



Keeping the P.A.C.E.

P.A.C.E. – Feature Business

PACE is pleased to recognize Ben Cathcart of **Ryder Inc.** as our feature business. He came to PACE just last year with a request to purchase a vehicle which he has succeeded in doing. PACE was able to assist with a loan, so Ben could own the vehicle instead of leasing which would free up some revenue. Since opening, Ben has created employment for himself and two other full-time employees. Ben and his staff can be seen consistently driving through town and neighboring communities deliv-



L-R: BDC Noreen Cox with Owner Ben Cathcart of Ryder Inc.

ering anticipated packages and are always friendly and smiling. We are pleased to continue to work with Ben and watch the business grow and continue to be successful. PACE appreciates

Ben from **Ryder Inc.** for his business and contributions to economic development in the Patricia Region. We wish you continued prosperity for many years to come serving the community.

Submitted by: Noreen Cox B.D.C.



Colleen Miller ~ October 30, 2018

PACE along with NTAB are excited to bring to Dryden 2 workshops that are being delivered by Colleen Miller.

“Colleen is a dynamic, independent training consultant specializing in Human Resource Training and Development.”

Each workshop is being held at the Dryden Best Western Plus & Confer-

ence Centre, on October 30, 2018.

The morning session targets customer service and how to achieve optimum excellence and will run from 8-12. The afternoon session targets managers and how to survive in ever changing times will run from 1-5.

There is limited seating for each session, to secure tick-

ets please follow the links on our posters to Event Brite to purchase your \$20 ticket.

The links can be found on our Facebook page and website.

These are workshops you are not going to want to miss!!



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Executive Director's Report ~ Donna Pollock

With the return of fall, so too is our return to a busy schedule here at PACE. Ladies Who Lunch ~ Sioux Lookout, resumed in September with a "bring your own lunch we'll supply the cake" format. Toast, or Be Toast ~ Dryden Ladies Breakfast resumed at the Best Western and plans are being finalized for our next Ladies Who Lunch ~ Ignace.

Would you like to join us for an informal business networking opportunity? Give me a call and get your email on our master mailing list!

Our goal at PACE is to be a regional resource and hub for all things business. With that in mind we have partnered with NW Biz and our government sector and

business partners servicing communities in Dryden, Sioux Lookout and Ignace to present Business Information Open Houses on October 2nd and 3rd.

Looking for dynamic training hosted by one of Canada's leading keynote speakers? Join us October 30 at the Best Western Plus Hotel & Conference Centre as PACE and NTAB present two half-day workshops:

"Becoming a Customer Service STAR!"™ and "Mastering The Change Curve" © for managers.

Space is limited, workbook and materials are included, light refreshments are being served and the cost is nominal.

What are you waiting for? Get on it folks!

Submitted by: D. Pollock E.D.



21st Annual Chamber Business Excellence Awards



Each year PACE proudly sponsors the "New Business Award" at the Dryden District Chamber Business Excellence Awards. This year PACE was honoured with being nominated for 2 awards. The first was for the staff as a whole in the Customer Service Excellence Award-Retail category, the second was for our Executive Director-Donna Pollock for Manager of the Year.

While we were unsuccessful as a staff, we would like to congratulate the T.D. Team who took home the customer service award, and well deserved.

Donna was acknowledged and took the

honour home as Manager of the Year!! I speak on behalf of Noreen, myself and our Board of Directors when I say "Congratulations!"

The evening was hosted by the 2018 Event Committee and put on by the Best Western Plus Hotel & Conference Centre. It is a beautiful, fun-filled, well orchestrated evening filled with friends, colleagues, fine food and awards.

The staff would like to again say thank you for the 2 nominations and the privilege of attending.



L-R: Melissa, Donna (with award) and Noreen.

Y.E.C. – Youth Entrepreneur Camp ~ August 13-17 2018

PACE was given the opportunity to host the Market Day for this year's **Youth Entrepreneur Camp**.

The attendants spent the week learning the pros and cons to being your own boss. Their week involved deciding on a business, making a business plan, meeting with a banker to secure operating funds, and producing the product all which leads up to market day.

The weather co-operated and the young entrepreneurs were able to set-up and start selling of the products they have



The 2018 Y.E.C. kids & staff

worked so hard on.

The PACE parking lot was a buzz

with family, friends and locals stopping by to see what was available.

The products available ranged from bath products to bird feeders.

At the end of the day, everyone had mostly sold out and each were able to pay back their business loan and walk away with a profit for all their hard work.

It is always a pleasure to offer these young future business owners a place to showcase their creations. We look forward to seeing what the future brings to each of you.

Sioux Lookout Tradeshow ~ August 9 & 10 2018

August 9th and 10th Sioux lookout held their annual Home, Trade & Craft Show at the Sioux Lookout Rec-Centre.

This is their annual chance to showcase all the businesses that Sioux Lookout & area have to offer.

This year was no exception, the Rec-Centre was full with exhibitors showcasing their skills, talents and products.

Each year Sioux Lookout graciously extends an invitation to vendors from all over the area, including Kenora and Dryden.

PACE was invited and gladly registered for the event, it was a great



opportunity for us to showcase what we can offer to businesses, both starting out or looking to expand.

There was a steady flow of traffic over the 2 days and we at PACE had the chance to speak with many people. Some came over to ask what services we offer, others came searching for information & others came over to share stories of how we have been able to help either themselves or someone they know. Whatever their reason for stopping by we always like the chance to talk with business owners in our area.

Congratulations to the organizing committee that put on the 2 day show. It was well organized and the staff at PACE appreciates the work that goes into holding this type of venture.

Financial workshops

This year PACE has partnered with the BDC and the Chartered Professional Accountants of Canada to provide workshops to anyone interested in learning about a specific subject. The session topic is chosen by a wide selection of topics chosen from each community, a professional accountant in the area then presents the material. The first one held in the PACE boardroom discussed “Understanding Financial Statements” where CPA Kyla Vermeer was the speaker delivering the information. PACE hosted the same workshop in Sioux Lookout at the tourist Information Centre and CPA Garth Hyslop was the presenter. Both workshops were well received, and the information provided was helpful to those

in attendance. Many who sat in on the workshop were business owners, but it could be useful information to anyone doing bookkeeping or accounting for a larger company. Another workshop held at PACE discussed “How to Grow your Business”. CA Don Yurkiw from BDO presented and had positive feedback on that topic as well. PACE is trying to deliver these helpful workshops within the catchment area if there is enough interest to promote them. The workshops are free to attend and may be something to keep in mind for your

“provide workshops to anyone interested in learning about a specific subject”

existing business or if you are thinking about starting up a new business. The workshops are advertised on our FB page and are limited to 10-15 persons. Our next workshops are being held in Dryden (PACE office) on “Getting Money-What Lenders and Investors want” and in Sioux Lookout (Tourist Info Centre) on “Advanced Financial Statements”. Both are being held on Wednesday October 17th.

Submitted by: N. Cox B.D.C.

Karen Greaves-Photographer

Ignace business owner and artist/photographer Karen Greaves was awarded the top prize of having her photo “Front row for the late show” chosen to appear on the cover of the magazine **The Cottager**. This magazine is geared for camp owners that reside in Manitoba and Northwestern Ontario.

Karen has her camera readily available to capture all the aspects that nature and lake living offer her on a day to day basis.



Karen

and her amazing work can be found on her blog imagesofmybackyard.com as well “Karen Greaves Photography & Fibre Art” on Face-Book.

Karen’s work can be purchased and is proudly displayed at the North Woods Motor Inn, The Gallery, Ignace Plaza and at the P.A.C.E office. Karen offers her work in different mediums including 4x6” magnetic calendars that have her photos. CONGRATULATIONS Karen!

Contact her today.



Donna, Noreen and Melissa hope that everyone had a safe and Happy Thanksgiving!

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 at P.A.C.E. welcome the staff from Edward Jones into our building on a temporary basis, while their new location is finalized. Always nice to have new friends added to the mix.

Welcome!



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