

FOCUSING ON THE FUTURE

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RRFDC'S BOARD OF DIRECTORS 2009-2010

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Janice Beazley, Treasurer
Martin Dufresne
Russ Fortier
Ken McKinnon
Gord Armstrong
Tara Redford



RRFDC Offers Loans for New and Expanding Businesses

Under the direction of Angela Halvorsen, Business Investment Officer, the RRFDC offers a Business Assistance Program to both residents of the Rainy River District and non-residents who plan to operate a business within the Rainy River District.

The RRFDC offers financing to start a business, buy an existing business or expand a business through business loans, loan guarantees, or equity investments up to a maximum of \$150,000. Business loans, loan guarantees and equity investments from \$150,00 to \$500,00 are also available through our affiliation with the Northwestern Ontario Investment Pool.

The interest rate charged on each loan is prime plus 3% of the current Bank of Canada prime lending rate. An administration fee of \$75 is required for each loan application with all loans insured for life through Desjardins Financial Security.

Other eligibles for loans include purchase, start-up, or expansion costs including purchasing land and buildings, equipment, supplies, inventory, needed working capital and so on. When an individual starts a business, he or she will be required to invest a minimum of 10% in owners equity which can be in the form of cash, land, buildings, equipment, inventory or other assets.

All loans are fully secured based on the value of the assets offered as security. Borrowers should be prepared to offer assets of equal value to the loan amount requested. Each loan is looked at on a case by case basis.

Loans applications under the Business Assistance Program are evaluated by RRFDC using the following criteria:

- Is it a priority of RRFDC based on the Strategic Plan?
- Are jobs created or maintained?
- Is there expansion potential?
- Is there potential for tax assessment?

- Is the business plan feasible?
- What is your management experience, education and credibility?
- Is the loan secure?
- Is there owners equity?
- Is there community need for the proposed business/product?
- What will the economic impact be?
- How well is the infrastructure developed?

The following are needed to apply for financing:

- Business plan with financial forecasts
- A letter of decline from a financial institution
- Application for financing with the \$75 application fee
- Last three years financial statements, accounts receivable and accounts payable for an existing business
- Other information based on the type of business (landlord waiver, lease agreement, partnership agreement etc)

Don't have a business plan? We can help with that too. Our staff has a vast knowledge of the business and economic climate in the Rainy River District. For more information and assistance contact **Angela Halvorsen** at RRFDC by phone at **274-3276** or email angela@rrfdc.on.ca.





WATCH FOR OUR UPCOMING SEMINARS ON:

E-COMMERCE

CUSTOMER SERVICE

*TIPS AND TOOLS FOR
STARTING A
BUSINESS*

Phone RRFDC at
274-3276

for more information or
check the website for the
latest updates

at:

www.rrfdc.on.ca

The RRFDC is a membership driven, non-profit, community based corporation governed by a Board of Directors, working to create jobs and improve the commercial and industrial base of the Rainy River District. We offer a variety of services to the community. We can help you find fair and equitable business partnerships, help your business communicate with a larger market and provide community learning for businesses and entrepreneurs.

UPDATE ON THE VIDEOCONFERENCE SYSTEM

RRFDC is excited about the potential of our new video conferencing unit. The new system, provided by the Canada-Ontario Business Service Centre, is allowing a wide range of business training from the Canada-Manitoba Business Service Centre (Winnipeg) to be offered locally.

Evaluations provided by all participants have been overwhelmingly positive. Yes there have been the occasional 'issues', however we have learned from those and continue to work towards making this an

exceptional training tool. It is a convenient, casual, low-stress way of getting the training you are looking for.

The fee to participate is only \$5.00 per person per session (payable at the door to RRFDC). Sign up for as many sessions as you want. Sessions will be offered for any number of participants, from one to 20. Price per session is subject to change.

To register call the RRFDC at 274-3276 and let us know which sessions you are interested in.

Some Video Conferencing Seminars are...

How to Buy a Business

Preparing a Winning Business Plan

Customer Centric Service

Marketing Basics

Marketing Research

Advertising & Promotion

Developing a Marketing Plan

Basics of Exporting

Branding Basics

Interviewing Skills

and many more....Be sure to check out www.rrfdc.on.ca for a complete listing of dates and times.

RRFDC'S ANNUAL GENERAL MEETING (AGM) NEW BOARD MEMBER ELECTED

At the 2009 AGM the RRFDC said farewell to a long-time Board member and welcomed a new face for the next three year term. Eugene McPherson did not seek a third term on the Board, but was thanked for his many years of dedicated service to the District. Tara Redford eloquently expressed her reasons for seeking election and is now the newest Board member serving the 2009—2012 term.

Following the election and acceptance of the Auditor's Report, a review of the year's activities was presented by Geoff Gillon. Highlights of the presentation were the RRFDC's efforts in the following areas: agriculture and immigration, alternative energy research and trials, business counseling and workshops, First Nations partnerships, housing upgrades, telecommunications upgrades, tourism development and trade development, investment attraction and logistics.

Upcoming Events

Friday, October 23rd—10 am to 2 pm

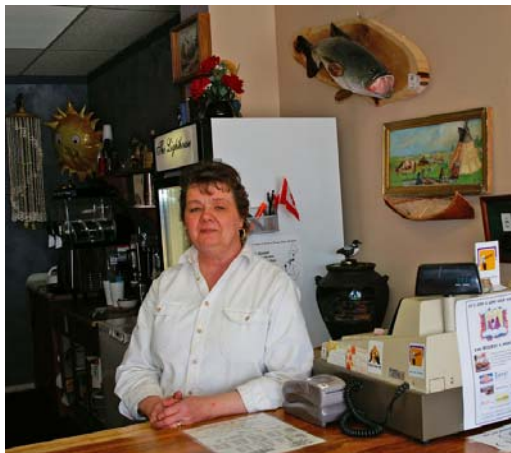
Watch for RRFDC's Open House

In recognition of CFDC Day which is

held the last Friday of Small Business Week.

Plan to join us for refreshments and see what projects we're working on for your District.

The Lighthouse on Scott Street Has Folks Raving About the Food . . .



The word is out and **The Lighthouse** fish and chips has locals and visitors alike trolling for good eats at this satisfying family style restaurant on Scott Street in downtown Fort Frances. Caddy corner from the post office on the north side of the 300 block, this recently reopened restaurant owned by Evelyn Bragg and her husband Ray, offers up a fine array of fishy favourites for eat in and take out meals, lunch through dinner.

The Braggs recently took the business over from Mark Nagant (Mark's Murky Waters Fish and Chips) at the same Scott Street location. This isn't their first venture into the restaurant or business world. Evelyn and Ray previously owned and operated a food concession business that was stationed west of Fort Frances at Norfab. They also provided good food at local pow wows, auction sales and through concession at the Emo Fair. And... you should remember the Braggs as familiar vendors in the past at the Clover Valley Farmers' Market where they sold a variety of craft items.

Evelyn believes that the success of her new business is based on providing what her customers want; good food at a reasonable price in a comfortable atmosphere combined with good service. The Lighthouse menu features a choice of six kinds of fish dipped in Ray's secret recipe and perfectly fried in pure canola oil, with sides of home made cold slaw and a variety of french fries. And customers love this combination with comments like: "Good feesh!", " Best fish in all North America & United States" MB - Nestor Falls, ON, "Awesome Food! Good Service/Keep it Up" TD - Timmins, ON, "Best fish and chips I've had since visiting Ireland!" MH - Willmar, MN, and "Mmm! That was great!" JJ - Bringham City, UT - all found in the Braggs' (no pun intended) guest book.

If you want something other than fish, The Lighthouse also offers a nice choice of burgers, homemade dinners, salads and soups, the always favourite Ukranian Platter, a shrimp basket, chicken fingers or a personal pan size pizza. And for the kids in the family, there is a kids menu that is sure to satisfy. To top it all off, Evelyn features her fine homemade berry and cream pies with or with out a scoop of ice cream. And Evelyn says, "They're all good, but banana cream is the big favourite..." for loyal customers.

Given the increasingly tough economic times, business at the Lighthouse has not suffered. The Braggs have learned that their Monday thru Friday hours from 11:00 AM - 6:30 PM covers the bases for customers wanting a tasty lunch or dinner and keeps the costs of the business in the black. Using local suppliers for fresh fish and other ingredients keeps costs down and quality up. And without serving alcoholic beverages Evelyn maintains a homey atmosphere where families and a mainly middle aged clientele can afford to eat in comfort.

True to the name and menu, customers enjoy viewing and discussing mounted and life size carvings of local fish, adorning the walls, while they wait for their meal to be served. These carved conversation pieces by Lee Roy Dillman of Rainy River really get peoples' attention as soon as they sit down at a table. And as Evelyn enthused, "They're good for business!"

So if you are considering opening a Scott Street business after reading about the Braggs' success; Evelyn has some good advice, "Keep it simple, start slow and do what you know."

Story and Photos: Bill Morgenstern/Earth Moods

**NEED
INTERNET
ACCESS TO
HELP
START
YOUR
BUSINESS?**


ASK US!

**RAINY RIVER
FUTURE
DEVELOPMENT
CORPORATION**

608 Scott Street
Fort Frances, Ontario
P9A 1H6

Phone: 807-274-3276
Toll Free: 800-465-8502
Fax: 807-274-6989

Email: info@rrfdc.on.ca



**"We're in Business
to Help Business..."**

RRFDC assists with business
development throughout the Rainy River District.
Talk to us about Loans, Equity Investments
and Loan Guarantees

www.rrfdc.on.ca



**RAINY RIVER FUTURE
DEVELOPMENT CORPORATION**
A Community Futures Development Corporation



ABATTOIR IS MOVING AHEAD

It has been over 10 years that the Rainy River District has been working towards building an abattoir to service the producers in the area. Many different groups with many different leaders at the helm have worked through many different levels of government in an attempt to get what the District's farmers needed.

So a huge congratulations is offered to the Rainy River District Regional Abattoir Inc.'s Board of Directors for their un-dying dedication. The members of the Board of Directors are: Steve Loshaw, Trish Neilson, Bill Darby, Arne Hahkala, Ken McKinnon, Clayton Teeple, Todd McLean, Deb Zimmerman and Marvin Smith. They DID it!

The Board's goal was ***"to construct an environmentally friendly abattoir in the Rainy River District, that operates legally and efficiently on a not-for-profit basis, providing for the legal slaughter of a variety of livestock. Operation of this facility should be simple, with potential for a marketing edge and opportunity for growth."***

With the assistance of the Provincial and Federal governments, in the form of

funding from Northern Ontario Heritage Fund and FedNor, their goal is coming true. With the additional funds confirmed from the Ontario Cattlemen's Association and Rainy River Future Development Corporation, the Abattoir Board was able to tender for a construction contractor and Coldbox Builders of Vaughan, Ontario was chosen. The Board was pleased that a number of local sub-trades have been chosen by Coldbox to assist them.

Construction has begun at the site in Emo, and the plan is to be finished by the end of the year. Again, congratulations to all involved for the hard work!



"Stay committed to your decisions, but stay flexible in your approach."

... Bill Gates