported since implementation the crisis team responded to 98 calls for service in 2020 (only operational for eight months due to COVID), and from January to April 2021 the crisis team has responded to 76 calls for service already.



101 Things
You Can Do
During The
Ontario
Lockdown

101 Things
To Do in the Valley

May-June Issue

Link included in this issue or download for free
at www.travelourbackyard.com

COVID-19 Outbreak Update No Longer Reported in OVB

For the past few issues, Ottawa Valley Business has been publishing the statistics related to COVID-19. However, we have recently learned that the count of death cases being reported in Ontario is not exclusive to deaths caused by COVID-19; they could have had COVID but it wasn't the cause of their death. This was reported in an article in the *Toronto Sun* (October 2020) and in a July 2020 Twitter post by Toronto Public Health. Given the additional factor in the number of reported deaths, we feel it is best not to reprint any numbers surrounding COVID-19 reporting.

Link to the Toronto Sun article here:

<https://torontosun.com/news/provincial/ontario-death-count-includes-people-who-didnt-die-of-covid-19-but-exactly-how-many-is-unknown>

It's A Fact

Daily Exchange Rates (April 30)

	0.9490
Australian dollar	
	0.1898
Chinese renminbi	
	1.4798
European euro	
	0.1582
Hong Kong dollar	
	0.01660
Indian rupee	
	0.01125
Japanese yen	
	0.06091
Mexican peso	
	0.8823
New Zealand dollar	
	0.1482
Norwegian krone	
	0.01635
Russian ruble	
	0.3276
Saudi riyal	
	0.9240
Singapore dollar	
	0.08493
South African rand	
	0.001101
South Korean won	
	0.1455
Swedish krona	
	1.3468
Swiss franc	
	0.04399
Taiwanese dollar	
	0.1484
Turkish lira	
	1.7003
UK pound sterling	
	1.2285
US dollar	

Source: Bank of Canada

Tax Deadlines and Relief Programs

An update from CPA Canada

Source: CPA Canada

The deadline to file your 2020 income tax was April 30. For self-employed individuals and their partners, the filing deadline remains June 15 and amounts owing are due April 30.

As stated on its website, the Canada Revenue Agency (CRA) intends to charge taxpayers a late-filing penalty if they file

their 2020 tax return after April 30, 2021 and there is unpaid tax at that time. The penalty is five per cent of the balance owing for 2020, plus one per cent of the balance owing for each full month the return was filed after April 30, 2021, to a maximum of 12 months. A higher penalty applies if a return was late-filed in the prior three years. Interest will also be charged on unpaid

amounts subject to the one-year relief program available to certain taxpayers. A link to this program is available at: <https://tinyurl.com/2fw45j3y>

As the website for that program states, this relief does not apply to late-filing penalties. Relief can be provided under the taxpayer relief program available at <https://tinyurl.com/36djmnrh>.

Ontario's Paid COVID Leave Program

Options for employees; how-to for employers

On April 29, Monte McNaughton, Minister of Labour, Training and Skills Development, introduced legislation that would, if passed, require employers to provide employees with up to \$200 of pay for up to three days if they are missing work because of COVID-19. This program will be retroactive to April 19, 2021 and effective until September 25, 2021. The expiry coincides with the expiry of the federal Canada Recovery Sickness Benefit (CRSB) program.

The province will partner with the Workplace Safety and Insurance Board to deliver the

program and reimburse employers up to \$200 per day for each employee. Ontario has also offered to provide funding to the federal government to double CRSB payments to Ontario residents, adding an additional \$500 per week to eligible individuals for a total of \$1,000 per week.

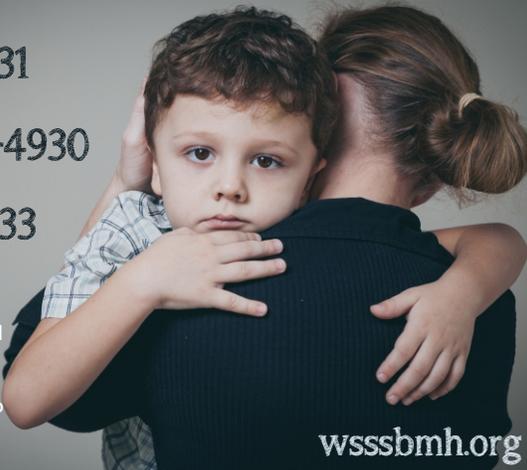
If an eligible worker must isolate for longer than 50 per cent of the time they would have otherwise worked for the week, due to a positive COVID-19 test or risk of exposure, they may apply for the CRSB if they haven't taken a paid leave day under this proposal.

Employers and workers can call 1-888-999-2248 or visit www.Ontario.ca/COVIDworker benefit to get more information and updates about the proposed COVID-19 paid leave days.

Currently, the Canada Recovery Sickness Benefit (CRSB) provides \$500 per week, before taxes. Recipients are entitled to up to four weeks between September 27, 2020, and September 25, 2021. As of April 11, 2021, over \$600 million of the \$1.1 billion committed by the federal government as part of the Safe Restart Agreement currently remains unclaimed.

Local Area:
613-732-3131
Toll Free:
1-800-267-4930
Text:
613-639-1233

Bernadette McCann House works for change that will end abuse, by providing safety, support and education to all who experience abuse.



wsssbmh.org

The rate of violence has increased in the pandemic. If you or someone you know needs help, we're here.

Who we hear from:
Women who are experiencing violence, men who are experiencing violence, children who witness violence or who feel unsafe, parents, grandparents, neighbours, family members, friend, co-workers, teachers, health professionals and **you**.

**Staying at home
is not safe for everyone.**

 **Bernadette
McCann House**

Tender Results Around The Region

Horton Township is considering sole sourcing One New 2021 GMC Sierra 3500 Series 4WD Regular Cab truck from Mack Mackenzie Motors of Renfrew for a total cost of \$65,198.74.

Microsurfacing of Allan's Side Road PW-2021-12. Tay Valley.

Miller Paving - \$74,135.00
Duncor Ent. - \$112,791.00

Supply and Delivery of Bulk Coarse Highway Salt PW-2021-13. Tay Valley.

Cargill Salt - \$ 95.81/tonne
Compass - \$ 100.26/tonne

Fire Station Generator PW-2021-08. Arnprior.

Brinkworth - \$99,666.00
Carleton - \$110,194.44
Gannon/Black. - \$122,342.38
Genrep Ltd. - \$215,161.55
JWK Utilities - \$77,190.30
Kenstruct Ltd. - \$185,000.00

New Parking Lot Entrance. Defence Construction Canada.

Awarded to 1956466 Ontario Inc of Pembroke in the amount of \$27,500.00.

Nick Smith Centre Parking Lot Rehabilitation PW-2021-10. Arnprior.

Aecon Const. - \$590,425.00
B.R. Fulton - \$607,183.75
Greenwood - \$570,640.17
H&H Const. - \$520,634.12
InDepth Cont. - \$631,203.48
Miller Paving - \$651,452.88
Cavanagh - \$605,699.85
MacSweyn - \$649,317.00

Tender PW2021-02 Paving. Admaston Bromley.

Greenwood - \$933,895.00
Cavanagh - \$950,572.00
Miller - \$1,006,538.00
H&H Const. - \$1,033,308.13
Bonnechere - \$1,069,633.83

Utility Tractor with Front End Loader PR-2021-02. Arnprior.

Huckabones - \$43,505.00

PW-2021-06 Arnprior Water Tower Overcoating. Arnprior.

C3 Industrial - \$172,530.00
JDCMI Coat. - \$ 211,100.00
Dayson Ind. - \$ 308,985.00
Landmark - \$ 332,400.00

Communications Construction. Defence Construction Canada.

Awarded to Waterdon Construction of Nepean in the amount of \$107,850.00.

Commissionaires 21-22. Defence Construction Canada.

Awarded to Commissionaires (Ottawa) in the amount of \$87,791.60.

Install Airfield Windsock. Defence Construction Canada.

Awarded to Frank's Electric of Pembroke in the amount of \$18,100.09.

Repair Rappel Tower at AA-028. Defence Construction Canada.

Awarded to RGT Clouthier Construction of Pembroke in the amount of \$7,280.00.

Replace Airfield Markings. Defence Construction Canada.

Awarded to Hi-Lite Canada of Richmond, B.C. in the amount of \$142,900.00.

One Dump Truck # PW-2021-07. Arnprior.

Donnelly Ford - \$68,868.98

Biz Quiz

1) This federal corporation lost \$779 million before tax despite a 25 per cent increase in parcel delivery.

2) The Canadian division of this company had losses of 14 per cent on a two-year basis due to more people working from home.

3) This U.S. clothing retailer is opening four stores in Canada due to an increase in sales north of the border. This is in addition to three locations already operating in Ontario.

4) This Canadian political party has fundraised \$3.5 million during the first three months of 2021.

5) This Canadian political party has fundraised \$1.63 million during the first three months of 2021.

6) This Canadian political party has fundraised \$8.47 million during the first three months of 2021.

7) This Canadian political party has fundraised \$373,000 during the first three months of 2021.

8) This Canadian political party has fundraised \$677,500 during the first three months of 2021.

9) On April 30, this U.S. attraction reopened after being closed for 412 days.

10) The Ontario government is freezing fees for these institutions for another year due to COVID-19.

Answers on Page 10

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Provincial And Federal News In Brief

Tuition Freeze In Ontario

The Ontario government is extending the current one-year tuition freeze for colleges and universities by an additional year, providing more financial relief and predictability for families and students seeking access to affordable post-secondary education.

Investing In IP

The Ontario government is introducing a pilot project around strategies for developing and protecting intellectual property. Internships will include an initial target of up to 100 spaces in the intellectual property (IP) stream offered through Mitacs, a national non-profit organization that builds partnerships to support industrial and social innovation in Canada.

Federal Budget and Business

The April federal budget listed some highlights for business:

- The Canada Emergency Wage Subsidy, the Canada Emergency Rent Subsidy and Lockdown Support are extended to September 25, 2021.

- A new Canada Recovery Hiring Program to provide eligible employers with a subsidy of up to 50 per cent paid to eligible employees between June 6 and November 20, 2021.

- The Canada Recovery Benefit and the Canada Recovery Caregiving Benefit are seeing an extension of weeks.

- The Canada Digital Adoption Program so businesses can adopt technology and get online.

- Businesses can expense \$1.5 million in capital investments in a broad range of assets, including digital technology and intellectual property.

- An additional \$560 million for the Canada Small Business Financing Program.

- Increasing loan funding with the Canada Small Business Financing Act

- \$64 million for Indigenous entrepreneurial programs

Tender Results Around The Region

Tender PW2021-03 Surface Treatment. Admaston Bromley.

Greenwood - \$680,635.20
Miller Paving - \$720,012.00

2021 Insurance RFP. Admaston Bromley.

AON - \$74,335.56
MIS - \$58,693.00

Tender PW-2021-10 Nick Smith Recreation Center Parking Lot Rehabilitation. Arnprior.

H&H Const. - \$520,634.13
Greenwood - \$570,640.17
Aecon Const. - \$590,425.00
Cavanagh - \$605,699.85
B.R. Fulton - \$607,183.75
InDepth Cont. - \$631,203.48
Miller Paving - \$651,425.88
MacSweyn - \$656,179.70

Ebb's Bay Road Surface Treatment Contract 2021-03. Drummond North Elmsley.

Smiths Const. - \$71,414.35

Grounds and Gardens Maintenance Services. Petawawa.

One submission was received. Precision Lawn & Garden in the amount of \$33,000.00.

Ebert Side Road Contract 2021-03. Drummond North Elmsley.

Smiths Const. - \$ 40,892.87

2021 Ford F-2500 Series ¾ ton 4 x 4 Regular Cab – Gasoline. Killaloe, Hagarty and Richards.

Only one tender was received. Summers Bros. - \$47,855.50

Diesel Powered 6 Ton Tandem Axle Truck with combination Dump Body-Spreader, Snowplow and Wing. KHR Township.

Valley Truck - \$295,798.40

Stewart Community Centre Exterior Block Wall Repairs. Mississippi Mills.

MB Ford - \$102,680.00
BG Excavating - \$104,988.00
Premium - \$144,172.64
Graebeck - \$174,965.00
Paranis Const. - \$178,000.00

Landscape Architectural Design Services for Laurentian Highlands Park. Petawawa.

Fotenn - 83.2 points
WSP - 87 points
Nelson Street Reconstruction – Tender Contract No. 17-5016A. Pembroke.
Clouthier - \$2,422,766.35
H&H Const. - \$2,435,982.28
Bids were then resubmitted
Clouthier - \$2,041,767.46
H&H Const. - \$ 2,090,487.74

Construction Tender Results - Foster and Church Streets. Perth.

Church Street
Crains Const. - \$952,722.00
KCE Const. - \$806,282.60
COCO - \$1,095,158.00
Foster Street
Crains Const. - \$1,317,850.80
KCE Const. - \$959,784.84
COCO - \$1,212,345.07

Inclusive Communities Project. Tay Valley.

One proposal was received. Rural Development Network in the amount of \$54,070.00.

BV21-02 Tandem Truck. Bonnechere Valley.

Valley Truck & Spring - \$326,536.10
Francis Canada - \$369,226.37

LVPW-2021-10 – One Used Articulated Six Wheel Drive Motor Grader. Laurentian Valley.

There was one submission. Brandt Tractor - \$348,772.00

BV21-03 Bruce Street Stairs. Bonnechere Valley.

Only one bid was received. McCrea Excavating in the amount of \$18,896.95

BV21-04 Bruce Street Railing. Bonnechere Valley.

Only one bid was received. McCrea Excavating in the amount of \$10,810.00

BV21-05 Hot Box. Bonnechere Valley.

Alltrade Equip. - \$51,382.50
Amaco - \$36,875.00

BV21-06 Gravel.

BEI - \$65,350.80
R.J. Selle - \$68,871.96

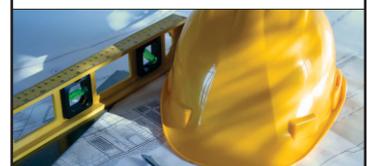
BV21-07 Winter Sand.

Bonnechere Valley.
RGT Clouthier - @55,620.00
R.J. Selle - \$53,940.00

Tender for Supply and Delivery of One (1) New Current Year 6X4 Tandem Axle Dump Truck – Tender Contract No. T-21-07. Pembroke.

Valley TSS - \$155,700.00

Active Tenders Tender Results



NEW PROCUREMENT
OPPORTUNITIES POSTED

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CPSO Issues Statement On Public Health Misinformation

The College (of Physicians and Surgeons of Ontario) is aware and concerned about the increase of misinformation circulating on social media and other platforms regarding physicians who are publicly contradicting public health orders and recommendations. Physicians hold a unique position of trust with the public and have a professional responsibility to not communicate anti-vaccine, anti-masking, anti-distancing and anti-lockdown statements and/or promoting unsupported, unproven treatments for COVID-19. Physicians must not make comments or provide advice that encourages the public to act contrary to public health orders and recommendations. Physicians who put the public at risk may face an investigation by the CPSO and disciplinary action, when warranted. When offering opinions, physicians must be guided by the law, regulatory standards, and the code of ethics and professional conduct. The information shared must not be misleading or deceptive and must be supported by available evidence and science.

Source: www.cpso.on.ca/News/Key-Updates/Key-Updates/COVID-misinformation

Tenders

FOR SALE

Sale of Land, Arnprior

REQUEST FOR PROPOSAL

Professional Services for Detailed Design of George Street (Strathcona to Gladstone) RFP # 2021-PW-016

Professional Services for Development of an Active Transportation Plan RFP # 2021-RFP-015

Transportation Feasibility Study Proposal No. P-21-07

RFQ Vehicle Krown 2021

RFP-Housing – 425 Nelson and 400 Nelson – Window and Siding Replacement and New Roofing

RFP 03-2021 Pumping Station Generator – Fuel Upgrades

REQUEST FOR QUOTATION

Request for Quotation 21-09 for the Delivery of a Community Safety Fire and Emergency Plan

iSupply of One Fisher XLS 11' Expandable Wing Plow PW 2021-08

TENDERS

HVAC and Electrical Upgrades

2021-18 Front Mount
Lawn Tractor

Tender 21-08 Rehabilitation of
Camelon Street Culvert

Tender 21-07 Sidewalk
Replacements

DP-Trails 2021-04 – Quarry
Limestone Crusher Dust
Application

PWO-2021-25 – 4 x 4 Four-
Wheel Drive Service Truck

PWC-2021-13 – Structure B002

PWC-2021-15 – Structure B240

BV 21-10 Supply & Placement
of Type M and 4 Minus Granular
B Type 2

BV 21-09 Application of Surface
Treatment – Manning Road

BV 21-08 Placement of HL4
Hot-Mix Asphalt on Augsburg
Road

PA397908_73884 Upgrade
HVAC in Building H-110 –
Petawawa

PA22603_75125
Recapitalization of 10 RHUs –
Petawawa

PW-M-50-2021-24-E3
Combination Tandem Plow
Truck and Operator for Winter
Maintenance

Window Replacement and
Damaged Brick Repair at
George Vanier Catholic School
and Window Replacement and
Siding Panels at St. Mary's
Catholic School

Tender #PW-09-2021 Upgrades
of the Renfrew Street Pumping
Station

Tender #FD-01-2021 Supply and
Delivery of One 2021 or 2022
Four-Wheel Drive Truck with
Crew Cab

CS-2021-02 Indoor Pool
Exterior Wall Refurbishment

Tender MV 2021-03 Crushed A
Gravel

#PW-E-49-2021-21-E0 Tandem
Snow Plow

Tender No. PW 15-2021
Calabogie Sand Shed

W0107-19M048/A – Cable TV
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MARKETING

By: Jennifer Layman
jenn@fwdthink.net

A week ago, I gave a presentation to the Greater Arnprior Chamber of Commerce that highlighted how businesses have more decision-making power than they think. It was a great conversation where local businesses shared their own experiences of how they had made decisions to allow them to continue to operate, market and communicate.

There is no magic wand for marketing in a pandemic. For most of us, we have never been in this situation before – a situation of constraints that has, rightly or wrongly, impacted our ability to operate as per our plans. Now in the second year of these constraints, the idea of making a five, two or six-month plan seems irrelevant given that varying levels of government and government agencies could change the rules with 24 hours

of notice. While it is true that businesses have no control over these constraints, we still have the ability to make decisions, and thus, to move forward. Either we are driven by circumstances or driven by our goals.

I shared the story of a client of mine who had a long-term schedule for fundraising. They had a tried-and-true method of events that were well attended and supported in the community. Due to some of the pandemic constraints, these events were unable to be held in the manner in which they had been planned. However, after much discussion, the client made the decision to go ahead with the events, changing how they would happen, with the assurance they could be done within the COVID-imposed constraints. The result was an increase of support and appreciation by the people who participated in them.

The ability to move forward in a crisis situation is founded in choosing to make a decision to be goal-driven versus circumstance-driven. There is still discussion to be had, details to be worked out and changes to be made, but those all happen once you decide that you are going to move in a certain

direction. Making a decision changes your focus on achieving the outcome and the people involved in making it happen start to bring forward ideas of how things can be achieved.

And it feels good to move away from a situation of uncertainty and into a direction of certainty.

As business owners, we are wired to make decisions. We decide what to order and from which supplier. We decide when to hire in-house and when to contract out. We decide where to spend and where to save. We make these decisions based on information we have at the time, our ability to accept educated risk and the resiliency we have earned from having made mistakes and improved our practices.

The rules may be different and changing now, but it doesn't change that we are deciders. Let's use it to our advantage.

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

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Deadlines

OTTAWA VALLEY BUSINESS

Publishes: May 18, 2021

Deadline: May 12, 2021

Publishes: June 1, 2021

Deadline: May 26, 2021

Publishes: June 15, 2021

Deadline: June 9, 2021

101 THINGS TO DO IN THE VALLEY

May-June 2021
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July-August 2021
Publishing: June 15, 2021
Deadline: June 11, 2021

September-October 2021
Publishing: August 17, 2021
Deadline: August 13, 2021

HEALTH MATTERS

Summer 2021 Issue
Publishing: July 9, 2021
Deadline: June 18, 2021

Fall 2021 Edition
Publishing: October 8, 2021
Deadline: September 17, 2021

Biz Quiz Answers

- 1) Canada Post
- 2) Tim Hortons
- 3) L.L. Bean
- 4) Liberal Party of Canada
- 5) New Democratic Party
- 6) Conservative Party of Canada
- 7) Bloc Quebecois
- 8) Green Party of Canada
- 9) Disneyland
- 10) College and university tuition