



Keeping the P.A.C.E.

P.A.C.E. – Feature Business

PACE is pleased to recognize Gerry Miles of **The Bark Barn** in Dryden as our feature business. He came to PACE just last year with the dream of opening a business and supplying this northern hub with premium pet food and pet supplies. Gerry recognized a need for a better brand of pet supplies at competitive prices and had an accepting market in the town of Sioux Lookout and surrounding area. He was able to secure a lease in a prime downtown location with an adjacent park to complement his pet friendly space. PACE was able to assist with a small loan for start up inventory and equipment to get the doors



L-R: BDC Noreen Cox with Owner Gerry Miles and Honey the Dog.

open for business with a demand already present. It is obvious that this was a brilliant addition to the town as the business has been very well received and can be seen on social media boasting their name and daily visits from furry friends. Gerry has created a

job for himself and his wife Erin, and will be involved in the high school business co-op program in the fall having a student work in the store a few hours a day to earn their credit. He envisions more staff in the future once the business has been opened for a period of time. We are pleased to continue to work with Gerry and watch their business grow and continue to be successful.

PACE thanks **The Bark Barn** for their business and contribution to economic development in the Patricia Region.

Submitted by: Noreen Cox B.D.C.

Annual General Meeting ~ April 24, 2018

P.A.C.E. once again held its Annual General Meeting on Tuesday April 24, 2018 at the Best Western.

At that meeting the goals and plans for the upcoming fiscal year were discussed, along with the financial history of the previous fiscal year.

Chair Rob McClendon, E.D. Donna Pollock and the president of PARO

Lavina Collins all gave a speech. The staff at PACE sent out invites and posted the AGM in all local newspapers.

We had a wonderful turnout with Rosy Brizi-Grant Thorton, Charlene Everett-CIBC, Lavina Collins-PARO,



Lynn Anderson-Machin, Vicki Blanchard-SLKT, Sonja Wainio-NTAB, Brent Lundy-FedNor, Anna Traini-BMO ND Lorna Wood-Dryden Chamber all in attendance.

A special thanks to all who attended and the staff at the Best Western for catering and holding the event.

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Executive Director's Report ~ Donna Pollock



What an exciting three months we have had at PACE! Here are some highlights!

Mirroring the success of our women's networking breakfast in Dryden "Toast or Be Toast", we have been able to bring this "no agenda-no minute taking" initiative to Sioux Lookout and Ignace. This wouldn't have been possible without the support of business ladies in each of those communities. This is known as "Ladies who Lunch". We love that, together, we are able to celebrate women in business, and provide them an outlet to network, share and support each other in a collegial non-competitive environment.

PACE has partnered with Business Development Bank and Chartered Professional Accountants of Canada, to bring free workshops on relevant topics for small business. Workshop #1 was held

June 13 in our boardroom and was entitled **Understanding Financial Statements**. Thank you Kyla Vermeer for hosting this one-hour session. Coming up: September 12 ~ **Growth and Expansion: How to Best Grow your Busn.** And in celebration of Small Business Month October 17 ~ **Getting Money: What Lenders & Investors Want.**

Our Business Development Coordinator, Noreen, is happy to discuss your business concept whether you are considering a start-up or mulling over an expansion of an existing business. Check out Noreen's Feature Business is this issue!

Congratulations to Ignace ~ June 14~we were there to help you celebrate your success and to witness the grand unveiling of your new brand and strategic direction!! Your shared vision is intended to

position Ignace as an investment-ready community to attract businesses and residents through incentive programs, and municipal leadership strategies! We are proud to be your partner!

Check out the picture and text, as the staff double down on our efforts to be true to our motto "Giving Back to the Communities We Serve". In this issue read about our 2nd annual Charity BBQ and our Sponsorship and involvement with the David Sutton Memorial Golf Tournament.

PACE staff and board of directors are committed to helping support business development across our entire region.

P.A.C.E. participates in 1st Annual Dave Sutton Golf Tournament

On June 23rd along with the staff at TBXI, PACE was involved in the 1st annual David Sutton Memorial Golf Tournament.

As a lover of golf and all things community the staff at TBXI wanted to honour David by holding a charity golf tournament.

TBXI approached the staff at PACE to see if they were interested in either sponsoring a hole or donating a prize, the staff decided to do both. As David was our Xerox rep and the staff is also friends of David and Kelly, we wanted to do more than just donate.

Our Executive Director Donna, put in a

team to play and the BDC Noreen and Admin Assistant Melissa, helped with registration and ticket sales.

The day started out raining but as the day continued the sun came out and only positive feedback was received. After, the golf teams were treated to the opportunity to win prizes through a penny auction and a silent auction, along with a dinner and dance.

By the end of the day a whopping \$15,000.00 was raised towards the DRHC Foundation and in honour of a great community minded man. See you next year!



Business Tips and Tricks ~ From the Editor!

Welcome to the second installment of tips & tricks. While I never claim to be a pro at advice I try to scour the internet and magazines for ideas to help anyone wanting some different ideas. Again please feel free to email at the address on the back of the newsletter with any tip/tricks to add.

1. **Add a personal touch.** This can be anything that makes you and your product unique to you. Whether it is always having on a pot of coffee for your customers,

to have small thank you slips printed to add to each purchase. Reminding your customers that they are a person and not just a sold product has lasting effects on loyalty.

2. **Keep overhead low.** When you are first starting out it is easy to want to expand as quickly as possible to be able to offer your customers the best



and easiest options to your products. But remember that slow and steady wins the race.

3. **Be specific with your goals.** Goals have a way of growing faster than we anticipate. Remember to keep your goals, clean and easy to achieve. Nothing brings you down faster than unattainable goals, so keep them short and to the point.



~ To benefit the DRHC Foundation



June 21st 2018 saw the return of the annual P.A.C.E. charity BBQ.

The staff decided to donate all the money raised to the Dryden Region Health Centre Foundation in memory of David Sutton.

It was a hot sunny day as the staff fired up the BBQ and served hamburgers, hotdogs, chips and orange drink to the citizens of Dryden, for a donation of their choice.

At the end of the BBQ the P.A.C.E. staff had served over a 150 people and raised an impressive \$803.85 for the hospital.

P.A.C.E. could not have done it without the help of others. P.A.C.E. would like to thank the following for donating and supplying the necessary items for a successful event:



- Norm Balla - Balla Bros-BBQ
 - Reg Russell-Weston-Buns
 - McDonald's-Orange drink
 - Dingwall Ford-Wind Sock Guy
 - CKDR-Live feed
 - M&M's- Hamburgers
 - Sysco-Hotdogs/wrappers
 - Chamber of Commerce-Tent
 - Apple AutoGlass-tent, space in parking lot, use of electric outlet
 - Erin Leclerc-delivery services
- “small acts when multiplied by millions of people can transform the world”**
- While millions may not have been involved, each of you helped us to transform a small part of the world! Thank you !!

Chair and Vice-Chair attend Board workshop in Kenora ~ May 2/18

Executive Summary:

The purpose of this seminar was to inform/refresh Board Members thoughts on board roles and responsibilities, strategic planning, governance, risk identification, and codes of conduct and ethics. The seminar was approved by FedNor and sponsored by CF Ontario.

The session describes the different board roles leading to Board involvement in the CF operation. The understanding of your Board role is imperative to understanding your generative responsibilities, generative thinking, strategic responsibilities and planning to name a few.

I found the concept of Groupthink an interesting topic to consider when making all Board decisions and completing the many Board duties. The importance of strategic planning and the steps to accomplish it was presented. Effective board governance including fiduciary, duty of care, mandatory, and financial responsibilities was presented. Project Management, human resources, risk identification and management, conflict of

interest and ethical behavior was reviewed..

“The session describes the different board roles.....”

All in all, I would recommend the seminar to new Board Members and as a refresher for existing Board Members. The discussed topics are relevant and pertinent to how Boards function without going into too much detail. The time taken will be well spent at minimal cost.

Submitted by: Rob McClendon-PACE Chair

ED and BDC attend KDCA meeting ~ May 4th

ED Donna Pollock and BDC Noreen Cox made a visit to the Waldhof hall on May 4th for the Kenora District Camp Owner's Association Annual General Meeting. It was a full agenda beginning in the morning with presentations from BDO Dunwoody Dryden on changes to minimum wage legislation, McAuley and Partners on the sale and transfer of tourist camp property and assets, MNR on recent lakes and fish studies in the area and Succession Matching for buying and selling a

business. CFDC's of Northern Ontario like PACE have sponsored business coupons for free access to SuccessionMatching.com and are available to assist with getting started. There was more great information to follow in the afternoon session including appetizers, wine, beer and a silent auction with some awesome prizes. It was our pleasure to attend once again, just remember to dress warm should you find yourself at this meet-

ing.... The hall is chilly!

Submitted by: BDC Noreen Cox



"There's nothing like roughing it in the woods to make a man feel alive!"



Donna, Noreen and Melissa , would like to congratulate the class of 2018!! We wish all of you success in your future endeavours

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P.A.C.E.

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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”



The Staff and Board would like to wish everyone a safe, healthy and happy Summer. See you in the Fall.

In support of our LGBTQ2+ community, P.A.C.E. Would like to say “Happy PRIDE month”



UPCOMING EVENTS

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.

Editor: M. Rowat