



**Town of Arnprior  
Regular Meeting of Council: September 26, 2022  
Correspondence Package No. I-22-SEPT-16**

**Recommendation:**

That the Correspondence Package No. I-22-SEPT-16 be received as information and filed accordingly.

**General Information Items:**

- 1. Correspondence from the Province of Ontario**
  - a) [Ontarians Aged 18+ Eligible for Bivalent COVID-19 Booster Dose](#)
  - b) [Government Protecting Ontarians from Unsafe Hunting](#)
- 2. Correspondence from Renfrew County & District Health Unit**
  - a) [COVID-19 Case Summary – September 15, 2022](#)
  - b) [RCDHU Plans for Bivalent COVID-19 Vaccine Booster Roll Out and Urges Residents to be Patient](#)
- 3. Correspondence from Enterprise Renfrew County**
  - a) [Consumer Behaviour & Web Development Workshops](#)
  - b) [Small Business Week Virtual Series](#)
- 4. Correspondence from Arnprior Public Library**
  - a) [Fall Newsletter](#)
- 5. Correspondence from Ottawa Valley Business**
  - a) [September 20, 2022](#)
- 6. Correspondence from Association of Municipalities of Ontario (AMO)**
  - a) [Watch File – September 15, 2022](#)

## Ontarians Aged 18+ Eligible for Bivalent COVID-19 Booster Dose

Bivalent Boosters Available to Vulnerable Populations Immediately, All Ontarians Aged 18+ Eligible Starting September 26

September 12, 2022

[Health](#)

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TORONTO — Based on guidance from Health Canada and the National Advisory Committee on Immunization (NACI), the Ontario government is offering the bivalent COVID-19 booster dose to all Ontarians aged 18 and over, beginning with the most vulnerable populations.

“The bivalent COVID-19 booster is a safe and effective way for people to better protect themselves against the most recently circulating COVID-19 variants in Ontario,” said Dr. Kieran Moore, Chief Medical Officer of Health. “As vaccine protection decreases over time, I encourage all Ontarians aged five and over to receive the booster dose they are eligible for.”

Starting today at 8:00 a.m., bivalent COVID-19 booster appointments will be available to and can be booked for the most vulnerable populations, including:

- individuals aged 70 and over;
- residents of long-term care homes, retirement homes, Elder Care Lodges and individuals living in other congregate settings that provide assisted-living and health services;
- First Nation, Inuit and Métis individuals and their non-Indigenous household members aged 18 and over;
- moderately to severely immunocompromised individuals aged 12 and over;
- pregnant individuals aged 18 and over; and
- health care workers aged 18 and over.

To prioritize distribution to these populations, new booster appointments for Ontarians aged 18 and over will be paused until September 26. However, to allow for convenient planning and preparation, individuals 18 years of age and older who do not belong to a priority population can start booking their appointments today,

the availability of which is based on shipment schedules and supply from the federal government. All previously-booked booster appointments for September 12 to 25 will be honoured and, if available, the bivalent vaccine will be offered.

Individuals can receive the bivalent booster at the recommended interval of at least six months from their previous dose, regardless of how many boosters they have already received.

Appointments can be booked through the [COVID-19 vaccination portal](#) or by calling the Provincial Vaccine Contact Centre (PVCC) at 1-833-943-3900. Eligible individuals can also book an appointment directly through public health units that use their own booking systems, Indigenous-led vaccination clinics, participating health care providers and [participating pharmacies](#). Pregnant individuals and health care workers booking from September 12 to 25 must call the PVCC or book booster dose appointments through [participating pharmacies](#).

Long-term care, retirement home and Elder Care Lodge residents may receive their bivalent booster dose directly through the congregate home where they live.

“With the start of the respiratory illness season, it is especially important to make sure people stay up to date with their vaccines,” said Sylvia Jones, Deputy Premier and Minister of Health. “COVID-19 vaccinations and boosters are the best tool to keep people healthy and out of hospitals, and to ensure Ontario’s economy stays open as kids go back to school and as the weather cools and people spend more time indoors.”

The bivalent vaccine, along with continued access to testing and antivirals and updated public health guidance, gives Ontarians the tools they need to make the best decisions for themselves on how to stay safe, healthy and out of hospitals as the province continues its efforts to support the recovery and rebuilding of the health system.

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### Quick Facts

- The province is preparing to provide free flu shots to Ontarians this fall so they can protect themselves and reduce the number of hospitalizations due to influenza.
- If you have questions about COVID-19 vaccines, please contact the Provincial Vaccine Contact Centre at 1-833-943-3900 (TTY for people who are deaf, hearing-impaired or speech-impaired: 1-866-797-0007), which is open seven days a week from 8 a.m. to 8 p.m. and capable of providing assistance in more than 300 languages.

- If you have questions about vaccinating your child, speak with your health care provider or contact the COVID-19 Vaccine Consult Service at [sickkids.ca/vaccineconsult](https://sickkids.ca/vaccineconsult) or 1-888-304-6558 to book a confidential phone appointment with a SickKids' Registered Nurse or the Scarborough Health Network VaxFacts Clinic at [shn.ca/vaxfacts](https://shn.ca/vaxfacts) or 416-438-2911, ext. 5738 to speak with a qualified physician.
  - For more information about treatment options, contact your primary care provider, visit a clinical assessment centre, or call Health Connect Ontario at 811 or 1-866-797-0007 (toll-free TTY) for more information on treatments, assistance, or eligibility for virtual care options.
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### Additional Resources

- [Children Aged Five and Over Eligible for First Booster Shot](#)
  - [Ontario Introduces a Plan to Stay Open: Health System Stability and Recovery](#)
  - [COVID-19 Vaccine Bookings to Open for Children Aged Six Months to Under Five Years](#)
  - [Ontarians Aged 18+ Eligible for Second Booster Shot](#)
  - [COVID-19 vaccines for children and youth](#)
  - Visit [COVID-19 Vaccine Consult Service](#) to book a confidential phone appointment with a SickKids Registered Nurse
  - For resources in multiple languages to help local communication efforts in responding to COVID-19, visit Ontario's [COVID-19 communication resources webpage](#).
  - Visit Ontario's [website](#) to learn more about how the province continues to protect the people of Ontario from COVID-19.
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### Related Topics

#### Government

Learn about the government services available to you and how government works.

[Learn more](#)

#### Health and Wellness

Get help navigating Ontario's health care system and connecting with the programs or services you're looking for. [Learn more](#)

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### Media Contacts

Hannah Jensen

Minister Jones' Office

[Hannah.R.Jensen@ontario.ca](mailto:Hannah.R.Jensen@ontario.ca)

# Government Protecting Ontarians from Unsafe Hunting

September 16, 2022

[Natural Resources and Forestry](#)

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The Ontario government is safeguarding people from unsafe and illegal hunting practices.

Riley Brown and Jeffery Brown, both of Wheatley, pleaded guilty and were fined \$1,000 each for unlawfully discharging a firearm from a roadway, and \$500 each for trespassing for the purpose of hunting. In addition to the fines, both were suspended from hunting in Ontario for six months.

Court heard that on September 25, 2021, the opening day of small game season, conservation officers were conducting a pheasant decoy operation in the Hullett Marsh area, northeast of the town of Clinton. This operation was planned in response to historic occurrences of unsafe hunting practices in that same area. Officers observed Jeffery Brown drive past the decoy location and stop the vehicle which he was driving. Riley Brown stepped out of the vehicle and, following direction from Jeffery, attempted to shoot at the decoy from the roadway. The decoy was located on private property where the Browns did not have permission to hunt.

Justice of the Peace Joanna Opalinski heard the case in the Ontario Court of Justice, Goderich, on March 22, 2022.

Conservation officers remind everyone that by respecting seasons, sanctuaries, bag and possession limits, we all help ensure our natural resources stay healthy. To report a natural resource problem or provide information about an unsolved case, members of the public can call the ministry TIPS line toll free at 1-877-847-7667. You can also call Crime Stoppers anonymously at 1-800-222-TIPS. For more information about unsolved cases, please visit [ontario.ca/mnrftips](https://ontario.ca/mnrftips).

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## Related Topics

### Law and Safety

Ontario's laws and related information about our legal system, emergency services, the Ontario Provincial Police and victim services. [Learn more](#)

## Rural and North

Information about the province's Far North and rural communities. Get connected to business improvement organizations and learn more about funding and programs that support rural, northern and Indigenous communities. [Learn more](#)

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### Media Contacts

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Drew Pegrum

Conservation Officer

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[drew.pegrum@ontario.ca](mailto:drew.pegrum@ontario.ca)

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[Accessibility](#)

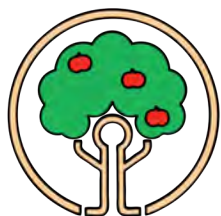
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# Renfrew County and District Health Unit

## COVID-19 Case Summary

September 15, 2022

<b>Total Confirmed Cases in Renfrew County and District (RCD):</b> 5834		<b>Current Status of Cases in RCD</b>	
<b>Cases Reported in the Last 7 Days:</b> 63		<b>Self-Isolation:</b> 93	
<b>Incidence Rate<sup>a</sup> in the Last 7 Days:</b> 58.0 per 100,000 individuals		<b>Hospitalized:</b> 4	
		<b>Hospitalized in Intensive Care Unit:</b> 0	
		<b>Resolved:</b> 5674	
		<b>Deceased:</b> 63	
Outbreak Setting	Cumulative Number of Outbreaks	Active Number of Outbreaks	
Hospital	18	1	
Long-term care home	28	1	
Retirement home	32	4	
Congregate living facility	22	0	
Other <sup>c</sup>	38	0	
Total	138	6	
<b>Total Number of tests completed for RCD residents:</b> 155,775		<b>Percent Positivity<sup>b</sup> of tests completed for RCD residents (September 01, 2022-September 07, 2022)</b> 8.0%	

<sup>a</sup> Incidence rate is calculated by dividing the total number of confirmed cases in a 7-day period by the population size, and then multiplying by 100,000. It takes into account the size of the population, and can be compared to other regions. It's trend (increasing or decreasing) suggests the trajectory of transmission within a region. Data source: Population Projection of Renfrew County and District Health Unit [2020], Ontario Ministry of Health, IntelliHEALTH Ontario

<sup>b</sup> Percent positivity is calculated by dividing the number of tests with a positive result by the total number of tests processed during the same time frame, and then multiplying by 100. A higher percent positivity suggests higher community transmission and that there are likely more people with COVID-19 in the community who haven't been tested yet. Data source: Ontario Ministry of Health, Ontario Laboratory Information System (OLIS), Visual Analytics Hub.

<sup>c</sup> Includes school/education/child care, workplaces, and other community outbreak settings. In alignment with Provincial guidance, RCDHU has shifted focus to mitigate outbreaks and transmission to vulnerable individuals in highest-risk settings such as hospitals, long-term care homes, retirement homes, and congregate living facilities.

For more information on COVID-19 variants of concern in Ontario, please visit:

<https://www.publichealthontario.ca/en/laboratory-services/test-information-index/covid-19-voc>



Renfrew County and District Health Unit  
*"Optimal Health for All in Renfrew County and District"*

## For Immediate Release

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(Pembroke, Ontario, 2:20 p.m., September 12, 2022)

### **RCDHU Plans for Bivalent COVID-19 Vaccine Booster Rollout and Urges Residents to be Patient**

Starting today, Renfrew County and District residents 18 years of age or older will be able to book bivalent COVID-19 vaccine booster appointments at local clinics. **Please note that the bivalent COVID-19 vaccine booster will not be offered to residents attending clinics this week (September 12-16).**

The following groups will be able to **start booking bivalent COVID-19 vaccine booster appointments today and will be able to attend clinics starting the week of September 19<sup>th</sup>:**

- individuals aged 70 and over;
- residents of long-term care homes, retirement homes, Elder Care Lodges and individuals living in other congregate settings that provide assisted-living and health services;
- First Nation, Inuit and Métis individuals and their non-Indigenous household members aged 18 and over;
- moderately to severely immunocompromised individuals aged 12 and over;
- pregnant individuals aged 18 and over; and
- health care workers aged 18 and over.

**Residents 18 years of age and older will also be able to start booking bivalent COVID-19 vaccine booster appointments today and will be able to attend clinics starting the week of September 26<sup>th</sup>.**

Those looking to book an appointment [can do so online](#) via the Provincial Vaccine Contact Centre or by calling **1-833-943-3900**.

**Starting September 19<sup>th</sup>,** the previously mentioned groups can contact [participating pharmacies](#) about receiving the new bivalent COVID-19 vaccine booster. Residents 18 years of age and older can contact [participating pharmacies](#) about bivalent COVID-19 vaccine booster availability starting September 26<sup>th</sup>. It is recommended that you call the pharmacy ahead of time as vaccine supply varies and appointments may be required.



Anyone who recently experienced a COVID-19 infection should wait 90 days following their symptom onset date or the date that they tested positive for COVID-19, before receiving their bivalent COVID-19 vaccine booster (and only if six months has already passed since receiving their previous dose).

Even if you have been vaccinated, it is important to continue following public health measures to keep the community safe; stay home if you are sick, avoid contact with people who are ill, practice physical distancing (2 metres), wear a mask/face covering when physical distancing cannot be maintained, wash your hands, and complete the [COVID-19 self-assessment tool](#) or [COVID-19 school and child care self-assessment tool](#) **daily** before going to work, school or daycare, to monitor for symptoms and proper guidance.

For more information on COVID-19 vaccination, visit <https://www.rcdhu.com/novel-coronavirus-covid-19-vaccine-rollout/>.

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Renfrew County and District Health Unit  
Fax: 613-735-3067  
[media@rcdhu.com](mailto:media@rcdhu.com)  
[www.rcdhu.com](http://www.rcdhu.com)

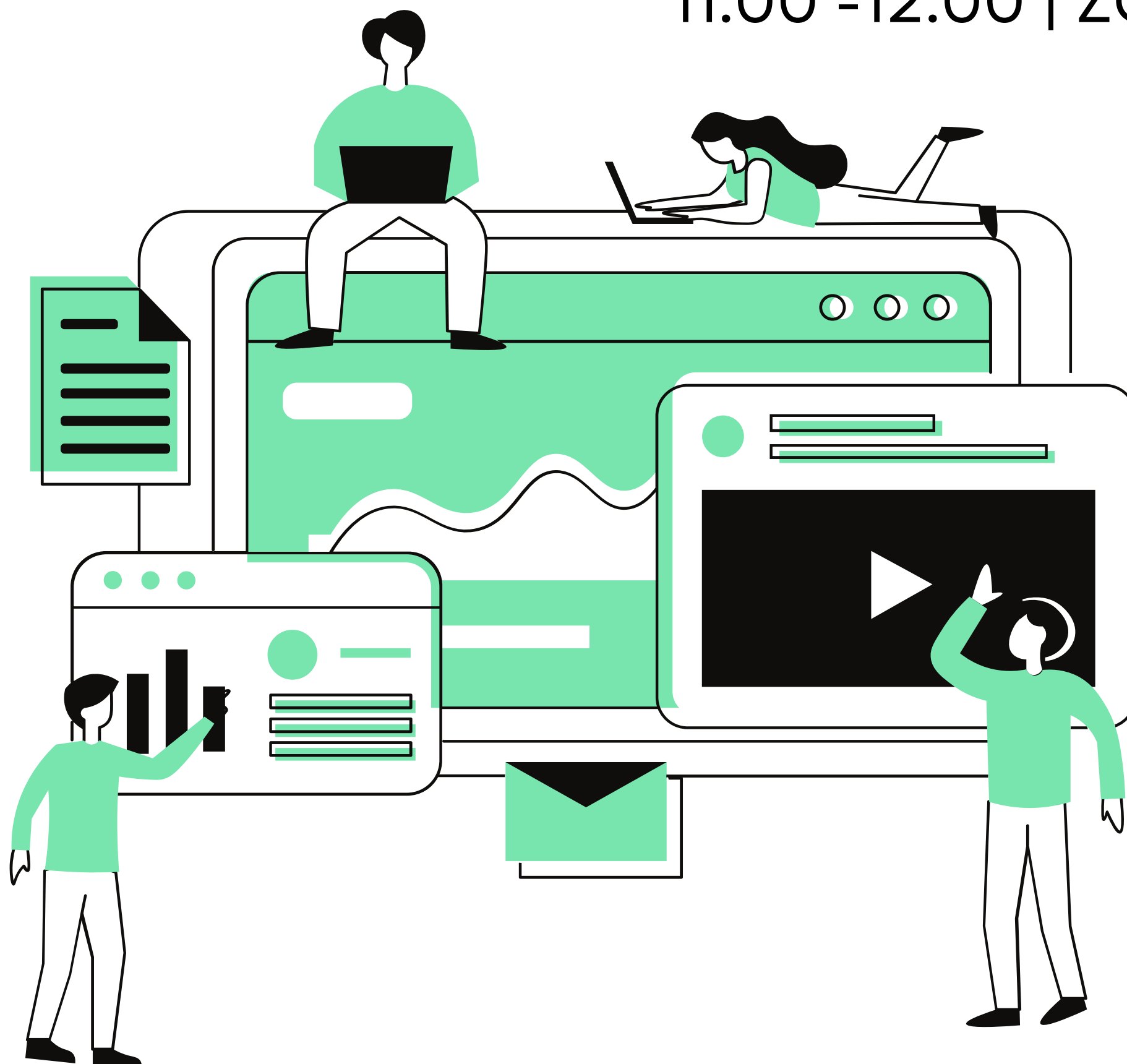


**ENTERPRISE  
RENFREW COUNTY**  
Ontario's Small Business Support Network

# Consumer Behaviour & Web Development

Virtual Workshops with  
Bernard Charlebois

October 6 & 13, 2022  
(Thursdays)  
11:00 -12:00 | ZOOM



**To Register Email: [ercinfo@countyofrenfrew.on.ca](mailto:ercinfo@countyofrenfrew.on.ca)  
OR Visit [www.enterpriserenfrewcounty.com](http://www.enterpriserenfrewcounty.com)**



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**ENTERPRISE  
RENFREW COUNTY**  
Ontario's Small Business Support Network

OCT. 2022

# SMALL BUSINESS

Get Inspired and Build Your Skills! **WEEK**



Business Coach

**David Cohen**

## VIRTUAL SERIES:

**OCT 17** (11AM - 12:30PM)

**WELLNESS** FOR ENTREPRENEURS

**OCT 19** (11AM - 12:30PM)

THE **POWER OF BELIEFS** FOR ENTREPRENEURS

**OCT 20** (11AM - 1PM)

**LEADERSHIP** FOR ENTREPRENEURS & NEWCOMERS



Madawaska  
Media

**Maureen  
MacMillan**



B&R Photography  
and Design

**Ryan  
Schmidt**

## IN PERSON:

**OCT 18** (8AM - 12:00PM)

**PHONE PHOTOGRAPHY** - BASICS,  
BRANDING, & ADVANCED TECHNIQUES  
9 INTERNATIONAL DRIVE,  
PEMBROKE, ON

## In Partnership With:



**Community Futures  
Development Corporation**  
Renfrew County



Local Immigration Partnership  
Partenariat local pour l'immigration  
LANARK & RENFREW



## Registration :

[ercinfo@countyofrenfrew.on.ca](mailto:ercinfo@countyofrenfrew.on.ca)

[www.enterpriserenfrewcounty.com](http://www.enterpriserenfrewcounty.com)





## Arnprior Public Library Newsletter Fall 2022

### NEW FALL HOURS

Mondays noon - 7pm

Tuesday to Thursday

noon - 6pm

Fridays 10am - 5pm

Saturdays 10am - 2pm

Exciting times at the Library!

In early 2023, the renovations will be complete and the library will feature a new bright, beautiful programming space indoors as well as a comfortable outdoor space for all types of library and community uses! Thanks to a federal grant; support from fundraising, donations, bequests and the Scharf Family Charitable Trust; development charges and the Town of Arnprior, the additional space will meet our programming goals for our rapidly growing community.





We wish to welcome all our new patrons. Over the last three months more than 470 new memberships have been issued!

We look forward to providing you a full range of programming when the renovations are complete.

Many new faces joined us for a fantastic Summer Reading Club. In fact, a record 352 children participated in a variety of programs and read a mountain of books. Thanks to generous ongoing support from the Arnprior Optimist Club, Arnprior Rotarians and the Scharf Family Charitable Trust, all children's programming is free of charge and offers a nutritious snack in addition to the traditional story time of books, crafts, games and activities. Thanks to various community members who assisted with multicultural programs and special events including dance and music.



Pictured above: Our stellar team of summer students (Mary, Robert and Allison) along with the volunteers who helped to make our end of summer celebration an event to be remembered!

**Now we're gearing up for a return of class visits and a busy schedule for fall programming in the Children's Department.**

We are thrilled to be partnering with Ottawa Valley Theatre Kids to offer a Kinder Drama program on Saturday, October 1. This program is for children in Junior and Senior Kindergarten and requires registration.





Baby Rhyme Time (for babies 5-12 months and their caregiver) will begin on Wednesday, October 5. Registration is required.

Friday Morning Story Times get underway on Friday, October 7. 10am to 10:30am for toddlers and their caregivers, and 11am to 11:30am for preschoolers to attend independently.

LEGO Lounge, a drop-in program for kids 5+, will resume on Tuesday, October 4. No registration is required, but children do need a valid library membership.

Various programs for ages JK-grade 1, grades 2-4, and grades 5-8 are also being offered.

Our [Youth Services page](#) on the library's website is the portal to detailed information and registration links.



Christmas Kick-Off Book Advent Calendar Event Wednesday, November 23! Join us at 6pm for cider, treats and festive music as you choose and wrap books for a book Advent calendar for your family. We provide the gift wrap and you choose the books that will delight your children throughout the month of December. This is an adult only event. Registration will open in early November.

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The Library is all about building partnerships throughout the community. This fall we welcome the next installation of Pop-Up Art—a collaboration with Ottawa Valley Community Arts. This exhibit is on display until the end of November.

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We've had a busy summer attending events at Arnprior's beautiful Robert Simpson Park and Clay Bank Park in McNab/Braeside.

Thanks to everyone who stopped by to say hello during Canada Day, Tarts & Arts Festival and The Bees Knees Nature event in McNab/Braeside. We'll be continuing our community outreach this fall with programming outside of the library walls, including some Green Screen photography sessions at the Arnprior Villa.

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The library is hosting a series of Saturday afternoon speaker series in partnership with Arnprior's Butterflyway Project.



Admission is free. All presentations begin at 2pm in the library's main hall.

September 17: Diversity of Wild Pollinators | Speaker: Shelby Gibson

September 24: Plants for Bees, Butterflies and Songbirds | Speaker: Trish Murphy

October 1: The Corner Pollinator Garden | Speaker: Brit Erickson

October 8: Rebuilding Habitat from the Ground Up | Rewild Landscapes



Stop by to sign the Town of Arnprior's Book of Condolence on the passing of Queen Elizabeth II. The book will be sent to the British High Commission by the end of the September.

In partnership with the Red Cross, the library continues to distribute COVID rapid test kits and free N-95 masks.



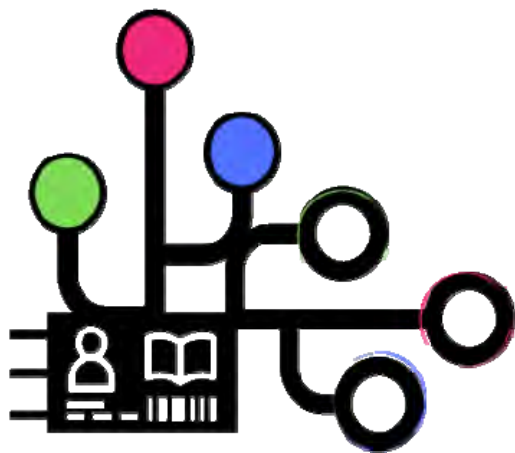
Our ongoing partnership with the Seniors Active Living Centre has been so successful that we now have two vibrant book clubs for seniors. Both Arnprior 10 Book Clubs meet monthly on Tuesday mornings in our cozy fireplace area.



We have had some inquiries about an evening book club. To that end, if you are interested in participating in a book club, meeting monthly on Tuesday evening in the library, please complete our [online form](#).

As per the library's elections policy, there is a dedicated table in the main foyer for candidates to display copies of campaign pamphlets or brochures. This space is available for all municipal candidates in the Town of Arnprior and Township of McNab/Braeside.

Feel free to familiarize yourself with the candidates in your area. **Election day is Monday October 24.**



Ontario Public Library week will be celebrated October 16-22. We're planning a full lineup including an author visit, some giveaways and more. Stay tuned for all the details by checking our website and social media feeds.

The Whatknots Knitting Groups meets Monday mornings at 10am at the fireplace in the lower level. Bring your creative project, share ideas and talk about books too! Everyone is welcome to attend.



Our resident chess master is set up every Tuesday (noon—6pm) in the lower level Art Corridor. Herb Langer has travelled the world playing competitively, but he's keen to introduce all ages to the game. Stop by for match!

***See you at the Library!***



Get your job in front  
of more people.

**EasternOntarioJobs.com**

## Personal Services Businesses and CRA

### What constitutes an employee or contractor

By: Jennifer Layman  
[jenn@ovbusiness.com](mailto:jenn@ovbusiness.com)

CPA Canada has noted that the Canada Revenue Agency is escalating its scrutiny of personal services businesses (PSB), specifically as more individuals and sole proprietors choose to incorporate.

A detailed blog post by CPA Canada says that the campaign seems to focus on industries that commonly hire service providers who may operate a PSB, such as trucking, IT consulting, accounting, construction and catering – all of which are named in the CRA's webinar which was delivered in February 2022. The blog post provides an overview of the situation.

"Rather than hiring employees directly, many taxpayers retain non-employees to provide services, whether to fill a short-term need, obtain specific expertise or otherwise fill a role that is not suited to a full-time position," writes CPA Canada. "These situations carry significant income tax risk, and



that risk depends on whether an individual or corporation is providing the services."

The post continues that when the service provider is an individual, the key income tax issue is whether the individual is employed or self-employed. If CRA decides the individual operates as self-employed but is determined by CRA to be an employee, there could be tax consequences for both the individual and the payee.

Where the payer engages a corporation to provide services, the income tax risk rests mainly with the service provider. The

tax rules require a determination as to whether the income is from an active business that is eligible for the small business deduction, or income from a PSB.

When the PSB rules apply, there are two main tax consequences: a higher corporate tax rate on the PSB income and a limitation on the corporation's expense deductions.

Criteria to determine whether an individual is an incorporated employee use the same factors as whether an individual is employed or self-employed:

**Control.** The more control that is exercised by the payer over

the service provider may indicate an employment relationship.

**Tools.** Providing tools to a service provider suggests an employment relationship.

**Subcontracting.** Not being able to subcontract relevant work indicates an employment relationship.

**Financial Risk.** Whether or not the service provider has an investment in their business, which includes paying for costs before billing for services.

**Profit.** Whether the service provider has both a chance of profit and a risk of loss.

**Clients.** Whether the service provider delivers similar services to other clients also indicates self-employment.

CPA Canada provides recommendations on managing personal service business risk. They are included in the full blog post available at: <https://www.cpacanada.ca/en/business-and-accounting-resources/taxation/blog/2022/sep-tember/new-cra-campaign-focuses-on-psbs>

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to move to the country but need a job to do it.

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 [www.facebook.com/EasternOntarioJobs](https://www.facebook.com/EasternOntarioJobs)

# Ottawa Valley BUSINESS

## ABOUT US

Ottawa Valley Business (OVb) publishes on the first and third Tuesday of every month. OVb covers business news and events throughout Renfrew, Lanark and Pontiac counties as well as the surrounding areas. OVb is published by Forward Thinking Marketing Agency.

## WHO READS US

Ottawa Valley Business is delivered by email to 3,600 subscribers in businesses, organizations and local and regional government.

## HOW TO SUBSCRIBE

Subscriptions are free. Send an email to [jenn@ovbusiness.com](mailto:jenn@ovbusiness.com) to be added to our distribution list.

## ADVERTISING RATES

Advertising rates are as follows:

1/8 Page .....	\$75
1/4 Page .....	\$150
1/3 Page .....	\$175
1/2 Page .....	\$275
2/3 Page .....	\$325
Full Page .....	\$475

**Regular Advertising Special:** Run three ads for the price of two. Run the same ad twice and the third time you run the ad it's free!

Graphic design is included in the price of your ad. If submitting artwork, please request our ad dimensions.

## CONTENT & SUBMISSIONS

Submissions on items related to business are welcome. This includes news, events, new hires, tender and letters to the editor. Content will be edited to fit the space available. If you have an event that is not business-related, please consider 101 Things To Do in the Valley at a cost of \$25. [101things@travelourbackyard.com](mailto:101things@travelourbackyard.com)

## CONTACT US

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[www.facebook.com/OVBbusiness](http://www.facebook.com/OVBbusiness)

## MAILING ADDRESS

2113 Petawawa Boulevard,  
Pembroke, Ontario K8A 7G8

## Events

### September 21, 2022

Free succession planning session for business owners looking to sell, transfer or close their business, or those interested in purchasing a business. 9:00am-12:00pm. Horton Community Centre, 1005 Castleford Road, Renfrew. Ensure the smooth transfer of a business while maintaining existing relationships. Held by RCCFDC, BDC and Enterprise Renfrew County. <https://SuccessionPlanning.eventbrite.ca>

### September 22, 2022

Food Handler certification course. Offered by Renfrew County District Health Unit. Renfrew Legion. 9:00am-4:00pm. 30 Raglan Street South, Renfrew. Register at [www.rcdhu.com](http://www.rcdhu.com) or 1-800-465-5000.

### September 23, 2022

Final day for nominations for the Renfrew & Area Chamber of Commerce annual community awards celebration. Categories include citizen, community champion, outstanding business achievement, inclusive employer champion, new business, young person, visual artist or artisan of the year and local hero award. Visit [www.renfrewareachamber.ca](http://www.renfrewareachamber.ca)

### September 24, 2022

UOVCC Business Excellence Awards Gala. Normandy Officers' Mess, Garrison Petawawa. Contact Kelly: [manager@uovchamber.com](mailto:manager@uovchamber.com)

### September 26, 2022

Meet The Candidates Breakfast. Petawawa Quality Inn & Suites. \$22

in advance or \$25 at the door. 8:00am-9:30pm.

### September 27, 2022

Web Presence 101 - Ensuring Your Foundation Is Set. 10:00-11:30am. Free webinar. Getting your business online. Digital Main Street. [www.digitalmainstreet.ca](http://www.digitalmainstreet.ca)

### September 28, 2022

Petawawa Rotary Club hosts the Town of Petawawa municipal all candidates forum. Doors open at 6:00pm. Event begins at 6:30pm. Petawawa Civic Centre.

### September 28, 2022

Town of Arnprior municipal all candidates debate. St. John Chrysostom Parish in Arnprior. 295 Albert Street. 7:00pm-9:30pm.

### September 28, 2022

Embracing Connection: Finding the right community for you and your business. 12:00pm-1:00pm. Virtual. We provide a range of communities and organizations across Canada catering to women entrepreneurs from different regions/industries. For details: [www.uovchamber.com](http://www.uovchamber.com)

### September 29, 2022

Virtual workshop for women entrepreneurs. Selling To Government. 10:00am-11:00am. [www.sbcentario.ca/events](http://www.sbcentario.ca/events)

### September 29, 2022

Killaloe, Hagarty and Richards municipal election candidates forum. 7:00pm. Killaloe Lions Hall. 18 Lake Street, Killaloe.

### October 3, 2022

All candidates night for Admaston Bromley. Admaston Public School, 182 Stone Road. 7:00pm. Sponsored by Balsam Hill Horton Women's Institute. Call 613-432-6317.

### October 3, 2022

All candidates night for the City of Pembroke. Sponsored by the Rotary Club of Pembroke. 6:30pm-9:30pm.

Festival Hall in Pembroke.

### October 4, 2022

Renfrew County Federation of Agriculture Annual Regional Meeting. Rocky Mountain House, Renfrew. Free breakfast per membership beginning at 9:00am. Register with Donna by September 28 at 613-432-5568.

### October 5, 2022

All candidates night for Admaston Bromley. St. Michael's School in Douglas. 7:00pm. Sponsored by Balsam Hill Horton Women's Institute. Call 613-432-6317.

### October 6, 2022

Business Model Canvas seminar. 9:00am-10:30am. Nine building blocks make up the business model. Free. Register at [www.smallbizcentre.ca/events](http://www.smallbizcentre.ca/events)

### October 17, 2022

Virtual Fall Business Leadership Conference. Hosted by Algonquin College. Featuring Dr. Ken Coates of the University of Saskatchewan, Tina Varughese and Rocco Rossi. \$220 if registered by September 16. \$250 plus tax if registered after. Register three employees and the fourth is free. Contact Ellen at 613-735-4700 x.2760 or [wonge@algonquincollege.com](mailto:wonge@algonquincollege.com)

### October 27, 2022

Business Planning Fundamentals webinar. 9:00am-10:30am. Business plans are important for attracting funders so they can determine if your business is on the right path and worth investing money into. Free. [www.smallbizcentre.ca/events](http://www.smallbizcentre.ca/events)

Send events: [admin@ovbusiness.com](mailto:admin@ovbusiness.com)

## Deadlines

## Ottawa Valley BUSINESS

Publishing: October 4, 2022  
Deadline: September 27, 2022

Publishing: October 18, 2022  
Deadline: October 11, 2022

Publishing: November 1, 2022  
Deadline: October 25, 2022

Publishing: November 15, 2022  
Deadline: November 8, 2022

Publishing: December 6, 2022  
Deadline: November 29, 2022

Publishing: December 20, 2022  
Deadline: December 13, 2022

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# Business News Around The Valley

## Dr. Caitlin Armer

Dr. Caitlin Armer will be joining the North Renfrew Family Health Team (NRFHT) at the Deep River and District Hospital in the fall of 2022. Dr. Armer will take over for Dr. Hanene Ben Amor, who will be transitioning her practice from the NRFHT to the family health organization physician group. Dr. Ben Amor is joining the family health organization to take over for Dr. Elizabeth Noulty, who is retiring. Dr. Armer will be assuming care for existing patients of Dr. Ben Amor and will not be taking on any additional patients.

## New Law Office Opens

The City of Pembroke welcomed Blanchet Law to the Pembroke business community. Lauren Blanchet specializes in family law, separations, divorces, child custody disputes, marriage contracts and cohabitation agreements. Blanchet also practices child protection law

and offers wills. She is located inside the Johnson and Fraser Law Office at 259 Pembroke Street East in Pembroke.

## New Business in Whitewater

Sour Jo's Sourdough Bakery opened at 59 Main Street in Cobden on September 16. The business is owned by Joanne Schwartz Anderson who, at 53, is pursuing her lifelong dream to open a food business.

## Office Closures

The Town of Deep River, Town of Renfrew and Renfrew Public Library closed on September 19 in acknowledgement of the passing of Queen Elizabeth.

## Downtown Streetscape and Waterfront Strategy

The Town of Deep River, with Fotenn Planning & Design, is hosting a community consultation on the downtown streetscape and waterfront enhancement strategy. Limited spots are available. Register in person on September 28 from 4:30pm-7:30pm. A workshop

and presentation will be offered on September 29 from 5:00pm-7:00pm. Contact the municipality for more information (the location was not indicated on the municipality's Facebook post.)

## Pembroke Nails Changes Ownership

After 13 years, the ownership of Pembroke Nails in the Pembroke Mall has changed. The new owner is Chris Zomers LeNeveu. LeNeveu will retain the staff. The business was previously owned by Amanda Laderoute.

## Starter Company Plus Participants

Enterprise Renfrew County's Starter Company Plus spring session had 10 completed participants with eight successfully earning \$4,000 grant awards. Successful grant recipients include Evernew Recovery and Rehabilitation (Owner: Sarah Campanico), Fire-Que (Owner: Rob Campbell), Canadian Baby Co.

(Owner: Carleen Clouthier), Small Town Co. (Owner: Courtney Enright), Valley Clean Co. (Owner: Karen Kavanagh), Redneck Recipes (Owner: Jennifer McGuire), EWE Crafts (Owner: Alexis Sopera) and Kelly's Salon Services Unbound Inc. (Owner: Kelly Sperry).

## Dillon Derby

Dillon Derby has accepted the one-year contract position of Building Infrastructure Coordinator with the County of Renfrew and will start his employment on September 26.

## Name Change For Smiths Construction

The Miller Group has advised Smiths Construction has changed their company name to Miller Aggregates. The office has moved from 276 Madawaska Boulevard in Arnprior to 1498 Osborne Street in Braeside (Braeside Quarry).

-----  
Do you have business news to share? [admin@ovbusiness.com](mailto:admin@ovbusiness.com)

# Recurring Job Openings?

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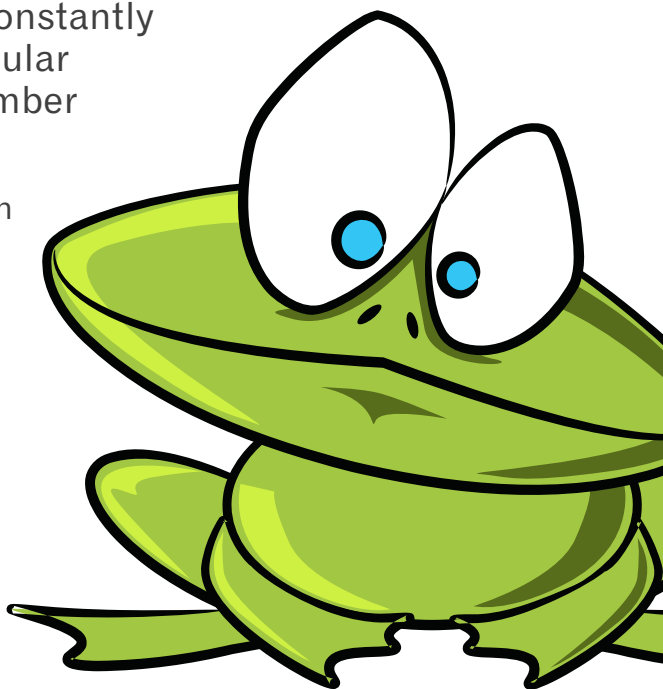
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# Federal Government News In Brief

## Money for businesses, home equity research, fundraising record and more

### Agency Couldn't Give Money To Businesses

The Federal Economic Development Agency for Southern Ontario was not able to give away all of the dollars allotted for businesses that were impacted due to Freedom Convoy protests in Ottawa.

*Access To Information* records show the agency extended deadlines and went door to door pleading with business owners to apply for cheques. Businesses whose applications were rejected received personal phone calls with unsolicited help on how to fill out forms. The agency was mandated to give away \$20 million but final payouts totalled \$12.9 million. In March, Invest Ottawa's CEO cited a CBC story that losses were estimated at \$44 million to \$200 million.

### CMHC Research Doesn't Support Home Equity Tax

In 2020, the Canada Mortgage and Housing Corporation paid \$250,000 for research on a home equity tax and then approved another \$200,000 to promote the concept. Staff emails uncovered through *Access to Information* by the Canadian Taxpayers Federation shows staff noted it was not worthwhile and that there was very little public or media interest in pursuing the tax. The research comes after CMHC researchers proposed a \$5.8 billion annual tax on home equity in January of this year.

### Global News Could Shutter Despite Income Gains

Global News is "on the brink" according to an executive vice president of the station's parent company, Corus Entertainment. Troy Reeb gave the update at a Senate hearing on September 15. Global News and other TV broadcasters received \$103.6 million in grants including wage subsidies and a waiver of \$36.5 million in mandatory industry licensing fees. Global posted a 38% profit margin in television and a 15% increase in radio in 2021 but Reeb said the increase was an anomaly.

### Committee Has Cannabis Safety Concerns

A report by the federal Department of Health's Science Advisory Committee has noted there is little evidence on the safety of cannabidiol taken long-term or for marijuana health benefits. A report entitled *Review Of Cannabidiol* noted the use of cannabidiol comes with safety issues and unknowns including a lack of research on long-term use, possible side effects, potential interaction with other drugs and the risks consumers may not use a product as intended. The report noted there was no evidence marijuana is an effective treatment for minor pain or insomnia. The committee recommended use should be limited to a daily maximum 200mg for no more than 30 days.

### Passport Hiring Numbers Are Lower

At a June 7 hearing of the Commons government operations committee, an MP requested to know how many employees had been hired to assist with processing passports. Treasury Board President Mona Fortier estimated 600 employees had been hired. But the Department of Immigration confirmed that the total number of people hired was 78. Current

delays for mail-in applications are 45 business days or three months.

### Conservative Leadership Contents Sets Fundraising Record

The federal Conservative party leadership contest was the biggest political fundraiser of the modern era, according to Elections Canada. All candidates combined raised \$8.3 million from 55,000 donors. Individual contributions are capped at \$1,675. MP Pierre Poilievre had the largest fundraiser by any candidate since Parliament passed the 1974 *Election Expenses Act*. Candidates raised as follows:

- \$4,618,090 from 38,665 donors for Pierre Poilievre
- \$1,791,575 from 4,591 donors for Jean Charest
- \$917,522 from 5,785 donors for Leslyn Lewis
- \$577,959 from 4,579 donors for Roman Baber
- \$443,382 from 999 donors for Scott Aitchison

### Bank of Canada Raises Interest Rate

On September 7, the Bank of Canada raised its key rate on interbank loans from 2.5% to 3.25%, the highest rate since April 2008. Another increase in the prime bank rate is due

October 26, the sixth hike this year. The Canadian Federation of Independent Business said surveys of its membership confirmed most had raised prices to recover inflationary costs, and 62% carry pandemic-related debts, averaging \$158,000.

### Internet Regulation Concerns

Lobbyists are petitioning the Senate to slow final passage of Bill C-11, the first in Canada to regulate the internet. *An Act To Amend The Broadcasting Act* "will have a significant impact on music streaming services," read a committee submission by the trade group that represents YouTube, Amazon, Spotify and other companies. Nine million Canadians subscribe to streaming services.

### Indigenous Dialects Declining Despite Funding

A Department of Canadian Heritage report says that most Indigenous dialects in Canada are declining despite millions in annual funding to save languages. Of 90 dialects, 62 are "endangered" said the report. The department spends \$51.9 million a year "to preserve, promote and revitalize Indigenous languages," wrote auditors.

*Continued on page 5*

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# Federal Government News In Brief

## Nudists petition, pronoun use, tourism bonuses, spending impacts

*Continued from page 4*

### Cannabis Companies File For Creditor Protection

Superette Inc. and Under The Sun Groweries cannabis companies have filed for creditor protection. Superette, a \$24 million operator of six marijuana stores in Ontario, said it faces an immediate liquidity crisis driven by the distressed state of the cannabis retail market in Canada. The chain had sales of \$447,282 last year and \$6.5 million in liabilities including a \$60,000 interest-free Canada Emergency Business Account loan. Under The Sun Groweries of Saskatchewan also filed notice to creditors. They reported \$4.8 million in debts including \$935,957 in unpaid CRA taxes and \$34,329 owed to the Department of Health. 34 wholesalers and retailers have become insolvent since 2020. George Smitherman, CEO of the Cannabis Council of Canada, said the 2018 legalization has not succeeded in eliminating the illicit market.

### PM, Banks Disagree On More Spending

According to Bloomberg, spending announced by the prime minister last week to help Canadians cope with rising prices is only going to make the problem worse, according to Canada's banks. The government will double sales tax rebates for six months, top up housing benefits for renters and fund a dental care plan. In announcing the spending, the prime minister said it would not contribute to inflation. In weeks prior to the announcement, CIBC, Bank of Montreal and Scotiabank all released reports expressing concern for increased spending. Scotiabank economist Derek Holt told investors that "It seems sensible to assume that this will add to pressures on measures of core inflation. Any belief that it will ease inflationary pressures must have studied different economics textbooks."

### CRA Ends Phone Tax Filing

A five-year Canada Revenue Agency campaign to promote tax filing by phone resulted in less than 1% of tax filers submit returns by telephone. The cost of the program was not disclosed in a CRA report. The *File My Return* program was launched in 2017 and allowed taxpayers with basic returns unchanged from year to year to file by phone by answering simple yes or no questions. Data shows of 30 million taxpayers, 27.6 million filed their return electronically, 2.4 million filed by paper and 61,000 filed by telephone.

### Nudists Earn Petition Certification

Nudists have gathered enough signatures to certify a Commons petition protesting a *Criminal Code* ban on public nakedness. Section 174.1 of the *Criminal Code* bans nudity "in a public place" even on private property under threat of a \$5,000 fine. The petition was sponsored by Green MP Elizabeth May. Advocates called it an eco-friendly proposal as clothing and the process of washing it is known to cause significant water pollution. Petitioners also noted

the ban is unduly anglo-centric for a nation composed of citizens of many ethnic origins. 1,753 citizens signed the petition; only 500 signatures are needed to certify it for tabling in the Commons. Cabinet must answer tabled petitions within 45 days.

### Household Debt Continues To Rise

Statistics Canada is reporting that household debt is now \$1.82 for every dollar of household income. Household wealth fell by 6.1% in the second quarter, the steepest decline on record since data tracking began in 1990. The value of financial assets fell by 5.7%. The value of non-financial assets such as residential real estate fell by 5%.

### Tourism Execs Bonused During Industry Challenges

The Canadian Taxpayers Federation pursued an *Access to Information* request that found employees at Destination Canada received bonuses and pay raises in 2020 and 2021 during industry shutdowns. 84 employees received a bonus in 2020 at a cost of \$617,095 and 92 received a bonus in 2021 totalling \$604,153. Among executives, the average bonus was \$32,652 in 2020 which the

agency reduced to \$16,126 in 2021 "in recognition of the adverse impact of COVID-19 on the tourism industry." In addition to bonuses, 79 employees earned a pay raise in 2020 and 63 received a pay raise in 2021. Destination Canada is a federal crown corporation and received \$121 million in 2021-22 and \$96 million in 2020-21. In 2020, 43% of all tourism employment was lost due to the pandemic. In 2021, employment over the first 10 months remained 21% below pre-pandemic levels.

### Wrong Pronouns Cause Safety Concerns

Amita Kuttner, interim leader of the Green Party of Canada, appeared on a screen when launching the party's leadership contents. The screen included pronouns of she/elle, when Kuttner identifies as they/them. Kuttner said she felt unsafe with the wrong pronouns on the screen. Kuttner said, "how can I ensure other people's safety if I can't even ensure my own?" Kuttner is continuing in the role of interim leader.

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Unless otherwise noted, the source is [www.blacklocks.ca](http://www.blacklocks.ca)

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# Municipal Election Candidates: Renfrew County

## Admaston Bromley

Mayor (1)  
Michael Donohue  
Jack Kelly  
Council (4)  
Campbell Crogie  
Angela Field  
Keith Gourley  
Brian Hamilton  
Ken Keill  
Kevin LeGris

## Arnprior

Mayor (1)  
Mike Defalco  
Lisa McGee  
Walter Stack  
Reeve (1)  
Ron Demmers  
Daniel Lynch  
Council (5)  
Kaliopi Balisis  
Tom Burnette  
Maureen Campbell  
Chris Couper  
Billy Denault  
Brian Dougherty  
Jake Dunn  
Nic Edge  
Lynn Grinstead  
Leslie Anne Hook  
Tiffany Lepack  
Chris Toner

## North Algona

### Wilberforce

Mayor (1)  
James Brose  
Deborah Farr  
Council (4)  
Melvin Berndt  
Doug Buckwald  
Kevin Clarke  
Janet Reiche-Schoenfeldt  
Maria Robinson

## Bonnechere Valley

Mayor (1)  
Jackie Agnew  
Zig Mintha  
Jennifer Murphy  
Leanne Panke  
Council (4)  
Merv Buckwald  
Kayla Desjardins  
John Epps  
Shawn Henry  
Kimberly Lehman  
Brent Patrick  
Kelly Reinert  
Jack Roesner  
Tracey Sanderson  
Tim Schison

## Brudenell, Lyndoch

### and Raglan

Mayor (1)  
Andrea Budarick  
Rick Clements  
Valeria Jahn  
Council - Ward 1 (2)  
Nicole Alessandro  
Iris Kauffeldt  
Kevin Quade  
Gerald Resmer  
John Rutledge  
Council - Ward 2 (2)  
Wayne Banks  
John Behnke  
Melody-Ann Budarick  
Sheldon Keller  
Stefan Woyslaw

## Head, Clara & Maria

Mayor (1)  
Debbi Grills  
Robert Reid  
Council (4)  
Fran Kelly-Chamberlain  
Chris Dowser  
Jim Gibson  
Karen LeClerc  
Rachel Richer  
Ernest Villeneuve

## Laurentian Hills

Mayor (1)  
Anne Giardini (acclaimed)  
Council (4)  
Brenda Blimkie (acclaimed)  
Bruce Boucher (acclaimed)  
John Hoyle (acclaimed)  
Gary McAnulty (acclaimed)

## Greater Madawaska

Mayor (1)  
Deb Giffin  
Jim Hemlin  
Lucie Perrier  
Rob Weir  
Council Ward 1 (2)  
Craig Armstrong  
Amanda Daley  
Don Dilks  
Jeff Levesque  
Chris Norton  
Rob Tripp  
Kurt Viehbacher  
Council Ward 2 (1)  
Taylor Popkie (acclaimed)  
Council Ward 3 (1)  
Dave Beauchamp  
Lois Thomson  
Mark Tomlim

## Renfrew

Mayor (1)  
Michael Coulas  
Sandi Heins  
Callum Scott  
Tom Sidney  
Kathryn Windle  
Reeve (1)  
Peter Emon (acclaimed)  
Council (5)  
Kyle Cybulski  
Andrew Dick  
Brady Enright  
Adam Laviolette  
Jason Legris  
Guy Longtin  
John McDonald  
Richard McWhirter

## Deep River

Mayor (1)  
Suzanne D'Eon (acclaimed)  
Reeve (1)  
Glenn Doncaster  
Catherine Ryan  
Council (5)  
Larry Dumoulin  
William Fitton  
Christina Louise Giardini  
Kathy Hughes  
Terry Myers  
Tom Vaughan

## Killaloe, Hagarty and Richards

Mayor (1)  
David Mayville  
Janice Tiedje  
Councillor Ward 1 (2)  
Ted Browne  
Mike Henry  
Bil Smith  
Councillor Ward 2 (2)  
Dave King  
Carl Kuehl  
Maureen MacMillan  
Councillor Ward 3 (2)  
Steven Boyle  
Harold Lavigne  
Jenna McRae  
Brian Pecoskie

## Madawaska Valley

Mayor (1)  
Roger Prince  
Mark Willmer  
Council (4)  
Helen Benn  
Mary Blank  
Carl Bromwich  
Hanna Domagala  
Audrey Kaminski  
Shelley Maika  
Joseph Olsheski  
Ernie Peplinski  
David Schulist  
Liz Woosey



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# Municipal Election Candidates: Renfrew County

## Laurentian Valley

### Mayor (1)

Steve Bennett (acclaimed)

### Reeve (1)

Chris Pleau

Keith Watt

### Council (5)

Jen Gauthier

Wendy Hewitt

Brian Hugli

Danny Janke

Betty King

Stewart Ray

Jason Schulz

Mike Summers

Allan Wren

## Pembroke

### Mayor (1)

Ron Gervais (acclaimed)

### Council (6)

Brian Abdallah

Chela Breckon

Dan Callaghan

Andrew Clark

Ed Jacyno

Ian Kuehl

Patricia Lafreniere

Jason Laronde

Dorian Pearce

Andrew Plummer

Troy Purcell

Stacy Taylor

Wade Wallace

Karen Walsh

Jane Wood

## McNab Braeside

### Mayor (1)

Oliver Jacob

Mark Mackenzie

Tom Peckett

### Deputy Mayor (1)

Brian Armsden

Lori Hoddinott

### Council (3)

Matthew Brearley

Scott Brum

Robert Campbell

Darrell Carson

Joanna Jane Hall Davis

Andy Kalnins

Kevin Rosien

## Whitewater Region

### Mayor (1)

Donna Burns

Neil Nicholson

### Deputy Mayor (1)

Cathy Regier (acclaimed)

### Council (5)

Mark Bell

Jim Butterworth

Joe Kowalski

Ron Laronde

Dave Mackay

Daryl McLaughlin

Michael Moore

Christopher Olmstead

Connie Tabbert

Joey Trimm

## Petawawa

### Mayor (1)

Jody Anne McDonald

Gary Serviss

### Council (6)

Simon Brooks

James Carmody

Lisa Coutu

Karen Donovan

Adam Driscoll

Gerald Hoffman

Matthew McLean

Cyndi Mills

Murray Rutz

Theresa Sabourin

Barry Schimmens

## Horton

### Mayor (1)

Dave Bennett (acclaimed)

### Council (4)

Glen Campbell

Shane Finnigan

Doug Humphries

Robert Kingsbury

Daina Proctor

Tom Webster

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# Municipal Election Candidates: Bancroft, Mattawa, South Algonquin

## Bancroft

### Mayor (1)

Paul Jenkins

Michael Anderson

Scott Munro

### Council - Dungannon (3)

Barry McGibbob

Valerie Miles

Charles Mullett

Dale Anderson

Trevor Stevenson

Mike Van Roon

### Council - Bancroft (3)

Tracy McGibbob

Wayne Wiggins

George Eastman

Mary Kavanagh

Curtis Sibley

Tanya Armstrong-Ace

## South Algonquin

### Mayor (1)

Bongo

Barney Baker

Ethel LaValley

### Council - Airy (2)

Joan Kuiack

John Pollack

Laurie Siydock

### Council - Dickens (1)

Bill Rodnick (acclaimed)

### Council - Lyell (1)

Gabriela Hairabedian

Tom Taylor

Sandra Collins

### Council - Murchison (1)

Joe Florent (acclaimed)

### Council - Sabine (1)

Shawn Pigeon

Loretta Neil

## Mattawa

### Mayor (1)

Raymond Belanger

Marie Goyette

### Council (6)

Dexture Sarrazin

Kenneth MacDonald

Laura Ross

Fern Levesque

Matthew Gardiner

Garry Thibert

Loren Mick

Lise Perreault

Mark Duchesne

# Tender Results Around The Valley

## MV2022-12 Screen Winter Sand. Madawaska Valley.

RGT Clouthier - \$84,981.65

## 2022-13 Construction & Demolition Grinding Bark Lake Waste Site. Madawaska Valley.

National Grinding - \$24,012.50

## PW-16-2022-Snow Plowing at Municipal Buildings 2022- 2023. Petawawa. (Per Service)

RGT Clouthier - \$1,876.00

G.P. Splinter - \$2,225.00

Eastway Cont. - \$3,625.00

## Design to Demolish 2 Buildings Defence Construction Canada.

Awarded to AECOM of Ottawa  
in the amount of \$84,210.00.

## PW-17-2022-Equipment Quotation for Snow Removal 2022-2023. Petawawa.

G.P. Splinter - \$32,300.00

Do-All Const. - \$35,400.00

## Paint Light Standard ID Numbers. Defence Construction Canada.

Awarded to Wade General  
Contracting of Petawawa in the  
amount of \$25,000.00.

## Construction Phase Services for Roof Truss Repair. Defence Construction Canada.

Awarded to Jp2g Consultants of  
Pembroke in the amount of  
\$20,180.00.

Continued on page 9

# Municipal Election Candidates: Lanark County

## Mississippi Mills

### Mayor (1)

Christa Lowry (acclaimed)

### Deputy Mayor (1)

Rickey Minnille

Paul Watters

David Hinks

### Council - Almonte (2)

John Dalgity

Janet Maydan

Mary Lou Souter

Jane Torrance

### Council - Pakenham (1)

Denzil Ferguson (acclaimed)

### Council - Ramsay (2)

Vicki Lowe

Beverley Holmes

Cynthia Guerard

## Montague

### Reeve (1)

Vince Carroll

Klaas Van Der Meer

Karen Jennings

### Deputy Reeve (1)

Jeffrey Carroll

David Marion

Pat Dolan

### Council (3)

Jim Abbass (acclaimed)

Morgan Kenny (acclaimed)

Gerald Crabtree (acclaimed)

## Tay Valley

### Reeve (1)

RoxAnne Darling

Rob Rainer

### Deputy Reeve (1)

Fred Dobbie

Gordon Hill

### Council - Bathurst (2)

Korrine Affleck

Gilbert Rossignol

Marilyn Thomas

### Council - Burgess (2)

Doug Barr

Madison Hainstock

Greg Hallam

Angela Pierman

### Council - Sherbrooke (2)

Wayne Baker

Mark Burnham

Andrew Kendrick

## Beckwith

### Reeve (1)

Richard Kidd (acclaimed)

### Deputy Reeve (1)

Brian Dowdall

Sharon Mousseau

### Council (3)

Faye Campbell

Timothy Campbell

Trevor Doraty

Jessica McKenna-Kelso

Kerri Nicholson-Watson

Erin Rose

Ross Trimble

## Lanark Highlands

### Reeve (1)

Peter McLaren

James Parsons

Wes Pugh

### Deputy Reeve (1)

Adam Michael Peters

Bill King

Dennis Munroe

### Council - Ward 1 (1)

Ronald Closs (acclaimed)

### Council - Ward 2 (1)

Rachael Heleniak

Steve Roberts

Daniel Keating

### Council - Ward 3 (1)

Allison Vereyken

Ryan McMurrer

### Council - Ward 4 (1)

Gregory Drew

Marina Summers

Mike Ford

### Council - Ward 5 (1)

Jeannie Kelso (acclaimed)

## Drummond

## North Elmsley

### Reeve (1)

Steve Fournier (acclaimed)

### Council - Drummond (2)

Paul Kehoe

John Matheson

Sean Kennedy

### Council - North Elmsley (2)

Ray Scissons (acclaimed)

Paul Coutts (acclaimed)

## Perth

### Mayor (1)

Judy Brown

Stephanie Drummond

John Fenik

Chad Kelford

### Deputy Mayor (1)

Ed McPherson (acclaimed)

### Council (5)

David Bird

Jim Boldt

Leona Cameron

Marlene Donoghue

Sheldon Giff

Isabel Anne McRae

Barry Smith

Meredith Toivanen

Roy Van Der Mull

Gary Waterfield

Derek Zeisman

## Smiths Falls

### Mayor (1)

Shawn Pankow

Justin Duhamel

### Council (6)

Lynda Bradford

Jennifer Miller

Chance Lauziere-Peterson

Jay Brennan

Peter McKenna

Patricia Anne Clark

Stephen Robinson

Joane Morin

Wendy Alford

Karen Salter

Christopher Saumure

Dawn Quinn

Christopher McGuire

James Creighton

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## It's A Fact

### Restaurant Update

Source: Restaurants Canada

**90%**

Canadian consumers who say they still receive good value for their dollars from restaurants

**89%**

Canadians who feel comfortable eating indoors at a full-service restaurant

**74%**

Canadians who have a positive view of foodservice workers

**171,715**

Job vacancies in the foodservice industry in Canada (June 2022)

**72%**

Restaurants that are increasing hours worked by ownership and management-level staff

**64%**

Restaurants that are reducing hours of operation

**77%**

Restaurants raising wages

**85%**

Independent full-service restaurants that took on new debt due to COVID-19

**6.7%**

Menu price increase for the average quick-service restaurant

**6.5%**

Increase on the menu prices for the average full-service restaurant

**3.8%**

Increase in alcohol prices for licensed restaurants

**\$95 billion**

Canada's foodservice sector industry size pre-pandemic

**1.2 million**

Canada's foodservice sector employment pre-pandemic

**22 million**

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# Tender Results Around The Valley

## PWC-2022-47 – Engineering Services for Reconstruction of County Structure C201 (Broomes Creek Culvert) and Dam. County of Renfrew.

J.L. Richards - \$224,784.00  
HP Engineering - \$80,953.80  
WSP Canada - \$248,851.38

## PWC-2022-39 Design of County Structures (Culverts): Lochiel Creek, Dicks Road, St. Columbkilles and Neilson Creek. County of Renfrew.

Stantec - \$143,920.61  
HP Engineering - \$126,922.00  
WSP Canada - \$357,012.84

## PWO-2022-22 –Automatic Vehicle Location. County of Renfrew.

Standing offer with Trackmatics of Picton in the amount of \$21,591.

## Repair AC Unit BB104. Defence Construction Canada.

Awarded to 11148800 Canada Inc. of Ottawa in the amount of \$7,900.00.

## Repaint Road Lines. Defence Construction Canada.

Awarded to Greenwood Paving of Pembroke in the amount of \$49,460.00.

## PWO-2022-24 – Supply and Delivery of Winter Sand (Cobden Patrol Garage). County of Renfrew.

Barr's Sand & Gravel - \$10,875  
G.P. Splinter - \$11,175  
B.R. Fulton - \$14,250

## PWO-2022-30 – Sweeper Attachment. County of Renfrew.

Elliott Farm - \$28,650.00  
Colvoy Equipment - \$30,329.12  
Aebi-Schmidt - \$52,563.94  
Cubex Ltd. - \$130,000.00  
Eastern Farm - Rejected

## PWO-2022-27 – Supply and Delivery of Winter Sand (White Water Road Patrol Garage). County of Renfrew.

R.G.T. Clouthier - \$12,888  
G.P. Splinter - \$16,380

## PWO-2022-28 – Loader Rentals 4 Locations. County of Renfrew.

Part A – Goshen  
Bonnechere Ex. - \$19,000  
Part B – Calabogie  
Paul Neill - \$15,000  
Bonnechere Ex. - \$19,000  
Part C – Cobden  
Bonnechere Ex. - \$19,000  
Part D – South West  
Bonnechere Ex. - \$19,000

## Designated Substances Assessment and Hazardous Substances Assessment Report for Building S-111. Defence Construction Canada.

Awarded to Englobe of Ottawa in the amount of \$9,484.90.

## Upgrade Barrier Free Access at Q103. Defence Construction Canada.

Awarded to Frecon Construction of Russell in the amount of \$1,133,000.00.

## Cooling Tower Modifications. Defence Construction Canada.

Awarded to Frank's Electric of Pembroke in the amount of \$125,996.85.

## RFQ CSD-02-2022, Composite Playground Structure. Petawawa.

Playground Planners - 88  
Park n' Play - 87  
ABC Recreation - 77.5  
Blue Imp - 72.5  
New World Park Solutions - 72

## Structural Assessment and Design of Building F-16 Phase 2. Defence Construction Canada.

Awarded to IDEA Inc of Ottawa in the amount of \$18,760.25.

## Hazmat Services - Abatement Design and Air Monitoring. Defence Construction Canada.

Awarded to Wood E&I Solutions Canada of Cambridge in the amount of \$8,750.00.

## Replace Asphalt Roof with Standing Seam Metal Roof. Defence Construction Canada.

Awarded to T.Hamilton & Son Roofing of Scarborough in the amount of \$958,800.00.

## PWO-2022-25 – Supply and Delivery of Winter Sand (Calabogie Patrol Garage). County of Renfrew.

B.R. Fulton - \$40,000

## PWO-2022-26 – Supply and Delivery of Winter Sand (South West, Golden Lake Patrol Garages). County of Renfrew.

R.J. Selle - \$41,650  
G.P. Splinter - \$46,800

## Update Emergency Lighting. Defence Construction Canada.

Awarded to Rondeau Electric of Pembroke in the amount of \$19,984.00.

## Tenders

### EXPRESSION OF INTEREST

Professional Engineering Services

APN\_Base Program 2022-23

### FOR SALE

224 Hincks Street, Pembroke  
565 McCool Street, Mattawa

Surplus Equipment and Vehicles

### REQUEST FOR PROPOSAL

LC-2022-07 – Lanark Lodge Strategic Plan

RFP-Property-2022-07 Snow Removal Services (Renfrew)

DP-RCHC-2022-M-01 Snow Removal Services – Various Locations

RFP-Property-2022-06 Janitorial Services

RFP-Property-2022-08 – Snow Removal Services (Deep River)

RFP Official Plan Update

RFP-HR-2022-02 HRIS Solution

### REQUEST FOR QUOTATION

RFQ PW2022-11 Trail Kiosks, Shelter Areas, Tourist Centre

PWO-2022-37 Dual Axle Float

Design & Improvements to the Municipal Office RFQ 2022-05

PWO-2022-39 Line Paint Machine

PWO-2022-36 Enclosed Trailer

PWO-2022-38 Slide In U-Body Water Tank

### TENDERS

Retrofit Upstairs Bar

Area at C-102

Pave Orange Road, Garrison Petawawa

2022-14 Chain-Link Gates and Minor Fence Repairs

11-2022 Fire Station Roof Replacement

09-2022 Half Ton, Crew Cab, 4-Wheel Drive Truck

# PW-19-2022 Kramer Avenue Cleaning of 900 mm Diameter Corrugated Steel Pipe Culvert

T-22-12- Snow Hauling, Leveling (Snow Disposal Facility) – 2022-2024

T-22-11- Snow Clearing -City Parking Lots – 2022-2024

T-22-15 Various Paving Works

PW-C-61-2022-22-E0 – Equipment Rental- County Road 16, South Lavant Road

PWO-2022-41 Shoulder Spreader

PWO-2022-40 Offset Roller

BV22-07 One Diesel Powered 6-Ton Tandem Axle Truck Combination Dump Body-Spreader, Snow Plow and Wing

Upgrade Underground Electrical Lines

APN\_CO/NO Detectors and Fire Alarm Modifications

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# Marketing In Uncertain Times

## Showing your value becomes a priority



MARKETING

By: Jennifer Layman  
jenn@fwdthink.net

There are varying predictions for the impact of inflation, but everyone seems to agree that as things get more expensive, people think a little harder about how they spend money. When the economic situation is uncertain, staying consistent with your marketing increases in importance. It's not about how much you spend, but rather, how you keep your place in the minds of your customers. Here are some tips on how to do that.

**1) Show your value.** When money is tight, people prioritize value. Knowing what your customer values most is an important part of a smart marketing strategy. Stress the benefits that your product or service provides or how it can solve problems that the customer may be facing. When creating advertising, marketing, social media posts or website content,

make sure you focus on the customer's needs and wants as opposed to listing product or service features.

**2) Empower your team.** Some employees can feel uncomfortable selling to customers so have them ask the customer to explain the issue they are facing. This puts the focus on the customer and takes away the sales pitch feeling for the employee. When customers share why they need a product or service, you can learn key details that will help you build value in what your business has to offer.

**3) Create a good experience.** People remember having a good experience in a business so be sure to prioritize the customer when they have taken the time to inquire with you. An easy way to do this is to give the customer your full attention in the conversation. It is more commonplace not to be fully attentive to a customer, so you will show your value simply by being focussed on the person who has your immediate attention. If you need to get back to someone, do it promptly - end of the business day, within 24 hours, etc.

**4) Be reliable.** When the economy is uncertain, let people know that you are dependable.

Have consistent operating hours. Continue with a sustainable marketing plan. Maintain social media and email communications at a steady pace. If you re-evaluate promotional decisions, be sure the ones you stick with are going to keep you "out there" for customers to see and hear. When people are nervous or anxious, there is comfort in reliability.

As your bookkeeper or accountant will confirm, most of the expenses you incur in running a business are deductible which helps in allowing you to maintain consistency in promoting your business. It is a good idea to have a review of your expense to see if there are some which are not deductible so you can adjust the value of those expenses for yourself. You may well find that an expense that is only 50% deductible provides you with a higher value than one with a 100% deduction.

Just as it is for your customers, determining value is not singularly about cost.

*Jennifer is the president of Forward Thinking Marketing Agency. Her column appears in every issue.*

## Work Wellness

### Attired Themed Days of the Week

Pick a day of the week for people to dress up in a certain theme. For example, an office recently started something called "Aloha Fridays" where team members wear their favourite Hawaiian shirts to work. Theme days are a great way to boost employee morale and engagement.

### The Origin of Sayings: "Bite The Bullet"

Sometime between the 18th and 19th century, the expression originated from outdated medical practices, especially for soldiers. Back in the day, to distract patients (since anaesthesia was not a thing yet), doctors would have them bite down on a literal bullet.

### Quotable

"The most important office, and the one which all of us can and should fill, is that of private citizen."

– Louis Brandeis

"Our political leaders will know our priorities only if we tell them, again and again, and if those priorities begin to show up in the polls."

– Peggy Noonan

"Not voting is not a protest. It is a surrender."

– Keith Ellison

"There's no such thing as a vote that doesn't matter."

– Barack Obama

"We do not have government by the majority. We have government by the majority who participate."

– Thomas Jefferson

"Someone struggled for your right to vote. Use it."

– Susan B. Anthony

## There's A Difference

between having tools and knowing how to use them.



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September 15, 2022

### **In This Issue**

- Mainstage highlights of AMO 2022 Conference are available to everyone.
- Funding for innovative energy efficiency initiatives.
- MNRF webinar training sessions on *Conservation Authorities Act*.
- Jump start your digital transformation with an e-signature solution.
- Pandemic recovery support for municipal health and safety programs.
- Canoe vendor spotlight: Cub Cadet.
- Blog: A Day in the Life of a Risk Manager.
- Webinar: Understanding electricity and natural gas.
- Over 100 LED projects completed and still counting!
- It's back to school for energy training.
- LAS is going to ORFA's Fall Professional Development Program.
- Investments 101 Workshops - Registration open!
- Careers: Orillia, Windsor, Durham, Gravenhurst, and Tillsonburg.

### **AMO Matters**

Part of AMO's commitment in providing an in-person only conference was to make the highlights of the AMO 2022 Mainstage available to everyone, free of charge, including those who were not able to attend. You can do so now! Look for the live links in the [AMO Conference Program](#) on the AMO Website, or you can connect directly to [AMO's YouTube channel](#) and watch the videos at any time. Some of the panel discussions are also included on the [website](#) of The Agenda with Steve Paikin highlighting the important partnership between AMO and TVO.

### **Federal Matters**

The Phase 1 RFP deadline for Toward Net-Zero Homes And Communities Project funding through Natural Resources Canada has been extended to September 21, 2022. Find out more [here](#).

### **Provincial Matters**

MNRF is hosting *Conservation Authorities Act* webinars on October 12, 1:30 pm (Phase 1 Regulations Refresher), October 20, 10:00 am (Phase 2 Regulation and Policy Overview) and November 3, 1:30 pm (Phase 2 Regulations for Practitioners involved in CA budgets and municipal levy apportionment). Email [ca.office@ontario.ca](mailto:ca.office@ontario.ca) to register.

### **Eye on Events**

As municipalities move from paper to electronic filing, authentication of files is a critical challenge. On [September 28, 12 pm](#), join AMO's partner, [Notarius](#), and learn how ConsignO Cloud can reduce the signing time of documents and allow anyone to sign legally reliable documents electronically with a phone, a tablet, or a computer.

On September 29, 8:30 am ET, AMO's partner [4S Consulting Services](#) is co-hosting a webinar with the Workplace Safety and Insurance Board (WSIB) on pandemic



recovery supports available to municipalities for health and safety programs. Speakers will walk through how you can double the rebate on WSIB premiums and other topics. [Register today.](#)

## **LAS**

We're pleased to welcome Cub Cadet to the [Canoe Procurement Group](#)! Mowers, snowblowers, UTVs, tree care equipment, and more. Check out Canoe for your Parks and Recreation equipment needs. [Contact Simon](#) to learn more.

If you're a risk manager, you might feel the frustration of documenting claims on a spreadsheet and having to export and report. [Read our latest blog](#) to help you find a solution in detailing, organizing, reviewing, and exporting such claims.

If you're curious about the direction of the electricity and natural gas markets and how they will affect the LAS energy programs, [register for the October 18 webinar](#). The free one-hour webinar starts at 11 am.

Thirty-four municipalities have used the [LAS Facility Lighting Service](#) to complete over 100 projects, from community centers and municipal offices to long term care homes. Perhaps it's time your municipality check out this program to see how you can benefit? [Contact Christian Tham](#) for a free LED upgrade budget proposal.

Its back-to-school time again! LAS has developed a new energy training [catalogue](#) so you can learn too! Check out the exciting workshops now available to enhance your municipality's energy knowledge. Contact [Christian Tham](#) to book your workshop today.

Registration is now open for ORFA's [Fall Professional Development Program](#). If you plan to attend, be sure to stop by the LAS booth. We have something for everyone in your Parks and Recreation departments.

## **ONE Investment**

Calling municipal finance staff Investment Basics and Beyond workshops are coming to a location near you - Milton, London, Barrie and London. For more details and registration information click on the following [link](#).

## **Careers**

[Manager of Economic Development - City of Orillia](#). Responsible for creating strategies to market and attract new businesses and expanding existing businesses. [Apply online](#) by September 21.

[Chief Administrative Officer - City of Windsor](#). Responsible for the management of all human, financial and physical resources while providing strategic guidance and advice. [Apply online](#) by October 9.

[Commissioner, Corporate Services - Region of Durham](#). Ensures internal and external customers are provided with high quality services/programs, and that policies are consistent with the Corporate Strategic Plan. [Apply online](#) by October 10.

[Manager of Revenue/ Deputy Treasurer - Town of Gravenhurst](#). Responsible for the billing, accounting, collection and reporting of property taxes, corporate revenues and receivables. Apply to [HumanResources@gravenhurst.ca](mailto:HumanResources@gravenhurst.ca) by September 29.

[Director of Operations and Development - Town of Tillsonburg](#). Responsible for the operation of the Department, and participates in the development of corporate policies

and programs. [Apply online](#) by September 16.

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## About AMO

AMO is a non-profit organization representing almost all of Ontario's 444 municipal governments. AMO supports strong and effective municipal government in Ontario and promotes the value of municipal government as a vital and essential component of Ontario's and Canada's political system. Follow [@AMOPolicy](#) on Twitter!

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## AMO's Partners



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