

# The Business Connection

Quarterly Newsletter from your local Business Centre—GEDC  
QR 4 - 2018



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## What is GEDC?

Greenstone Economic Development Corporation (GEDC) is your local Community Futures Development Corporation (CFDC)

We provide FREE services to both the business community and inspiring entrepreneurs.

We assist with all your business needs. Check out our website for more information: [www.gedc.ca](http://www.gedc.ca)

## MISSION

Foster and encourage the start-up and operation of successful enterprise in all economic sectors within the Greenstone Service Area.

## MANDATE

Strategic community planning and socio-economic development

Support for community based projects

Business information and planning services

Access to capital for small and medium sized businesses and social enterprises

## GEDC celebrates 30<sup>th</sup> Anniversary during Business Week.

GEDC celebrated their 30th Anniversary during their annual Small Business week of October 15 – 19, 2018.

In 30 Years we have disbursed \$14,542,085 in business loans and provide 250-300 Counselling / Advisory Ser-

vices annually. We are actively involved in community development via partnerships, regional organization support, sector projects and activities.

Visit our website [www.gedc.ca](http://www.gedc.ca) for more information and downloadable resources.

## Agriculture Sector Initiative

**Our objective is to increase public awareness and encourage agriculture sector business development in the Greenstone Region.**

**Attention Entrepreneurs and Hobbyists...**

- Have a greenhouse and want to expand? GEDC can help via business financing...
- Have a hobby farm and need to get word out there? Call us today.
- Have potatoes, carrots etc. for sale? Call us we want to know
- Help us let the public know what's available...eggs, chaga tea, vegetables, preserves, plants...

- Are you a small store who distributes local produce and want to expand your product line to include regional foods...there maybe opportunities for you.
- Are you an agriculture based business servicing Greenstone and need more exposure? Contact us to get your story in our Newsletter and/or on our Website!

As part of our information gathering and research stage we will be publishing a quarterly story on local / regional services available in Greenstone Want your story in the next Newsletter? Call 807-854-2273 or email [info@gedc.ca](mailto:info@gedc.ca)

See page 3 for this editions stories!

# Business Development

## **GEDC offers flexible financing tailored to your specific needs!**

Call to set up an appointment to discuss your financing requirements, our consultation services are free of charge and are kept in strictest confidence.

GEDC's 3-Tier Lending Program was developed to assist new and existing small to medium enterprises (SME) to finance start-up, maintenance, expansion, purchase of assets or working capital.

### **GEDC offers flexible financing tailored to your specific needs!**

#### **Micro Loans: \$500 - \$10,000**

These loans are ideal for smaller businesses looking for help with start-up and other costs.

#### **General Loans: \$10,001 - \$150,000**

GEDC's general loans can help Greenstone businesses of all sizes reach their maximum potential.

#### **Pool Loans: \$150,001 - \$500,000**

These loans are available through the CFDC's Northwestern Ontario Investment Pool.



### **GEDC Holiday Hours**

**Closed December 24-26<sup>th</sup>, 2018**

**Closed December 31, 2018 - January 1, 2019**

**Open Regular hours December 27 & 28<sup>th</sup>, 2018  
and January 2, 2019 onward.**

***Have a happy and safe Holiday Season!!!***

# Community Development

## Vares Family Gardens

Vares Family Gardens is a small agricultural business located in the Geraldton ward of the Municipality of Greenstone. Trevor Vares, owner/operator of Vares Family Gardens (VFG), strives to provide healthy and naturally grown houseplants, flowers and vegetable seedlings to the Greenstone area, and to help spread a passion for gardening in the north.

Year-round, they sell decorative houseplants and succulents for the home or office, with a focus on rare and unusual plants. During the spring, VFG carries vegetable seedlings for gardening enthusiasts. During the fall season heirloom vegetables and bulbs are available exclusively from their garden. They are an environmentally-conscious business and never use chemical pesticides or fertilizers. Worm castings, compost and/or black earth mixtures are also utilized.



With the vision of “Keeping it Local” Trevor can be seen at Trade Shows and Marketplaces with his vast array of plants – see picture for samples. If you would like to arrange plants for an occasion he can be contacted via email [tvares@gmail.com](mailto:tvares@gmail.com), telephone (807) 632-2899 or through his facebook page “Vares family Gardens”

Picture from Left to right: *Aloe maculata*, *Aloe megalacantha*, *Aloe 'Park Avenue'*, *Gasteria 'Little Warty'*, *Adenium obesum 'Double Dark Red'*, *Haworthia fasciata – Variegated*, *Haworthia magnifica*, *Crassula arborescens undulatifolia*, *Gonialoe variegata*, *Kalanchoe beharensis 'Fang'*, *Aloe 'Crosby's Prolific'*, *Euphorbia schoenlandii*, *Kalanchoe luciae 'Fantastic'*, *Aloe asperifolia*, *Euphorbia milii*, *Aloe aristata*, *Aloe pluridens*

## Nicole's Variety and Gifts

Nicole's Variety and Gifts is a small business located in the Geraldton ward of the Municipality of Greenstone.

The owners Joanne and Sean Mykula have diversified their corner store to include a Gift Shop featuring local & regional artisan and agri-food products.

See their advertisement right or follow them on facebook “Nicole's Variety & Gifts” :



*Much more than  
just a corner store!*

- Gift shop featuring unique handmade and homemade products by local & regional artisans
- Fresh & delicious homemade grab & go food
- Hot finger foods
- Movie rental
- Lottery Retailer
- Calling cards
- Ice - Seller & Supplier

## Gift Shop...

Are you looking for a great gift idea?

We carry fresh products from Bogdala's Smoked Meats, Thunder Oak Cheese Farm, bears' bees & HONEY, Thunder Bay OliVine and International House of Tea.

We can make custom gift baskets as a personal or corporate gift.



Tel : (807) 854-1348

109 3rd Street North

Geraldton, ON

# Community Development

## Business Capacity Inventory and Report Release

Public presentations on the findings and recommendations of the project were held on November 6, 2018 in Longlac and Geraldton - approximately 30 attendees were present.

The report highlights the study purpose, assessment and inventory methodology, survey results, recommendations and suggested actions, and next steps. Attendees were pleased to hear that there will be continuity in the project, with Municipality of Greenstone's new project focused on some of the actions.



The inventory at time of publication is comprised of the 56 businesses that completed the questionnaires; this was over a 50% response rate of businesses approached. The initial "target list" of businesses was derived from the GEDC Business Directory and drilled down to within the project scope; in addition to those who were referred to us or requested to be part of the project. It was reiterated in the presentations that the inventory would be a live public document and updated periodically; this includes changes by existing businesses on the list or new ones who wish to be added. Some felt that the inventory was not applicable to them but it was noted that every business could benefit. For example: for every direct dollar spent in a construction phase there is typically an additional \$3 spent in spin-off/in-direct expenses.

The inventory includes a summary of services and resources that were outlined in the questionnaires; which provides "a local insight level" of information for companies looking for certain resources and services. In addition, it outlines businesses/organizations who indicated an interest in partnering. Stephen Lindley, the consultant and presenter, discussed the benefits of partnering and the importance of allowing time to build relationships for partnering - waiting until the contracts come out to tender can be late to prepare. Partnering can include "business to business locally" and "business locally to business regionally" for example. Partnering can increase your capacity without necessarily increasing your risk, and link synergies between different types of businesses/organizations. The importance of aligning training programs and providers to future needs was also noted, which could include partnerships. A show of hands indicated the benefit and interest level of a "Partnering 101" workshop.

The Business Capacity Inventory project was a partnership between Greenstone Economic Development Corporation (GEDC), Greenstone Gold Mines, AV Terrace Bay Inc. and the Municipality of Greenstone.

The report and inventory will be available in both official languages on the GEDC website [www.gedc.ca](http://www.gedc.ca) along with other updates and contact information.

### GEDC Staff:

Sylvie Goulet, Executive Director  
Shelly Stanert, Administrative Officer



### GEDC

1409 Main Street; Geraldton, ON P0T1M0  
T: 807-854-2273 F: 807-854-2474  
[info@gedc.ca](mailto:info@gedc.ca) [www.gedc.ca](http://www.gedc.ca)