

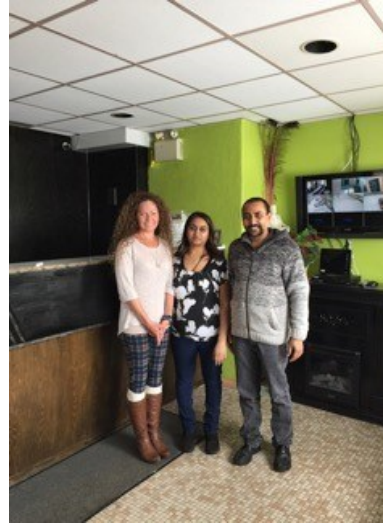


Keeping the P.A.C.E.

P.A.C.E. – Featured Business

PACE is pleased to recognize Alpanaben and Chetankumar Patel at the **Ignace White Otter Inn** as our feature business. The couple came to PACE two years ago with hopes of pursuing a dream of owning a business in Canada. The opportunity came up in Ignace to purchase the Ignace White Otter Inn which they believed was a good place to enjoy self employment and raise their family.

Although they had very little experience with hotel operation, they had family who own and operate hotels, and provided them with support and advice if needed.



L-R: BDC Noreen Cox with Owner/Operators Alpanaben & Chetankumar Patel

assist them with the purchase of the 20 room motel situated on the TransCanada Highway in the Town of Ignace. They created jobs for themselves along with a part-time position for a local resident. We are pleased to continue to work with Alpanaben and Chetankumar and watch their business grow and continue to be successful.

PACE thanks the Ignace White Otter Inn for their business and contribution to economic development in the Patricia Region.

PACE was able to

FedNor Funding ~ Bob Nault Press Release

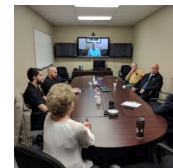
On Friday February 23rd the Honourable Bob Nault, MP for the Kenora riding, announced an investment of \$960,000.00 over 3 years to support the operations of PACE located in Dryden.

“Investing in PACE will foster strong business growth and diversify the local economy now and in the future,” stated Nault

“We need to support businesses and entrepreneurs by providing the tools they need in order to innovate, expand, reach new markets, and create good-paying jobs” Nault also commented

On hand to hear the exciting news was GM Donna Pollock, Board Members Larry Fraser, Joe Ruete and

Sid Wintle. Conferencing in were Chair Rob McClendon and Co-Chair Richard Wetelainen.



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General Manager's Report ~ Donna Pollock

Welcome to Spring ! It has been a long, cold winter but we have been so busy here at PACE !! Here are some of those highlights. In the fall of 2016 PACE founded the Women's Business Networking Breakfast, supporting women in business, on an informal basis, once a month. We are working now to bring this initiative to Ignace and Sioux Lookout, working with business women in their communities. Did you know that research shows that 50% of new business are started by women? We will be partnering with our Community Futures Association, Business Development Bank and our local Chartered Accountant firms, to present to Financial Literacy Training workshop to our female clients.



Thank you to Brian MacKinnon and Vicki Blanchard for an excellent workshop "Engaging Diverse Voices: Getting to Know Your Local Government" held in Sioux Lookout. We hosted the PARO Women's Leadership Project, we played host to the Regional Economic Development Meeting; we set up booths at the Dryden Area Young Professionals Net-

work Entrepreneurial Panel and at the Ontario Trillium Foundation Grow Investment Fund Workshop and Funder's Forum. As part of our charitable efforts we donated our Dress Down Friday staff contributions to the Dryden Food Bank.

While all of these economic development activities are admirable, PACE's mandate is to provide repayable financing and create jobs, and this is always at the forefront of our efforts. We are thrilled to announce, that at our March 2018 board meeting, \$545,000.00 worth of repayable financing was approved by our volunteer Board of Directors, for businesses across our entire region. We hope to see you at our workshops or please join us at our AGM at 4:30 April 24th at the Best Western.

B.D.C. attends D.A.Y.P.N. Entrepreneurial Panel

On Friday March 2, 2018 our Business Development Coordinator attended the Dryden Area Young professionals Network (DAYPN) Entrepreneurial Panel. The event highlighted 2 panels of 3 guest speakers consisting of local business owners. The panel was comprised of different age demographic and stages of business with different topic for each to address. The business owners recounted their story of starting their self employment in small town Dryden, the struggles and the joys of running a business and how they got to where they are today. They had an opportunity to give advice to those in attendance as to what they might do differently if given the chance to do it

all again, as well as touched on the benefits of living on a small community versus a larger urban centre with being a business owner.

The promotion to shop local and support the Dryden merchants was also stressed as it is so easy to shop online or take a trip to the city. Another topic that was discussed was cooperatives, using our Cloverbelt Local Food Coop as an example of how they operate and are successful. PACE was pleased for the invitation to the event and had the opportunity to witness various

levels of small business expertise in the community.

This event helps to promote starting and succeeding in small business within Dryden area which relates to PACE and our goal to help new businesses succeed

"This event helps to promote starting and succeeding businesses"

through repayable loans when a financial institution is unable to assist.. Congratulations DAYPN on another successful event

Business Tips and Tricks ~ from the Editor !

Welcome to a new feature ! We are going to feature business tips or tricks. If you have any ideas that you would like to share from your experience, we'd love to hear from you ! We all win when businesses succeed ! Drop me a line or a call I would love to hear words of wisdom and different tricks you have seen work.

1. **Never Take Customers for Granted.** This may seem a no brainer but we always strive for new customers, remember to thank the ones you see regularly.

Entrepreneurship is Lonely, Reach out to Mentors & Peers. When you work for a company you have other co-workers to bounce ideas off of and to congratulate when something goes right. Who do you turn to in times of good or bad? Find a networking group that helps you feel less alone, who can be there with an idea or listening



ear. Talking always helps put things into perspective. P.S. PACE hosts a women's networking group once per month, call for dates and times.

3. **Business is a Marathon, not a Sprint.** You are going to have good miles and miles that drain you to your core as long as you keep getting back up you will always be the winner.

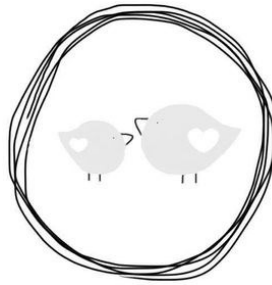
Congrats to the 2 New Businesses in Downtown Dryden

2018 has been a year of expansion in the downtown area of Dryden.

We as a community are lucky to welcome “**Behind Bars**” and **Little Mod Nest**”.

Both of these businesses are being run by young, driven, and dedicated women. Can you say IMPRESSIVE !!

Behind Bars is (to quote the owner, Sarah Blekkenhorst) an inclusive, open concept and private space. In her space Sarah offers a safe space to achieve your overall health goals, from working out and nutrition, to helping cope with any number of mental health issues. Sarah has enlisted others to help her help her clients achieve this goal and from the positive feedback we have heard she is well on her way !!



Little Mod Nest is the creation of Morgan Shepherd a mother of 3 young boys who wanted a different approach/ option to products for both mom and baby.

Starting her company from her kitchen table after her babies went to sleep, she now offers modern, earth friendly products as well as bath and body products. Whether you are looking for a unique gift or supplies or you are downtown and baby gets hungry and needs a changing Morgan has a space for that.

So from the ladies at PACE who strive to help with economic development, we are thrilled to see 2 young women pursue and achieve their dreams here in Dryden.

Be sure to stop by and check out what each of these dedicated amazing women has to offer.

Office Rentals-P.A.C.E. Office

With all the recent changes and upgrades that our board room has received., we here at PACE thought it would be a great idea to share the space with different user groups.

One of the upgrades includes a Polycom video conferencing system, with a simple download of the program users can video in from any device with a camera and the software. So distance no longer is an issue when it comes to wanting to meet

“face-to face”

The hours that the board room is available is Monday to Friday during regular business hours.

If the board room seems to be too big a space and you just wish you could escape to a private office for a day or a couple of hours, we have

that too !!



To find out more information about any of the options we have please call 221-3293 for availability and rates.

We look forward to helping you with your needs

Days of comfort brings help to those who need it.

Every Friday the staff at PACE take part in dress down or casual Fridays.

For the opportunity to come to work in non traditional work clothes, staff donates \$2.00 per week.

We collect for a 12 week period, with payment being collected at the beginning of the 12 week period. At the end of either a 12 or 24 week period we look to the community at large and try to find where the money could be most greatly used.

This time we decided to donate the



R-L PACE GM Donna Pollock, Food Bank Manager Keith Grant and BDC Noreen Cox

money to the Dryden Food Bank. As staff we felt that the food bank may become “forgotten” during the warmer months, but their need never does.

So the staff at PACE was excited to deliver a check for \$225.00 to the Dryden Food Bank and wish them continued success as they help combat an all too common problem in our area.

Our thanks and gratitude to the Dryden Food Bank and their dedicated staff on such important work.



Happy Spring from the 3 "chicks" at P.A.C.E.
Donna, Noreen and Melissa

www.pace-cf.on.ca

P.A.C.E.

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Community Endeavours

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P.A.C.E. Patricia Area Community Endeavours

Patricia Area Community Endeavours Inc. (PACE) is committed to promoting economic growth within the Patricia Region of Northwestern Ontario. Our purpose is to encourage local community and economic development through provision of small business loans, non-profit funding, counselling and support to entrepreneurs and community groups.

We serve a broad range of communities, including Dryden, Eagle Lake first Nation, Machin, Pickle Lake, Sioux Lookout, Wabigoon Lake Ojibway Nation, and all areas located in between.

"Giving Back to the Communities it Serves"



Donna, Melissa and the Board would like to take the opportunity to Congratulate our Business Development Coordinator Noreen on her recent marriage. Before Christmas Noreen married John Cox.,

Congratulations to the happy couple !

Mrs. & Mr. Cox

UPCOMING EVENTS

Our Annual General Meeting is being held April 24th at 4:30 at the Best Western in Dryden.

Board of Directors Recruitment

PACE is looking to add to our Board of Directors!

Please get in touch with our office if you are interested and we can provide you with any details you might require and forward your interest to our Chair.