

PACE PERCEPTIONS

Volume 3 Issue 2

May 2012

Business Excellence

The time is upon us for Business Excellence awards, Volunteer Awards and so much more.

Patricia Area Community Endeavours has been nominated for Business Training Excellence in the Dryden Chamber of Commerce awards and we couldn't be more honoured.

We want to thank our partnerships with Canada/Manitoba Business Service

Centre for providing free of charge video conferencing sessions to our clients, as well as the Government of Ontario. The OSEB program continues to grow entrepreneurship in the area.

Here at PACE, we want to thank each and every one of our Board members—without their commitment of time and travel, we wouldn't be here making an impact for our communities we serve.

Did you know that there is a partnership between the Sioux Lookout Chamber of Commerce and Sioux – Hudson Employment Centre to offer FREE Customer Service training? They will even come to you! Now that is TRUE customer service.

Stay tuned for the upcoming winners that both Dryden & Sioux Lookout Chamber of Commerce award all in the name of Business Excellence!

The Local Initiatives Fund

On April 12, 2012 FedNor announced that the Local Initiatives Fund (LIF), which is funded under the Northern Ontario Development Program, will be phased out from the Community Futures Development Corporations (CFDC's) by 2013/2014.

As a result CFDC's that have existing contracts will continue to offer this service until the end of their current

contract or until all funds are depleted. PACE's contract was signed in October 2011 and is to end September 2013. This will allow PACE to carry on offering the LIF.

PACE has been offering the LIF program since 1997. From 2007 to present, we have supported seventy two different not for profit organization and municipal projects with \$275,000 worth

of funding, which in turn resulted in \$1.92 million dollars circulated within our eight communities.

"We applaud and thank FedNor for this opportunity to make a difference in our region. Our communities will surely suffer from the loss of this program.", remarks Board member and Community Development Committee Chair, Ralph Ireland.

Inside this issue:

Ditch Your 9-5 & Turn Your Passion Into Profit	2
Women in Business	2
OSEB Renewed	3
Upcoming Sessions	3
New Board Member	4
Did You Know?	4



We're on the web:

www.pace-cf.on.ca

Ditch Your 9-5 & Turn Your Passion Into Profit!



Excerpted from a fabulous "Made in Canada" website, devoted to finance for women by women:

www.goldengirlfinance.ca
These are Top Tips from the founder of "Make It: The Handmade Revolution", Jenna Herbut. She is the inspiration behind a crazy-cool craft show/party that hosts events across Canada!

1. Choose Something you LOVE—Running your own business takes time, energy and most importantly heart.

2. Test the Market—Your handiwork might be fabulous but that doesn't mean it will sell. Test the

waters with family and friends.

3. Learn to Sell Yourself—Regardless of what you make, no one will buy it if they don't know it (or you) exists.

4. Get Inspired—"Surround yourself with people who have similar aspirations..get up, get dressed and start networking!"

5. Take the Leap—If you're serious about your business, you'll have to make the choice: play it safe or take the plunge.

6. Pay Yourself—"Artisans are so used to creating things that when they become a small

business they still work like they're doing it for fun." Factor in your time & skills.

7. Dream Big— Most successful entrepreneurs are big-time dreamers. Tap into an energy source that gives you even more enthusiasm about what you're doing.

8. Believe it Baby! - Get educated, get active and believe in what you do. Herbut's final dose of inspiration "it all starts with a mind shift" ...believing you can do something is the first step to actually accomplishing it!

"There is no development strategy more beneficial to society—women and men alike—than the one which involves women as central players."
- Kofi Annan

Women in Business

Did you know that a Craft store was identified as a business opportunity for the Patricia Area?

Check out other opportunities in the Measuring Retail Market Gravitation study on our website under "Latest News". In the communities I visit regularly, I try to visit a few places here and there. I have come to recognize and applaud those women who are entrenched in the business realm. (Successful ones at that!) To name a

few...Tammy Reid at The Bulk Food Zone—always something new in there and she knows all her products! Amanda Diamond-Gallant with Diamond Tattoo—she is so busy even I can't get in within 2 months time. Suzanne Scherban at Suzanne's Boutique—a consignment store with so much class. How about Holly Hansson who added another location for Casually Hip and are found in Machin and Dryden?! We then visit Ignace to Chicki Pesola at Northwoods

Inn— always good food and smiles on the staffs' faces. Rest assured a stop at Roy Lane in Sioux Lookout can find Nancy Roy chatting up the customers or found in the community volunteering! I am just skimming the surface here, but I must convey it does take huge courage to JUST DO IT!

Help in forms of grants & repayable loans may be available—please call or visit us to find out more about these opportunities!



Self Employment Benefit Program Renewed

Effective April 1, 2012, PACE has renewed our commitment to deliver the Ontario Self Employment Benefit Program for another year.

In past issues of this newsletter and with their written approval, we have profiled several OSEB clients within our region. These successful new entrepreneurs

represent close to two hundred who have benefited from the program within our area.

If eligible for OSEB support, you will receive assistance in developing your business plan and continued support through your start-up phase. In total we will provide a living allowance for 42 weeks as a way of assisting you as your business develops.

If you are interested in more information about the Self Employment Benefit Program, have a business idea and think you might be eligible for support, please contact us at 807-21-3292 or email jjmd@pace-cf.on.ca.



"Regional exchange can be a source of growth and development, and of enhancing good governance."
- Anna Lindh

Upcoming Sessions

All sessions are free of charge and are delivered by video conference in PACE office.

Branding Basics; May 1, 1—3pm

CRA—Payroll Information; May 2, 1—4pm

GST/HST Seminar—New HST Rules and Information New Registrants; May 9, 10:30am— 1:30pm

The Basics of Exporting; May 10, 1—3pm

Business Opportunities and Ideas; May 17, 10am – 12pm

Selling Your Product or Service to the Government of Canada; May 23, 1—2pm

You can find more information on these sessions & future sessions by visiting our website at www.pace-cf.on.ca or call 807.221.3293. To register email Shawndel at shawndelp@pace-cf.on.ca.

New Board Member

Patricia Area Community
Endeavours
Box 668
Dryden, ON P8N 2Z3

Phone: 807.221.3293
Fax: 807.221.3294
Toll free: 800.465.5307

*PACE is run by a volunteer Board of Directors.
They represent all communities in our catchment
area.*

We welcome Devon MacKinnon-Ottertail
to our Board. She is the Economic Devel-
opment Officer at Eagle Lake First Nation.
Boozhoo!

As a Community Futures Development Corporation, Patricia Area Community Endeavours offers a wide variety of programs and services to support community economic development and small business growth. Within its catchment area, PACE strives to strengthen and diversify the local economy by providing assistance to entrepreneurs and small business.

Did You Know?

We have access to office space in Ignace and can be available every second Wednesday of the month. We are located at Service Ontario/MNR building. We provide business counseling/consultation and community development consultation.

We do site visits throughout our entire region and are available to come right to you.

Please call our main office at 1.807.221.3293 or 1.800.465.5307 to book an appointment or come on out and see us.



PACE Chair, Anne
Krassilowsky, presents
Outstanding New
Business Award to David
Durance and his team
from Kano Reid.
Congratulations!!!!