

Eastern Ontario Development Fund

# SUCCESS STORIES

## 2005 - 2006



### *Investing in our Community*

Community Capacity

Youth Internship

Local Initiatives

Skills Development

Business Planning

Community Retrofit



# 1000 Islands

COMMUNITY DEVELOPMENT CORPORATION

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## CFDC's in Ontario

### Community Futures Development Corporations

CFDCs support community economic development by assisting Ontario's rural and northern communities to strengthen and diversify their economies. As a community-based, non-profit organization, each CFDC is run by a board of local volunteers. It is staffed by professionals who encourage entrepreneurship and the pursuit of economic opportunities. Through Industry Canada and FedNor, the Federal Government provides funding, advice and support to a network of CFDCs across Ontario who carry out the following services:

- Strategic community planning and development
- Business services
- Access to capital

### 1000 Islands CDC

We seek to strengthen our local communities and regional economy through many projects and strategies coordinated in conjunction with our partners in economic development. We promote active collaboration between Eastern Ontario governments and local economic development agencies to ensure our communities' growth strategies are realized. We have chosen four strategic directions to pursue: enhance the region's economic development capability; provide small business and community support services; address key infrastructure requirements; and, strengthen tourism development and promotion. We initiate and provide direct investment into planning and economic development projects designed to stimulate economic growth in our service territory.



**1000 Islands Community Development Corporation**

## **The Eastern Ontario Development Fund**

The Eastern Ontario Development Fund (EODF), a multi-million dollar Government of Canada initiative, was established to promote rural socioeconomic development in Eastern Ontario, lead to a more competitive and diversified regional economy as well as contribute to the successful development of businesses, job opportunities and sustainable, self-reliant communities.

The EODF achieved its goals by investing in a wide range of grassroots community projects and supporting local companies. By delivering funding directly into the hands of local projects and companies the 1000 Islands CDC was able to invest over one million dollars into the local economy.

**Community Capacity Building Program:** to strengthen Eastern Ontario communities by supporting economic development projects that would address local needs and priorities and result in long term benefits including job creation and economic diversification.

*2 economic development initiatives supported by the 1000 Islands CDC*

**Youth Internship (Not-for-Profit) Program:** to provide Eastern Ontario post-secondary school graduates, under the age of 30 years, with opportunities to develop valuable skills during full-time work experiences in the fields of business and economic development.

*18 youth internships provided by the 1000 Islands CDC*

**Local Initiatives Program:** to support incremental, local economic development projects throughout the area.

*23 economic development initiatives supported by the 1000 Islands CDC*

**Skills Development Program:** to encourage and assist private sector businesses in training of employees to enhance skill sets to provide transferable skills to employees and to contribute to the overall strength of the workforce.

*26 companies supported by the 1000 Islands CDC*

**Business Planning Initiatives Program:** to support new and existing entrepreneurs with financial assistance for the development of sound business, export and marketing plans for the purposes of advancing business initiatives forward.

*8 companies supported by the 1000 Islands CDC*

**Community Retrofit Program:** to assist and encourage the development of vacant or underutilized, industrial, commercial or retail properties leading to development and job creation/retention potential.

*18 local businesses supported by the 1000 Islands CDC*

## Mobile Health Unit



Addressing the growing problem of access to primary healthcare services in the Leeds & Grenville region inspired the Victorian Order of Nurses of Lanark, Leeds & Grenville to seek support for a Mobile Primary Health Care Unit. Support for this endeavour was accessed from a number of sources with the EODF playing a pivotal role by providing seed money to the project under the Community Capacity Building Program.

Tireless efforts by the Lanark, Leeds & Grenville VON brought the project to a successful conclusion with Ontario Ministry of Health and Long Term Care providing funding, not only for the VON to staff the Mobile Unit with a nurse practitioner, but also for phase one of a VON community family health team.

The cost to purchase the recreational vehicle plus the costs to retrofit it for use as a health-care facility cost \$143,500, of which \$60,000 was provided by the Eastern Ontario Development Fund.

The Mobile Unit will operate 4 days a week and provide up to 3500 visits per year. Staffed by a nurse practitioner, the unit will deliver primary health care services to rural and under-serviced areas. The services that the unit will provide include comprehensive primary health care, health education and counseling. The issue of the lack of access to health care services has been seen as a critical issue in the region. The VON initiative to establish a Mobile Health Unit was enthusiastically endorsed and financially supported by a wide array of public and private investment.

Truly a project supported by all levels of government as well as the private sector, the Mobile Health Unit is an example of the success that can be achieved when there is a combination of cooperation and determination to develop an innovative solution.

EODF Investment: \$60,000

Overall Project Cost: \$143,500



## Brockville Airport Runway

The Brockville Airport runway extension adds 1,000 feet of runway length enabling the airport to accommodate business jet traffic. In response to a 1995 study, the involvement of the Mayor's taskforce and a creative approach to capital project financing, the extension planned over 10 years ago was completed in May 2005.

Truly a partnership of all three levels of government and the corporate sector, the Brockville -1000 Islands Regional Tackaberry Airport expanded the runway in 2005 to 4500 feet to enable corporate jet capacity for the regional airport. The expanded and upgraded facilities of both the airport and terminal are generating results with a 20% increase in air traffic movements in 2005 compared to 2004. This increase was despite closure of the airport for three weeks during the extension of the runway. Another benefit is the upgrade in airport status as a port of entry as reinstated on December 22, 2005 by the Canada Border Services Agency. Publication of the change and Nav Canada's Canada Flight supplement makes border entry status public record for the aviation industry. Pilots running flights through the Leeds & Grenville / 1000 Islands area will now be able to include Brockville in the process. The Brockville Airport Commission is elated with the announcement noting the recent development as a major win for local area businesses as well as the airport. The upgraded status will be yet another tool in the communities investment attraction efforts for new industry as well as the business retention factor with local corporations. The Economic Development office is currently working with Quebec interests on a sourcing exercise for a regular air service link between the Montreal and Toronto markets.

EODF Investment: \$ 75,000

Overall Project Cost: \$ 1,075,000

## Youth Internship

### **Big Brothers Big Sisters**

The Youth Intern allowed the organization to expand its marketing activities, to develop an updated membership database, and to increase the reach of its activities. The Intern was able to stay on in a permanent position.



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### **Riverfest**

A long standing summer festival in Brockville, Riverfest, like so many other festivals, experienced challenges maintaining its audience. The Youth Intern injected new vitality, energy and ideas helping to revitalize this world class event.



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### **Employment & Education Centre**

This organization develops innovative outreach programs to help youth and the unemployed find employment. The Youth Intern implemented and expanded youth programming and delivery. The Intern was able to stay on in a permanent position.



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### **Thousand Islands Playhouse**

This famous summer theatre has expanded operations and facilities in recent years, and through its Youth Intern was able to increase its outreach to youth via school programs and expanded delivery of youth programming.



## Youth Internship



### **United Way of Leeds & Grenville**

The Youth Intern created a comprehensive database compatible with the organization's receipt program. The database was successfully updated with over 3000 entries, strengthening a very important component of the organization and laying the foundation for improved operations. Full time employment with the organization has resulted for this intern.



### **Victorian Order of Nurses**

The Enhanced Primary Health Care Services project saw the development of a Nurse Practitioner to provide expanded services in areas experiencing 'gaps'. The Youth Intern acted as project assistant and worked closely with the nurse practitioner in developing administrative procedures, systems, databases and inventory systems.

## Youth Internship

### **City of Brockville Planning Department**

The Youth Intern assisted the department with the launch of its CIP (Community Improvement Program). The Intern assisted with the development of marketing materials, brochures, letters, web pages, direct mail campaigns to business and area residents and helped to increase dialogue with downtown merchants.



### **Rural Leeds 2000 Economic Development Corporation**

The Youth Intern photographed, catalogued, cleaned and stored over 100 artifacts at the Delta Mill; planned and created new signs; created new historic displays; and gathered, digitized and arranged hundreds of historic images from around the county for use by any community group or project. These incremental activities have strengthened the Mill's tourism product and helped to preserve the county's heritage.



### **Frontenac Arch Biosphere Reserve**

The Biosphere Reserve coordinates a wide range of projects and networking activities including the Local Flavours project which supports agri-food development. The Intern was able to increase membership in this program, develop marketing materials, update the website, develop interactive mapping and generally strengthen the Local Flavours project.



## Youth Internship



### **1000 Islands Gananoque Chamber of Commerce**

The Youth Intern supported the new initiative of coordinating an awareness program that saw a 'Shopping Mall Kiosk' travel to a variety of Shopping Malls, promoting the 1000 Islands as a tourism destination. The Intern also assisted with implementation of the new Premier Ranked Tourist Destination project.



### **1000 Islands Workforce Board**

The Youth Intern coordinated a project which provided a realistic approach to projecting employment opportunities while identifying shortages as well as current and projected employment opportunities.



### **Historic 1000 Islands Village Foundation (Arthur Child Heritage Centre)**

The Youth Intern coordinated a project to research and develop additional educational aspects of social, cultural and natural history exhibits at the Centre, and expand the programming for educational tours aimed at the Ontario Primary and Secondary school curriculum.

## Youth Internship

### Career Services

The Youth Intern undertook a wide range of activities to broaden the marketing of this organization and provide administrative support including responsibilities in human resources, employee scheduling and production and marketing. Improved customer relations and expanded awareness of the organization was achieved through the contributions of the Youth Intern.



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### United Counties of Leeds & Grenville

The Youth Intern provided project assistance to the development of an interactive on-line comprehensive business directory for all of Leeds and Grenville. Updating of information and expanding awareness and use of the on-line business directory was achieved through the efforts of the Youth Intern.



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### Athens District Chamber of Commerce

The Youth Intern analyzed the needs of the community and developed a plan which includes initiating community programs, increasing tourism, attracting new residents, creating a community website, developing an annual newsletter and increasing marketing outreach activities to strengthen the Chamber and its member businesses.



## Local Initiatives



### Township of Leeds & The Thousand Islands

A Revitalization Plan for the Village of Rockport to address issues of traffic flow, parking, land use and overall enhancement of the village was supported. Rockport is a strategic village that is home to the Rockport Boat Lines, Heritage Boat Lines and has struggled to balance growth and

**EODF contribution: \$8,000**  
**Total Project: \$12,000**

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### Mac Johnson Wildlife Area

Support was provided for the development of a Master Plan to guide development and management of the Mac Johnson Wildlife Area located to the north of Brockville.

**EODF contribution: \$7,500**  
**Total Project: \$12,000**

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### Brockville & District Chamber of Commerce

A series of workshops supporting the business community and providing access to high caliber training aimed at strengthening the business skills of local entrepreneurs and organizations was provided.

**EODF contribution: \$6,000**  
**Total Project: \$10,000**

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### Frontenac Arch Biosphere Reserve

Printing of the "Great River: A Heritage Landscape Guide to the Upper St Lawrence" as the final segment of the History Alive program aimed at promoting awareness of the assets that create the area's unique 'sense of place' was supported.

**EODF contribution: \$4,000**  
**Total Project: \$8,000**

### Local Initiatives

#### **1000 Islands Parkway Scenic Display Panels**

The Frontenac Arch Biosphere Reserve coordinated the creation of new interpretive panels to enhance the tourist and local resident’s understanding and appreciation of the unique attributes of the 1000 Islands. These panels were strategically located at scenic outlooks along the 1000 Islands Parkway.



**EODF contribution: \$10,000  
Total Project: \$20,000**

#### **Inland Paddling Routes**

The Frontenac Arch Biosphere Reserve developed a series of inland paddling routes, which are displayed on-line and in print, encouraging increased tourism and educational tours. These inland water routes open accessibility to the region and increase impact from longer tourist visits and repeat visits, particularly into the interior of the region.



**EODF contribution:\$10,000  
Total Project: \$20,000**

#### **Certification Training**

Provided certification training for over 30 TR Leger students in a variety of areas aimed at providing these individuals with a stronger skill set to enhance their potential for employment or additional studies. Some students struggle financially and do not always have access or opportunity to achieve certification.



**EODF contribution:\$2,000  
Total Project: \$2,500**

Local Initiatives



**Leeds & Grenville Small Business Enterprise Centre**

Support was provided for the development of a one-day Regional Youth Conference offering prospective entrepreneurs an opportunity to learn more about the field of self-employment.

EODF contribution: \$500  
Total Project: \$2,000

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**City of Brockville**

Support was provided for the development of a formal network to examine the financial and logistic feasibility of pursuing a multi-pronged approach to economic renewal of downtown Brockville. An Anchor Attraction Study was completed by Future Cities International.

EODF contribution: \$10,000  
Total Project: \$20,000

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**Leeds & Grenville International Plowing Match 2007**

Support provided for marketing materials to promote the upcoming Plowing Match including kit folders, branded promotional materials, brochures, handouts, canopy tent and cargo trailer.

EODF contribution: \$10,000  
Total Project: \$20,000

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**Town of Athens**

A feasibility study, prepared by TSH Engineers for the Village of Athens, explored the issue of developing water and sewer services. The initial study provides the local municipal government with guidelines for additional study and consideration.

EODF contribution: \$10,000  
Total Project: \$10,000

## Local Initiatives

### Employment & Education Centre

CSI Career Fairs (Career Studies Investigations) is a pilot program delivering career workshops in area high schools. Each CSI Career Fair provided tailored workshops and delivered targeted career information to the schools and students.



**EODF contribution: \$5,000**  
**Total Project: \$15,000**

### OSGA Winterfest 2007

Support for marketing materials to promote the upcoming Ontario Senior Winter Games to be held in various local venues in 2007. Marketing materials included a calendar, brochure, rack cards, signs, pop up banners and stationery.



**EODF contribution: \$10,000**  
**Total Project: \$20,000**

### Brockville DBIA

Provided funding for the Downtown Brockville billboard project to erect a billboard strategically located at the North Augusta /401 intersection to raise awareness of historic downtown Brockville.



**EODF contribution: \$1,000**  
**Total Project: \$5,000**

### 1000 Islands Gananoque Chamber of Commerce

Reproduction of promotional tourism DVD including graphic design for covers and imagery on discs. DVD's reproduced in English, French and continuous play which will be used for promotional purposes to lure visitors and relocation prospects.



**EODF contribution: \$1,000**  
**Total Project: \$1,100**

# *Pilot Project*



## **Gananoque Secondary School Certification Day**

Certification Day, a pilot project, occurred on November 2, 2005 and resulted in approximately 400 certificates being obtained in twenty-two different workshops. The event was given extensive media coverage with front-page stories appearing on the Upper Canada District School Board website, The Gananoque Reporter, and Brockville Recorder and Times. This event has served as a model for other schools and has since been adopted and successfully launched elsewhere. Workshops to both the Ontario Business Educator's Association and the Ontario Cooperative Education Association Spring conferences in Toronto have highlighted this pilot project and its success.

The pilot project served to educate students about the needs of the workplace, ongoing education and certification, and to increase the participation of the business community in fostering a spirit of training the future workforce. Twenty-two different certificates including Safe Food Handling, Fork Lift Training, CPR, Coaching, Forklift, Red Cross Babysitting, Chainsaw Operator, Fire Extinguisher Training and many more were offered without charge to students.

**EODF contribution: \$10,000**  
**Total Project: \$19,000**

## Local Initiatives

### Local Flavours

This project encourages the purchase of locally grown produce direct from farms, by individuals as well as restaurants. It seeks to remove barriers and strengthen local farmers markets and farm gate sales. Support was provided for a marketing campaign which included farm gate signs, brochures, decals for restaurants, stores and high visibility locations, and website updating of [www.localflavours.org](http://www.localflavours.org)



**EODF contribution: \$10,000**  
**Total Project: \$20,000**

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### Town of Gananoque

Supported a Downtown Revitalization Study, completed by Commonwealth Historic Resource Management, which provided up to 25 façade improvement packages to merchants, 13 of which are already underway. The DBIA and the Town of Gananoque have since created incentives to encourage revitalization and a Community Improvement Plan is in process of being adopted.



**EODF contribution: \$8,000**  
**Total Project: \$20,000**

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### Front of Yonge Museum

Support for a project to restore the Mallory Coach House Hotel, barn and grounds located in Mallorytown, built in 1853 and now to be used as office space for community groups, an information centre for referral to tourism businesses and activities, and an interesting place to visit and learn about the area's heritage.



**EODF contribution: \$3,000**  
**Total Project: \$20,000**

Local Initiatives



**Outdoor Waterfront Gazebo**

The Rotary Club of Gananoque received \$10,000 toward waterfront redevelopment along Bay Street connecting the Rotary Beach to the area of public docks. This is part of a larger overall project supported by the municipality. Support was provided to build and install an outdoor gazebo for use by many groups and for public access.

**EODF contribution: \$10,000**  
**Total Project: \$25,000**

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**Podiatry Chair**

The VON of Lanark, Leeds and Grenville has been able to improve foot care services in the region with the addition of a podiatry chair. The power treatment podiatry chair has permitted development of support programming and services in the area of foot care for a number of local clients.

**EODF contribution: \$8,000**  
**Total Project: \$8,860**

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**Statue of St. Lawrence**

The Admirals of the St. Lawrence commissioned a stone statue of Saint Lawrence that will stand proudly on a prominent islet beneath the Ivy Lea International Bridge. This statue will increase tourism interest, add to the product mix and serve as a regional asset.

**EODF Contribution: \$5,000**  
**Total Project: \$50,000**

## Skills Development



### **Riverstone Surfaces**

This young and emerging business has expanded its staff and operations through the investment of Skills Development in specialized training of new employees.



### **Collins Aikman Automotive**

This automotive supply manufacturer has diversified its operations and survived in recent times of stress, utilizing Skills Development investment to continue to strengthen the skill set of its employees.



### **Locke Truss**

This specialized company has expanded its staff, developed cross training within its operations, and utilized Skills Development investment to strengthen its position in the marketplace.



### **Grounds Master Nutrite**

A local and regional strong business with excellent growth, this company utilized Skills Development funding to train additional employees and consolidate growth opportunities.

## Skills Development

### **RipNet**

With the recent expansion into wireless services sales staff were in need of specialized training to support ongoing growth plans. The training has been highly beneficial and strengthened performance.



### **Maple Leaf Environmental**

This strong and successful local manufacturer undertook extensive training of key personnel. Twenty-four staff were trained in various skills and upgrades including electrical, mechanical, Chitosan training and building systems.



### **Woodridge Data Solutions**

This young and growing company received support for training of a newly hired Multi-Media Specialist. Specialized training in HTML, Dreamweaver, Div Tags and ASP has supported Woodridge's growth and expansion of products and services.



### **SEAM Enterprises**

Skills Development funding provided an opportunity to invest in improvements in inventory management, invoicing module improvements and improving overall productivity.



## Skills Development



### **3M**

Four 3M Canada Company Brockville Tape plant employees participated in the TSSA Industrial Maintenance Gas Technician certification training program, strengthening the company's local operations.



### **Alcan**

A recent upturn in new business necessitated hiring of new employees. Support was provided to train Industrial Maintenance Gas Technicians and Train the Trainer program to permit in-house training as needed.



### **Bulldog Coatings**

In support of a new business opportunity training was provided to four employees in specific skills pertaining to the application of Bulldog coatings. The training provided has enabled the company to expand into this new market area.



### **Chromatographic Specialties**

Training provided to dozens of employees in areas of customer service, customs, time management, technical training and first aid. Specific technical training in SPE, gas chromatography, analytical technique of pyrolysis and HPLC separation methodologies will enhance the technical support capabilities of this company.

## Skills Development



### **Dreams in Motion**

Support provided to this emerging small business to permit specialized training that will improve the company's product mix. New techniques in training educators will permit the company to expand its products and services.



### **Henderson Printing**

This strong and growing local company was supported in training to its technical staff and also in the training of a newly hired employee. Cross training of key personnel was also undertaken to improve the diversification of skills.



### **Hewitt Supplies**

Training was provided to two employees, increasing the skills of key employees and creating additional business opportunities for the company. Specialized training in CNC training, manual pump shaft turning, dynamic balancing of motors, pumps and overhead fans will strengthen the company's products and services.



### **Ludlow Technical Products**

Support provided for training of twenty-five supervisors and lead hands in Kronos System. In-house training will be continued by the company.

## Skills Development

### **Multi-Laser Solutions Inc.**

Senior staff were supported in specialized training to improve operations. Health and Safety Committee members were trained in areas of compliance with WSIB and OHS, leading to in-house training in various areas to improve operations.



### **Outokumpu**

Support provided for the training of five employees focusing on AutoCAD user training enabling CNC operators to optimize fitting blank size in order to reduce scrap. The company also expects to design new products in AutoCAD and develop new markets to meet long-term goals.



### **Procter & Gamble**

Support provided for the training of a large number of employees in operation, technical, leadership and organizations skills. The training has fostered strategic development of the company and supported new business growth.



### **Quality Inn Gananoque**

Training provided to fifteen employees to improve their skills in customer service through the GEMS training (Genuine, Enthusiastic, Memorable Service) program. This training has enhanced the service level in all aspects of operations.



## Skills Development



### **Shorewood Packaging**

Support provided for external training on control systems by OEM (BOBST) which allows implementation of a program to have real time data collection resulting in greater control of processes and ultimately reducing waste. Training also established the technical support to maintain real time quality inspection system, required for production into the Japanese market.



### **Textron Fastening Systems**

Support was provided for training of all employees in safety procedures and specialized training for new employee in machinist training. Six Sigma training was undertaken for one employee. The training will improve operations and help strengthen the company's performance.



### **Thompson Fasteners Inc.**

Supporting this company's strategy for growth and specialization, training was provided to three employees being trained in new positions for heading, secondary and tool making departments. Continuation of training in TS16949 was provided. Forklift training was also supported.



### **Trillium Health Care**

Support provided for the training of ninety employees in areas of Managing Conflict, Problem Solving, Coaching for Performance, Team Building Leadership, Supervisory Skills, and Training the Trainer. This comprehensive training has helped to strengthen the business.



### **Volition Alliance Group**

Training of staff in specialized computer software programs and techniques to further develop skill level and improve the overall strength of Volition Alliance Group. This will allow the company to expand its offering of products and services and support growth opportunities.

## Business Planning

The Business Planning, Marketing Planning and Export Planning element of the EODF program provided strategic support to entrepreneurs by investing in the development of professional plans to support the growth aspirations of a wide variety of businesses. A number of professional plans were supported including expansion plans, retention plans, restructuring plans and strategic business development plans.

Types of businesses supported through Business Planning included:

- Engineering firms
- Home support services for seniors & palliative care
- Private School
- Security services
- Manufacturing
- Skilled Trades

In total, we provided over \$25,000 of support to eight companies who were able to improve their businesses through better planning.

### Henderson Printing

An example of business planning support provided by the 1000 Islands CDC is our work with Henderson Printing. This locally owned, vibrant printing company has successfully expanded operations over the past several years and secured a niche in the marketplace. The company sought EODF support to undertake a comprehensive review of its marketing strategy, key markets, product mix and to tailor a strategic growth plan to support continued expansion and market penetration. The business plan developed with EODF support will serve as a pivotal document in Henderson Printing's continued growth and success.



## Community Retrofit

This element of the Eastern Ontario Development Fund (EODF) was designed to assist and encourage the development of vacant or underutilized, industrial, commercial or retail properties leading to development and job creation/retention potential.

The types of projects that were eligible for support included new façade improvements, upgrading existing services or installation of services where none existed, and renovating space to support a new commercial use or activity. Installation of safe drinking water technologies was also supported.

Eighteen local businesses received approximately \$180,000 of assistance through the Community Retrofit program to undertake a wide variety of projects.

### R.J. Deir & Sons Limited

RJ Deir & Sons Ltd. is a locally owned retail store in Gananoque which was in need of exterior upgrading of its historic façade. EODF Community Retrofit program was able to provide assistance to upgrade the façade of this well known and highly visible downtown store. As one of many identified in the Downtown Revitalization Plan commissioned by the Town this façade improvement is helping to rejuvenate the downtown shopping district.

*Before.....*



*After.....*





## Eastern Ontario Development Fund



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