



Keeping the P.A.C.E.

P.A.C.E. – Feature Business

PACE is pleased to recognize Ann Owens and her volunteers of Second Chance Pet Network as this quarter's feature business. Ann has had a long-standing working relationship with PACE that started in 2012 when she first approached PACE for some lending to help with building their current facility.

They were determined to have the loan paid off early and succeeded, giving them an opportunity to apply for funding on a second project for the shelter.

They are now happy to announce that a generator system is in place should any type of power outage occur during any season to ensure animals have



L-R: BDC Noreen Cox with volunteer at SCPN Nancy Bolton

heat or A/C as needed and necessary access to water.

Second Chance Pet Network has become a highly respected organization in Northwestern Ontario

and has nothing but the greatest intentions for the care and treatment of the animals in the facility. They help control the pet population by educating the community and subsidizing spaying and neutering for low income families.

PACE appreciates Ann and her amazing crew of selfless volunteers at Second Chance Pet network for their business and contributions to economic development in the Patricia Region.

We wish you continued prosperity for many years to come serving the community and rescuing those helpless, homeless animals in need.

Submitted by: Noreen Cox B.D.C.



Sock Fun Comes To 66 Keith Ave

On Friday December 21st the staff of PACE along with the other tenants of 66 Keith took some time in the morning to celebrate Christmas before the hectic time of the holiday season began with families.

During our little office party, some snacks were enjoyed and a small gift exchange was held.

The gift exchange involved

purchasing a fun pair of socks and then filling them with small goodies.

Numbers were drawn and each person had an opportunity to choose which pair of socks they were interested in, or steal a fellow co-workers gift.

While the party is always very small and informal a fun time was had and it is always nice to get a chance to visit with all

the tenants in the building.

Thank you to all of you who make the work place a fun and enjoyable place to come to each day.



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Executive Director's Report ~ Donna Pollock

Were you able to join us for one of our Business Information Sessions October 2 and/or 3? In partnership with Northwest Business Centre, we played host in Dryden, Sioux Lookout and Ignace to bring the following organizations together under one roof. With thanks to our financial institutions, service organizations, NTAB, NEW, PARO MENDM, Ontario Arts Council, Chambers of Commerce, BDC, Head Start in Business, Seven Generations, Sioux Hudson Employment, Contact North, and others who were able to join us.

On October 30 we were thrilled to partner with NTAB to bring Colleen E. Miller Enterprises to Dryden to deliver two excellent workshops "Mastering The

Change Curve©!" and "Becoming a Customer Service Star TM".

Both of the initiatives were identified as key requests from business owners and managers, in the data gleaned from interviews during the Business Retention & Expansion Project of 2015, for participating communities of Dryden, Machin and Ignace.

PACE makes every effort to be regional in our scope and relevant and timely in the content of our workshops. If you have a particular topic you would like us to focus on, please give me an email at donnap@pace-cf.on.ca.

Merry Christmas and Happy Holidays

Everyone! See you in the New Year!

Submitted by: D. Pollock E.D.



Cloverbelt Announcement

PACE was pleased to be part of the major announcement for the Cloverbelt Country Meats Co-operative in Oxdrift on November 6th 2018.

MPP Greg Rickford announced that the abattoir would be receiving a grant for \$826,140.00 from the Ministry of Northern Development and Mines, NOHFC program to modernize the Oxdrift facility.

The funds will be used to increase production and capacity capabilities of the abattoir. By completing the upgrades and purchasing new, specialized animal processing equipment, the cooperative can

guarantee the long-term viability of the facility and provide this needed service to many farms in the region.

PACE congratulates Cloverbelt Country Meats Co-operative on receipt of the grant funds to help with the very necessary renovations to the abattoir and having a hand in contributing to economic development in Northwestern Ontario.

Submitted by N. Cox B.D.C.



Colleen Miller-Update Post Seminar



As we promoted in our last issue, we were fortunate enough to partner with NTAB and bring to the area Colleen E. Miller to Dryden for 2-1/2 day seminars, relating to customer service and managers.

Colleen a leading key note speaker was here on October 30, 2018.

The morning session was geared towards customer service and how to achieve optimum excel-

lence.

The afternoon session was directed towards managers and the constant changes facing them.

A survey was handed to the participants and a positive response was received

PACE and NTAB would like to once again thank Colleen for coming to the area and sharing her expertise in the areas of supervisory manage-

ment training, team building and communication.

Please check out our FB and website for any future seminars we bring in.

You can also contact me at reception@pace-cf.on.ca to be added to a distribution list.

Business Tips and Tricks ~ From the Editor!

We are back with some more tips and tricks. As always please feel free to share any ideas or topics that you have found that have worked or not. Success comes from hearing both good and bad ideas.

Also if there is anything you would like me to look into I am always looking for new ideas.

Today's topic: You've done it! You have started your business....now what??

1. Don't tinker with the product– you did the work now give the product time to gain momentum. We can always see ways to improve, but give it time before “improving”



2. Give out samples– your greatest advertising is word of mouth. People who are given a product or service will give feedback or testimonials.
3. Experiment with pricing– while we want you to see profit always be open to working within your margins.
4. Expect disappointment– some of your biggest cheerleaders may not be the first to be a paying customer. Stay positive and know everyone you meet has the potential of becoming a purchaser.
5. Make sales, make sales, make sales

All jobs have their good/bad days, you were brave enough to try something, have faith in you, and your product or service. :)

PACE Donates to the Christmas Cheer Board

As the staff of P.A.C.E. we feel blessed to be able to work in the town we do and help small business owner achieve and succeed in their dream of owning their own business.

To help spread the Christmas feeling of giving, each year we contact the Christmas cheer board and either adopt a family or donate to the board with non perishables and gifts.

Last year we adopted a family, this year we chose to fill a hamper and donate gifts.

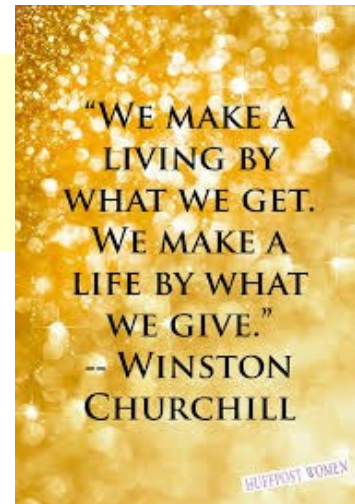
With money we raised by having dress down Fridays we were able to shop and fill our hamper and purchase 2 gifts for

one boy and one girl.

On Tuesday December 11 we dropped off the “goodies” to the Cheer Board.

P.A.C.E. Would like to also recognize the people of the Christmas Cheer board who put out the call to the community and then take the time to make sure that all items that are received reach those who need it most. They are the true “Santas” making sure everyone has a reason to celebrate and P.A.C.E. feels lucky and honoured to be able to help.

“Giving back to the communities we serve”



Small Business Week ~ October 15-19, 2018

P.A.C.E was excited to once again celebrate Small Business Week.

As an organization that strives to help small and new businesses succeed, the staff at PACE looks forward to small business week each year

During the week long event we put out an information table which included information on what we do to help small businesses, loan applications and business mentoring.



Coffee was available and we had a draw for a \$25.00 gift certificate to a local small business, congratulations to our winner.

We hope you enjoy shopping at [The Bulk Zone](#) and seeing what all our fine small businesses have to offer.

See you next year for other new and fun ideas/draws we will have.



May the Spirit of Christmas fill your home with peace, joy and love. We wish everyone a Merry Christmas & Happy New Year! Donna, Noreen & Melissa

www.pace-cf.on.ca

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”



Please note that the PACE office will be closed at end of business 4:30pm-on Friday December 21, 2018 and re-opening at 8:30am on January 2, 2019

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