

January 2023

Volume 6 Issue 4

## BUSINESS SPOTLIGHT



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**P**ACE is thrilled to recognize Davis Clark of North Side Fabrication located in Vermilion Bay, ON as our feature business this quarter.

Davis came to PACE in early 2022 needing some help with his fabrication business. For a couple of years, he operated the business on a part time basis while working full time as a certified aircraft maintenance engineer. He is D17 Aerospace TIG welding certified, CWB industrial arc welding certified and has over 10 years welding experience.

He realized his part time business could become his full-time career all while operating from his home. Davis took the plunge and registered his business and decided to leave his job and operate the business full time. His financing need from PACE allowed him to purchase some new equipment that would enhance his business and give him the opportunity to fabricate products more efficiently saving him time and the ability to take on more projects including having inventory on hand.

North Side Fabrication specializes in custom orders and takes pride in being the only kind of business in the area that can build anything for anyone. The work Davis does is truly skilled. He has an eye for detail, making many custom orders personalized to the individual based on what they request along with his own design on many products. North Side Fabrication services a range of customers for repairs but the focus of the business is custom fabrication of products. The equipment purchased with the loan funds has played a huge role in the customizing, allowing him to do other things while the machine is working which speeds up productivity. This has also allowed him to have a small amount of stock at his shop along with having products in local retail store locations soon.

Davis comes from a family of business owners in the tourism sector so has an endless team of mentors to help him along the way. He has been a pleasure to work as a client and I look forward to also being a customer.

PACE appreciates the opportunity to assist with this endeavour for North Side Fabrication and is grateful for his contribution to economic development in the PACE catchment area. We wish him all the best for the future and congratulate him on such great success in such a short time.

You can visit North Side Fabrication on Facebook to contact Davis for more information on his products and repair services.

## A Word from Our Executive Director ~ Shannon Wogenstahl

Happy New Year! What a busy quarter it has been. I had the opportunity to attend the Tourism Summit in Thunder Bay in November hosted by NOTO and Destination Northern Ontario. What an amazing event supporting tourism. FedNor as well as Northern Ontario Heritage Fund presented to the group on the programs that have supported tourism in our region. Over three days we attended a variety of sessions on marketing, heard presentations from the Ministry of Natural Resources, and discussed how businesses continue to recover after the pandemic, just to name a few. The event was well attended, with a lot of great information provided to the participants.



The managers from the regional Community Futures Development Corporations attended meetings in December. We had an opportunity to speak with the regional manager from FedNor regarding the opportunities in our communities. It is wonderful to be attending these meetings in person again and to brainstorm with other managers in the region and look for opportunities to partner and bring sessions to our area to assist businesses.

We hosted the Regional Economic Development Officer meetings at PACE in November. The group meets quarterly, and planning has started for the next meeting some time in February.

We are welcoming some new faces to the PACE board at our AGM on the 25<sup>th</sup> of January. We are very fortunate to have such a diverse group of dedicated board members.

If you are thinking about starting your own business, or have questions please stop by the office at Unit 2, 66 Keith Avenue or give us a call at 807-221-3293.

## Giving Back to the Communities We Serve


**P**ACE along with the tenants from 66 Keith Avenue successfully raised and donated 115lbs of non-perishable food items for the Dryden Food Bank before Christmas. With the cost of food, there has been an overwhelming increase in the number of families that require this subsidized food source. PACE staff also volunteer time to help with hamper days at the food bank once a week.



## Business Partner Sessions

**P**ACE has partnered with our fellow CFDCs for some upcoming public sessions. By offering these in different communities, business owners from all over Northwestern Ontario can benefit. Check out these two events being held in January throughout the area. Register to attend these sessions through the link below and email to [cgander@lowbic.on.ca](mailto:cgander@lowbic.on.ca)

<https://www.pace-cf.on.ca/upload/documents/sxnm-registration-form.pdf>

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### “ ARE YOU A BUSINESS OWNER LOOKING TO RETIRE OR SELL YOUR BUSINESS? ”

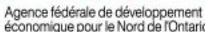

72% of business owners in Canada will transition out of their businesses either by selling to an outsider or shifting ownership within their family within the next decade. Most don't know where to start or how to do it effectively. **We can help you!**

Northern Ontario Community Futures Development Corporations have partnered with **SuccessionMatching.com** to help with the business transition process, through a series of business succession planning events! Participants will obtain a high-level knowledge of the overall business transition process and some of the things to keep in mind when thinking about selling. Eligible businesses may qualify for a membership with **SuccessionMatching.com** (a \$2,000 value provided FREE by your local CFDC) which provides access to a platform through which they can list their business for sale.

If you would like more information or to register for an event, please contact: Cole Gander at [cgander@lowbic.on.ca](mailto:cgander@lowbic.on.ca) - cell: (807) 464-1116

**Dryden - January 11th, 10 AM - Best Western**



 Federal Economic Development Agency for Northern Ontario  Agence fédérale de développement économique pour le Nord de l'Ontario 

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## EMPLOYERS

### Struggling to fill job vacancies?

You're invited to attend an informative presentation on possible solutions to fill those jobs!

Patricia Area Community Endeavours has partnered with Talent Beyond Boundaries (TBB) to deliver a 1-hour event taking place on:

**January 11th at Best Western - 11:30 am**

This presentation will outline the TBB process/services, and will explain how local employers can be matched with potential pre-qualified interview candidates. TBB has a roster of skilled and qualified refugees who are looking to immigrate to Canada. This program was developed to match refugees that are skilled and qualified in their respective fields, with a Canadian employer looking to hire.

For more information or to register for this free event, please contact **Cole Gander**:  
Cell (807) 464-1116  
Email: [cgander@lowbic.on.ca](mailto:cgander@lowbic.on.ca)

 TALENT BEYOND  
—BOUNDARIES—

 Federal Economic Development Agency for Northern Ontario  Agence fédérale de développement économique pour le Nord de l'Ontario 

[WWW.PACE-CF.ON.CA](http://WWW.PACE-CF.ON.CA)

## Webinars and Business Presentations

Pace will be hosting more webinars in the next quarter. Watch our Facebook page and website for details on upcoming sessions. Topics will include a presentation from Liz Norman with Northern Ontario Heritage Fund (NOHFC) explaining the many grant programs available for businesses and not for profits.



Details to follow in the coming weeks on other business-related topics.

## PARO – Open House

PACE hosted a PARO – open house for enterprising women in the Dryden area on November 2<sup>nd</sup>.

PARO is a not-for-profit social enterprise, whose goal is to collaborate to empower women, strengthen small business and promote community economic development across Ontario.

There are many benefits to being a member of a PARO Circle. It can give you access to sharing business knowledge, peer mentoring, support, and encouragement. The Circles are small groups of 4 to 7 women and is designed for women who run their own business. As a member through PARO, you can have access to loans and grants.

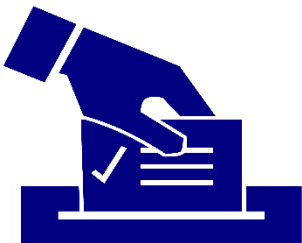


**ANDREA ZAPPE REPRESENTATIVE OF PARO WITH BUSINESSWOMEN OF DRYDEN IN THE PARO PEER LENDING CIRCLE**

Check out the site for more information or join a circle, PARO has a lot of information on specific groups and funding opportunities.

[Home | Paro Centre](#)

## Municipal Elections



PACE would like to congratulate all the successful council members being elected for a new term in our catchment. The board and staff are anxious to meet and welcome a few of the newly appointed council members to the PACE board of directors.

PACE continues to fulfill its board member capacity to ensure representation from all communities within our catchment area. If you are interested in becoming a board member, please contact the office at 807-221-3293.

## Something to Think About ~ Dreaming of Turning Your Hobby into a Business

It can be hard to make the leap from doing something as a hobby to doing it for a living.

Crafty entrepreneurs dream of taking their hobbies to the next level and there are mistakes that come with being a business owner. So how can aspiring entrepreneurs turn their creative efforts into cold, hard cash?

### **Choose Something You Love**

Running your own business takes time, energy and, most importantly, heart, which is exactly what you will need to get you through those inevitable low points.

You must really, really love it...Choosing something you really believe in will give you the stamina to keep your business moving forward.

### **Test the Market**

You may think your handiwork is fabulous, but that doesn't always mean it will sell. For aspiring entrepreneurs start out small and test the waters with friends and family before investing a lot of money into expansion.

When style and taste are concerned, it can be tricky to know if you are on the right course, you must know if there's a solid enough customer base.

### **Learn to Sell Yourself**

No matter what you make, no one will be able to buy it if they do not know it exists. It seems obvious, but one of the key mistakes new entrepreneurs make is failing to promote themselves.

The whole self-promotion thing can be very scary territory for entrepreneurs. It's the equivalent of tooting your own horn and I think that takes a lot of people out of their comfort zone.

### **Get Inspired**

One of the big rewards of being your own boss is also its biggest drawback – you're stuck at home. So, while you can skip the commute and spend the day in your PJs, you're also, well, sitting by your undressed, unwashed self

all day. It may be relaxing, but it won't provide the inspiration you need to really tear it up in the business world.

Surround yourself with people who have similar aspirations, as soon as you start to get out there more, you'll realize that it's a lot easier to overcome obstacles if you work together. So, get up, get dressed and start networking!

### **Take the Leap**

There's irony when it comes time to really take your hobby to the next level, because while many entrepreneurs dream of ditching their day jobs, most are terrified to take the leap.

But here's the catch-22 with sticking to that steady paycheck: The less time you're able to devote to your business, the less likely it is to grow enough to support you. That doesn't mean you should quit your job today. Just know that if you're serious about your business, there will be a tipping point where you'll have to make the choice to either play it safe or embrace possibility and take the plunge. ditching their day jobs, most are terrified to take the leap.

### **Dream Big**

The most successful entrepreneurs are big-time dreamers. Thinking bigger can help. It allows you to tap into an energy source that gives you even more enthusiasm about what you're doing.

Believe it, baby! Think your hobby could never turn a profit? Maybe your thinking's all wrong. Becoming a savvy entrepreneur isn't something that lands in your lap. It's about getting educated, getting active and believing in what you do, and it all starts with a mind shift, believing you can do something is the first step to accomplishing it.

Acquired from: Fabulous US- business solutions and Jenna Herbut – Make it happen

PACE Annual General Meeting  
Wednesday January 25, 2023 @6:00pm

Members of the Board of Directors for Patricia Area Community Endeavors are pleased to announce the 2023 Annual General Meeting scheduled for January 25<sup>th</sup>, 2023 @ 6:00pm.  
To adequately plan, attendance must be confirmed through Eventbrite.

**Event: Annual General Meeting**

**Admission: Free**

**You will receive your invite to the AGM through Eventbrite, here is the link**

<https://www.eventbrite.ca/e/annual-general-meeting-pace-tickets-479461380897>




The poster features a sunburst background in shades of orange and yellow. At the top, there are logos for PACE and Patricia Area Community Endeavors. The main text reads 'PACE ANNUAL GENERAL MEETING'. Below this, the date, time, and location are listed. At the bottom, there is a Canadian flag logo and text from the Federal Economic Development Agency for Northern Ontario and the Agence fédérale de développement économique pour le Nord de l'Ontario. A note at the bottom asks attendees to sign up on Eventbrite for a free ticket.

Patricia Area Community Endeavors  
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# PACE ANNUAL GENERAL MEETING

Date: Wednesday January 25, 2023  
Time: 6pm  
Location: Eventbrite/Virtual

 Federal Economic Development Agency for Northern Ontario Agence fédérale de développement économique pour le Nord de l'Ontario

**\*Please sign up on Eventbrite for a free ticket to this event. See you there!**  
<https://www.eventbrite.ca/e/annual-general-meeting-pace-tickets-479461380897>

