

BUSINESS SPOTLIGHT



Eileen and her husband built a small shop on their property to better serve customers and store their inventory. Her lake front home is ideal for this business giving the option to advertise from her dock to the steady Wabigoon boat traffic. Although her business has only been operating for a year, Eileen has already had great success and word is spreading about her products. She has attended several trade shows and markets to gain more exposure and promote her small business.

We wish Eileen the greatest success and hope she will be serving the local community for years to come. PACE thanks Eileen and BEI Outfitters for their business and contribution to economic development in the Patricia Region.

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PACE is pleased to recognize Eileen Williams of BEI Outfitters located on Bear Paw Drive in Wabigoon as our feature business this quarter. Eileen came to PACE during the COVID-19 pandemic filled with enthusiasm and confidence that she could provide sales of both summer and winter sporting gear in the form of kayaks, canoes, water toys and snowshoes.

During the pandemic, more people were looking to spend time outdoors with family and the demand for this type of recreational equipment skyrocketed. Eileen lives on the lake and is an avid outdoors person who saw a need for this type of business in the area. There had been a supplier in Dryden previously that closed which left the closest similar type of business more than 3 hours away.

Starting up BEI Outfitters gave people the option to buy locally and save a trip to the city for these kinds of products.



A Word from Our Executive Director ~ Shannon Wogenstahl

Where does the time go? I have been back at PACE for seven months now, and sometimes it still feels like my first day. It has been very busy in our office. We have freshened up the office with new paint and have four new businesses that now operate from our location as part of the Incubator program. We welcomed Sandra Ostman as the Program Coordinator for the Mentorship, Incubator and Remote Access to Technology program and hired Maddy Kowalchuk as our Administrative Assistant for the summer to fill the reception vacancy.

We are planning upcoming seminars which will include Human Resources, Commercial Insurance as well as bookkeeping and accounting programs as part of the Incubation program but will be open to anyone that is interested in learning more about these topics.

PACE offers a variety of services. If you are thinking about starting a business or expanding your current business, we can provide loans to assist. Our experts can help with business planning, business counselling and other resources. Give the

office a call and speak with Noreen Cox, our Business Development Coordinator. PACE is a not-for-profit organization run by a board of directors. If you are interested in becoming a board member, please call the office and speak with Shannon Wogenstahl.



As we are coming into summer, and the weather is getting warmer take time to enjoy the outdoors. Go for a walk in your community and stop in and see all the great businesses out there. By supporting the local small businesses, your money is staying in your communities, and they appreciate your support.

Meet the Incubator Program Participants

Since the launch of the Small Business Incubator program in early 2022, PACE has added four businesses to the PACE office space. Three participants of the incubator program were unveiled on Facebook and the PACE webpage in early May 2022 now, our newest member Amy Woolfrey moved into her space on June 1st. PACE has now completed our mandate for the incubator portion filling each of the empty office spaces that were available.

The program aims to provide affordable workspace alongside an opportunity for on-site skill development, business training, and access to the full complement of business counselling services. As part of the program, virtual seminars for skill development are being set up and PACE will partner with other CFDCs in Red Lake, Kenora and Fort Frances to ensure a wider audience has access to each event.

As our new entrepreneurs settle in and get established, signage is being added to the window of the PACE facility to advertise their location. We welcome our new small business participants of the Incubator program to 66 Keith Avenue and wish them all great success as they begin their journey.



Pauline Douglas - Douglas Design

Chris Black - RMT Massage Therapist



Sue Wood -Balance Restored Reflexology

Amy Woolfrey - Amy's Foot Care

Mentorship ~ The Ripple Effect

PACE has implemented the Mentorship Program and is ready to welcome interested participants. In creating this program, we want entrepreneurs and small business owners to experience direct support from what the program has to offer.

The word Mentor has come to mean a trusted friend, advisor, teacher, and wise person. PACE is looking to attract Mentors to join the program, for a one-on-one relationship where one person, usually more experienced or senior, takes time to assist the small business entrepreneur as the mentee. The goal is to provide the mentee with any type of business support and professional development to improve the business ownership experience.

Mentors can challenge mentees to realistically assess their strengths and weaknesses, suggest alternative pathways and introduce the mentee to other people who can help. Together the pair can identify obstacles and develop strategies to overcome them.

The experience of mentoring can help the mentee build confidence, extend networks, and change work-life balance. The best matches are made when mentee development needs are matched to mentor strengths and preferences and there is enough difference in the match in terms of experience, background, and style, to provide stretch to the mentee.

PACE is recruiting applicants for the Mentorship program. We are reaching out to retired business owners and current and former loan clients in the catchment area to participate as Mentors. Becoming a Mentor has huge rewards with knowing they had a hand in empowering and inspiring a new entrepreneur and passing on knowledge and experience to make a difference. It's like harvesting gold!

Contact **Sandra Ostman, Program Coordinator 221-3293** or visit the PACE website to fill out the application read more about the Mentorship program. www.pace-cf.on.ca



“GIVE A MAN A FISH AND YOU FEED HIM FOR A DAY; TEACH A MAN TO FISH AND YOU FEED HIM FOR AN ENTIRE LIFETIME”

The Remote Access Program ~ Final Summary

The Remote Access to Technology funding was part of an agreement between PACE and FEDNOR's Regional Economic Growth through Innovation Program introduced in early 2021.

The business community within the PACE catchment area was confronted with the need to have all or part of their daily work done remotely during the COVID-19 pandemic. The Remote Access to Technology was launched and had great success with all funds allocated to 21 different businesses who benefited from these non repayable contributions.

PACE subsidized the costs for remote communication services as well as assisted businesses requiring this and other available technology to improve their businesses in new and innovative ways.

The non repayable contribution assisted 15 businesses from Dryden, 1 from Wabigoon, 2 from Machin, 2 from Sioux Lookout and 1 from Ignace. This portion of the program is now complete, and applications are closed.



CALLING ALL FUTURE ENTREPRENEURS!



The Youth Enterprise Camp is a weeklong day camp geared to the youth aged 9-13 years. This year's camp will run July 18-22 in Dryden. In this camp, the kids will learn how to start their own business from an idea and product that they create, they will then promote their business idea and product in an open market. The camp will take place at the library culminating with the Market Day in the PACE parking lot on Friday July 22. The market will be set up at 10AM and, shopping hours will be between 11AM – 1PM. PACE will act as the Loans officers on the Wednesday morning prior to shopping for supplies.

Please come out and support the camp kids!

If you have a future entrepreneur, please click on the link, and register your kids for a week of learning, problem solve, create, and innovate and start

their own business.

- Cost: \$125
- Contract: Aaron Vilaca aaron.vilaca@headstartinbusiness.com
- Link to Register: <https://headstartinbusiness.com/.../youth-enterprise-camp...>

Funder Forums

PACE recently held three funder forums within our local catchment showcasing various funding opportunities and business startup options from PACE and our close partners from Northwestern Ontario. We started in Dryden, moved to Sioux Lookout and then Ignace to finish off the tour over two days and was pleased with the success.

Over the past two years, these types of events were held virtually so moving back to in person had a smaller turn out from the public, but it gave the funder participants a chance to hang out and get back in touch with the many small business opportunities available.

We thank anyone that came out to meet with us and appreciate our partners for taking the time out of busy schedules to participate.

Northwest Business Centre, PARO, Northwestern Ontario Innovation, Business Development Bank, RBC, TD Bank, and NTAB.



PACE: NOREEN COX - BDC AND SANDRA OSTMAN – PROGRAM COORDINATOR



PACE hosted a Job Fair in Dryden on April 27th at the Royal Canadian Legion. We had 39 businesses participate with good public attendance. Several businesses hired employees on the spot that day which gave them a boost to their ongoing staff shortages. The immediate feedback from this event was positive which may lead to holding another Job Fair in the fall.

Located at 66 Keith Avenue in the PACE parking lot, this event gives local vendors another opportunity to sell their products. The fun begins **Tuesday** June 14 from 5:30pm to 8:30pm and will run every other week weather permitting.

Check out the Facebook page for Dryden Overpass Market



Meet Maddy, our Summer Student!

Introducing Maddy Kowalchuk, our PACE administrative assistant summer student. Maddy started on May 16th and will be with us until the end of August when she will be heading west for future endeavours. Welcome to PACE Maddy!



WE NEED YOU TO JOIN OUR BOARD

PACE is looking for Energetic, Passionate People to:

- Set financial policy decisions
- Build community networks
- Act as a catalyst I the PACE catchment area
- Monitor and measure results of spending

The Board Member Application is on our PACE website, look for board recruitments under the About tab.

For more information, please contact us at 221-3293