



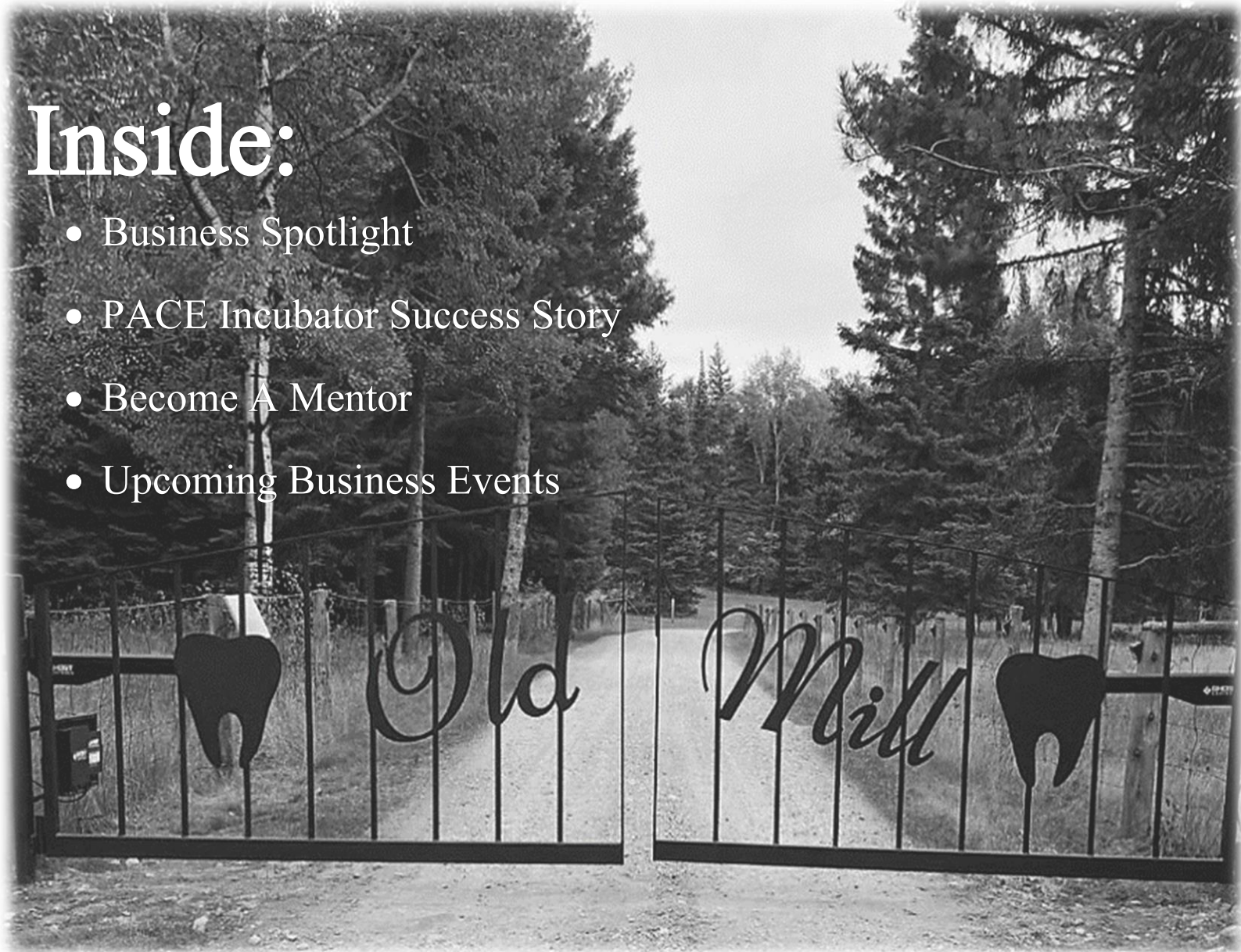
# NEWSLETTER

March 2023 ~ Volume 7 Issue 1

[BUSINESS](#) > [PROGRAMS](#) > [STORIES](#) > [EVENTS](#)

## Inside:

- Business Spotlight
- PACE Incubator Success Story
- Become A Mentor
- Upcoming Business Events



Community Futures  
Development Corporation

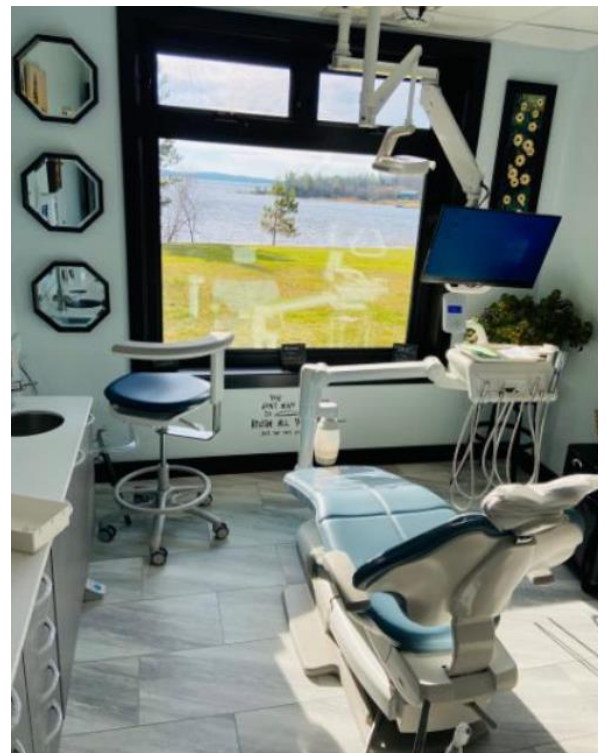
# BUSINESS SPOTLIGHT



PACE is happy to recognize Dr. Tracey Guitard of Old Mill Dental clinic located on Old Mill Road in Sioux Lookout as our feature business this quarter.

Tracey graduated in 2007 from the University of Buffalo, School of Dental Medicine with a Doctor of Dental Surgery, DDS. There she received Awards in Oral and Maxillofacial Radiology and Implant Dentistry. She started her career working in Thunder Bay as well as a locum dentist in Sioux Lookout. She also spent time in international locum positions as far away as New Zealand in 2009-2010. Working in these small communities made her realize how under serviced basic dental needs were.

Her time in Sioux Lookout was very rewarding which ultimately brought her back to establish some roots and improve the lack of dental services for Sioux Lookout and the surrounding northern communities. In 2019, Dr. Guitard returned to the Old Mill Dental Clinic with the goal of purchasing the practice when the owner retired. She did just that in 2021 and committed to the area having purchased property close to the existing practice. Her property has now become the location for the state-of-the-art clinic. The Old Mill Dental Clinic has brand new modern equipment including advanced computer hardware, panoramic imaging software, and has expanded to five patient operatories. Patients are welcomed by a large reception area with an incredible view of Abram Lake. Tracey has invested a significant amount of her own time and finances to begin the project but needed funding assistance for the renovations to complete the clinic and expand its services. PACE was approached to assist and approved her request for funding to finish the project.



The growth of employees has been a slow but steady progression for Old Mill Dental. From 2019- 2021 Dr. Guitard worked hard through the midst of covid times with a “bare bones” crew, Kayla Olson RDH and Sioux Lookout local who has been with Old Mill Dental in some capacity since 2007; starting her hygiene career in 2014, Kristen Hoey, Sioux local as well as office manager and Chris Koabel as a dental assistant. Presently the clinic has seven full time staff as well as four part-time, three of which are attending Sioux North High School. As well, Dr. Guitard has been delighted to have another Sioux local, Jessica Darling, working at the clinic in her off time. Jessica is currently attending school to become a dentist.

Dr. Guitard’s plan to expand the practice by bringing dentists, hygienists, and a denturist to assist in providing dental care for such a large catchment area is a necessary one. The Old Mill Dental Clinic provides care for patients coming from Hudson, Pickle Lake, as well as 28 First Nation communities in the Sioux Lookout region. Her collaboration with other dental professionals will allow her to grow and promote her business as well as support others in the process. PACE appreciates the opportunity to assist with this project for Tracey and the Old Mill Dental Clinic and is grateful for her contribution to economic development in the PACE catchment area including

maintaining and creating jobs. We wish her all the best for the future and congratulate her on much success in servicing her communities. This is a welcome and vital addition to the Sioux Lookout area.



For more information on her business, visit the Facebook page below.

[Old Mill Dental Clinic | Facebook](#)



CONGRATULATIONS YOU'RE GOING TO OFSAA!



PACE congratulates the DHS girl's hockey team for their NORWOSSA championship win. We wish them all the best on their next challenge at OFSAA!

Surrounding communities, local businesses and residents rallied together the past two weeks and helped the team achieve the fundraising goal for travel costs.

Thank you to all the supporters!

*Good luck girls!*

## Job Fair

**N**orthwest Employment Works (NEW) will be hosting their 2nd Annual New Beginnings Spring Job Fair

### Details:

- Royal Canadian Legion #63 in Dryden
- Wednesday, April 5th, 2023
- 11am to 2pm

This Job Fair will be featuring Dryden and surrounding area. NEW has partnered with PACE, The Dryden District Chamber of Commerce, and NTAB for the event.

There will be trades, construction, transportation, retail, hospitality, healthcare, and many more. Join us at the Dryden Legion and meet the employers and browse the many jobs that may interest you. You might just find the career you have been looking for.

Contact Northwest Employment Works for more information – 807-223-4006



Hourly Attendance Draws!

## 2ND ANNUAL NEW BEGINNINGS SPRING 2023 JOB FAIR

Connect with your future, TODAY!  
WEDNESDAY, APRIL 5, 2023/ 11 AM - 2 PM  
ROYAL CANADIAN LEGION #63  
34 QUEEN STREET, DRYDEN

Featuring employers from Dryden & surrounding areas!  
Retail, Tourism, Hospitality, Health Care, Transportation, Trades,  
Construction, & Many More!

Confederation **new** Northwest Employment Works

PACE BRIGHTER FUTURES FOR BUSINESS AND COMMUNITY dryden NTAB

## Webinars and Business Presentations

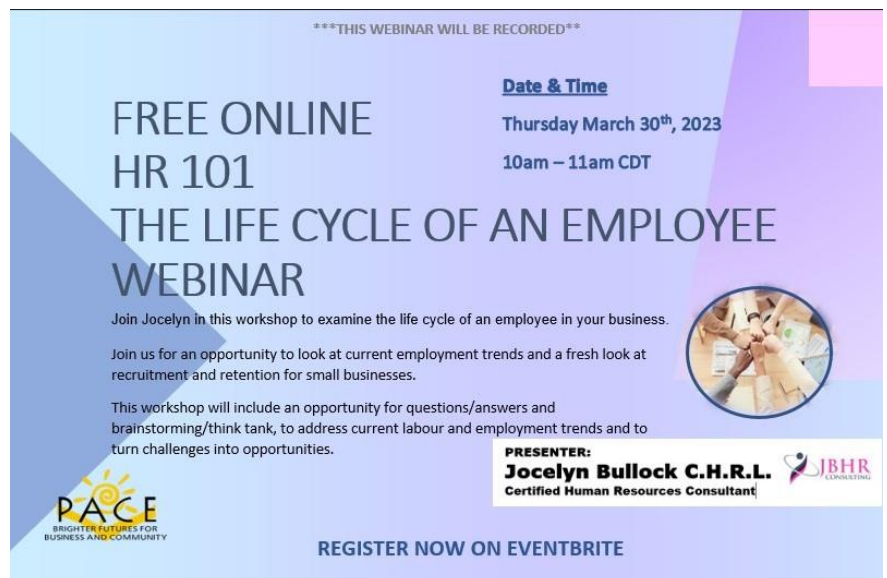
**P**ace is hosting a Free Online HR 101 Webinar; this exciting workshop will examine the life cycle of an employee in your business.

### Details:

- Virtual Webinar
- Thursday March 30th
- 10am CDT.

Jocelyn Bullock a Human Resources specialist consultant will present a fresh look at current employment trends recruitment and retention for small businesses.

[Register on Eventbrite](#)



\*\*\*THIS WEBINAR WILL BE RECORDED\*\*

## FREE ONLINE HR 101 THE LIFE CYCLE OF AN EMPLOYEE WEBINAR

**Date & Time**  
Thursday March 30<sup>th</sup>, 2023  
10am – 11am CDT

Join Jocelyn in this workshop to examine the life cycle of an employee in your business.

Join us for an opportunity to look at current employment trends and a fresh look at recruitment and retention for small businesses.

This workshop will include an opportunity for questions/answers and brainstorming/think tank, to address current labour and employment trends and to turn challenges into opportunities.

**PRESENTER:**  
**Jocelyn Bullock C.H.R.L.**  
Certified Human Resources Consultant

PACE BRIGHTER FUTURES FOR BUSINESS AND COMMUNITY JBHR CONSULTING

REGISTER NOW ON EVENTBRITE



Attention business owners, managers, employers and leaders!

**Please join us on April 5th for breakfast and a special guest speaker!!**

Dr. Marvin Washington will be in Kenora to present: Turning the Lights Back On – an opportunity to learn insights, tips, and tools to help you navigate your business and make it successful after two years of COVID.

Details:

- Register now: <https://DrMarvinWashingtonKenora.eventbrite.ca>
- Date: Wednesday, April 5, 2023
- Time: 8am – 10am
- Location: Lake of the Woods Brewing Company (breakfast is included)!
- Cost: \$15/per person
- This program is made possible by the City of Kenora. Breakfast is sponsored by Copperfin Credit Union.

So many things have happened over the past two years. In addition to the impact of COVID from a health and business standpoint, we also have what people are calling the great resignation, work from home, and social movements such as Black lives matter, stopping Asian hate, and the continued discovery of unmarked Indigenous graves. In short, when the lights went out in March 2020, things really turned dark.

The good news is that it looks like we are starting to turn the lights back on. But this is the hard part. We might have customers but no workers, we have workers, but not all in the same place. In Dr. Marvin Washington's time with us, he will provide some insights, tips, and tools to help us successfully navigate how to restart your business and make it successful!

## 2<sup>nd</sup> Annual NWO Pitch IT Event

The second annual **NWO Pitch IT** event will see Entrepreneurs from the Northwestern Ontario Region Pitch their business ideas to a panel of Judges and Investors for the chance to win prizes.

**1ST PRIZE - \$5000**

**2ND PRIZE - \$3000**

**3RD PRIZE - \$2000**

**PEOPLES CHOICE - \$1000**

The NWO Pitch IT competition is now closed but the event itself will be held virtually on **April 20<sup>th</sup> at 6pm CST**, so mark your calendar and tune in.

Good luck to all participants!

**NWO PITCH IT**

**APPLY TODAY**

The second annual **NWO Pitch IT** event will see Entrepreneurs from the Northwestern Ontario Region Pitch their business ideas to a panel of Judges and Investors for the chance to win prizes starting at:

**1ST PRIZE - \$5000 | 2ND PRIZE - \$3000 | 3RD PRIZE - \$2000 | PEOPLE'S CHOICE - \$1000**  
**\$1500** in IP support from Bereskin & Parr LLP vouchers will also be awarded.

The NWO Pitch IT competition is open to individuals located within the Kenora and Rainy River Districts with a business idea, new business start-up or proposed business expansion. Applications will be accepted from March 1st - March 15th and the event itself will be held virtually on April 20th at 6pm CST.

Please reach out to Allyson Pele at [allyson@nwbiz.ca](mailto:allyson@nwbiz.ca) if you have any questions about the application process or the event itself.

For more information and to submit your application please visit: [nwopitchit.ca](http://nwopitchit.ca)

**SPONSOR: GROW**  
tbaytel, Coforge

**SPONSOR: LAUNCH**  
ESET, B&P

**SPONSOR: DISCOVER**  
NOA, ANO

**SPONSOR: SUPPORT**  
KINORA, RACE, DRYDEN, CIB Lake Capital

INNOVATION, NOA ANO, NORTHWEST BUSINESS CENTRE

A VIRTUAL WORKSHOP

**Marketing Redefined**

Relationship Marketing for Small Business  
March 28 at 5:30pm

NORTHWEST BUSINESS CENTRE

### Relationship Marketing for Small Business

Attention Business Owners, Marketers and Communicators!

Details:

- Virtual Webinar
- Tuesday March 28th
- 5:30pm CDT.
- Zoom

Register now: <https://NWBCMarketing.eventbrite.ca>

**Details:** Grow your marketing toolbox by understanding modern marketing myths, developing proactive marketing programs from the bottom up, embracing what social media truly offers small businesses and improving customer experience and loyalty.

Presented by the Northwest Business Centre and the Federal Economic Development Agency for Southern Ontario.

## PACE Incubator Program ~ A Success Story



Sue Wood is a Registered Canadian Reflexology Therapist (RCRT). Sue's business "Balance Restored Reflexology" opened its doors in May of 2021, offering mobile foot and hand reflexology services to the residents of Dryden and surrounding areas.

Sue joined the PACE Incubator Program in May of 2022. With the support of many loyal clients and community partners such as PACE and the Starter Company Plus Grant from the Northwest Business Centre and the Northern

Ontario Women Program Grant, Balance Restored Reflexology has been able to expand services while in the PACE Incubator program. This enabled Sue to take her business to the next level, by providing technology hardware and access to professional web building services and more. Sue's business and participation under the Incubator Program is a real success story for PACE, as we have watched Sue expand and grow her dream in less than a year.

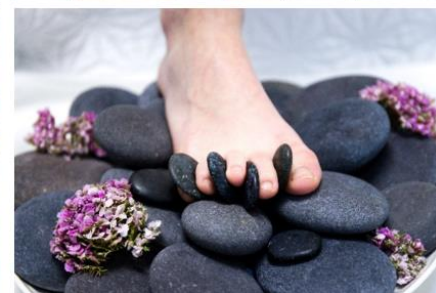


Reflexology is a holistic, complementary healing practice that can be used alongside other health care services. Suitable for all ages, reflexology brings relief to a wide range of acute and chronic conditions and is clinically proven to reduce stress, anxiety, and chronic pain. While providing a natural pathway to better health, this deeply relaxing, drug-free therapy gently stimulates the nervous system using the reflex points on the feet, hands, face, or ears. Benefits include improved blood circulation, improved elimination of toxins and impurities resulting in an enhanced sense of well-being.

This spring, Sue will launch her new logo, a fresh new Facebook page and a user-friendly website. New state of the art on-line appointment booking service, and an option to create e-gift cards for those wishing to give the relaxing and pain-relieving benefits of reflexology to friends or family members! Gift certificates will continue to be available. The perfect Mother's Day gift!



New services starting April 1st, Sue is excited to offer Hot Stone Reflexology therapy, an ancient practice using heated, natural Basalt stones to the feet and lower legs which deepen and enhance the reflexology effects and benefits.



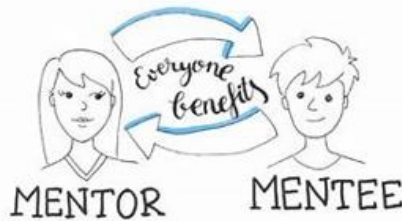
On the horizon, Sue looks forward to expanding her services to include facial reflexology, and for those with limited time, ear reflexology services will also be offered along with a combination services package.

PACE is thrilled and proud to be part of Sue's journey and would like to congratulate her on her very successful and growing business. Sue is so appreciative of all her patrons and shows sincere thanks to those who have supported her over the past few months. Her dedication to her clients and business will bring Balanced Restored Reflexology much success in the future.

You can contact Sue by or text or by call in (807)221-6222 or e-mail [sue@balancerestored.ca](mailto:sue@balancerestored.ca)

## PACE MENTORSHIP PROGRAM

### Become a Mentor or Be Mentored



**P**ACE is looking for existing or retired business owners who want to pay it forward by mentoring new or established business owners requiring specific advice on anything related to running a business.

Starting out on a new venture can be an overwhelming undertaking, leaving entrepreneurs wondering where to start and what's important. Learning from a Mentor can be a mutually beneficial experience for both parties and an important element in new business success.

PACE launched a Mentorship program, with the goal of building a pool of Mentors in the community willing to help support new or existing entrepreneurs and provide relatable knowledge to all things business.

Entrepreneurs would gain the "lived experience" and guidance from seasoned business owners to overcome challenges and hurdles that they are facing in their business today.

Mentors would typically be assigned to a Mentee for a 3-month duration or less, depending on the challenge. The Mentor's sole intent is to aid in the informal transmission of knowledge and experience and help guide the Mentee through their hurdle or challenge they may be facing.

As a Mentor we will post your bio and picture on our webpage and match you to a Mentee according to your strengths and expertise found on your application. A meeting is arranged and facilitated by the PACE Program Coordinator. The obligation of both parties is to meet or converse once a month and Mentor the entrepreneur through the challenge. Once the challenge is resolved the obligation is completed.

I encourage anyone with a business background who is interested in becoming a mentor or need mentoring to visit our webpage and fill out the "Apply to be a Mentor" or "Request for Mentor" application form.

The process is simple, visit the PACE website and click on the Mentorship Intake application.

You can call the PACE office at 221-3293 and ask for Program Coordinator, Sandra Ostman.

Visit- [Patricia Area Community Endeavors - Mentorship \(pace-cf.on.ca\)](http://pace-cf.on.ca)



## PARTNERSHIPS



**Northwest Business Centre**  
Empowering Entrepreneurs

PACE recently attended presentations from our partners at Northwest Business Centre and Ministry of Northern Development. Staff learned about the current grant funding programs from both organizations and how they can help new and existing businesses in Northern Ontario.

There is an extensive collection of online resources being shared through Northwest Business Centre, check out the link to learn more.

[Northwest Business Centre | Empowering entrepreneurs in the Kenora and Rainy River District \(nwbiz.ca\)](http://nwbiz.ca)

**Ontario** 



The following programs are now live! The programs will target both existing and emerging markets, click on the link for a more in depth look at what is being offered and how to apply.

[Home | NOHFC](#)

### **Community Enhancement Program:**

The Enhance Your Community Funding Stream is designed to support priorities of northern communities and organizations that contribute to a healthy and strong community.

### **Invest North Program:**

The Invest North Program is designed to boost economic growth in Northern Ontario by encouraging businesses to invest in transformative, strategic, and complementary business development opportunities in Northern communities. The program will support productivity, innovation, business competitiveness, revenue growth, export capacity development, job creation and retention.

### **Cultural Support Program:**

The Cultural Supports Program is designed to help showcase Northern Ontario culture, geography and talent through event partnerships and the production of films and television series.

### **People & Talent Program:**

The People & Talent Program is designed to attract, retain, and develop Northern Ontario's workforce.

## **BizPAL** [Home - BizPal](#)

### **It's Free**

Search for the permits and licences you may need to start or grow your business.

### **Improve Business Planning**

Know which permits and licences are needed so that you get it right the first time.

### **Save Time and Money**

Spend less time searching for information and more time building your business.

### **Get Answers**

Available 24/7 to help you navigate government requirements specific to your business type.



### [Innovation Canada](#)

From funding to expert advice to driving new collaborations, our programs and services are designed to help businesses innovate, create jobs and grow Canada's economy.



### [Start Your Business | OwNer](#)

Your business belongs here. From entrepreneurs registering their first businesses to growing companies hiring employees and bringing on new partners, OwNer helps entrepreneurs succeed.

## **PACE Board of Directors**

We thank all the PACE board members for their time and contribution to the businesses in the PACE catchment.

Michelle Price – Dryden  
Don Yurkiw – Dryden  
Debbie Hart – Ignace  
Roger Gould – Dryden  
Dennis Peterson - Machin

Kayla Blakney - Pickle Lake  
Joe Cassidy - Sioux Lookout  
Bill Gascon - Ignace  
Ritch Noel - Dryden  
Gina Wesley - Lac Seul First Nation

