



# Lake of the Woods

BUSINESS INCENTIVE CORP.  
A Community Futures Development Corporation



# THE LOWBIC LAKER

*Finding Solutions for Small Business*

**Spring 2012**



With its official launch in late January, LOWBIC is pleased to announce that their NEW WEBSITE [www.lowbic.on.ca](http://www.lowbic.on.ca) has gone LIVE!! A user friendly website, created by Overdrive Design, offers visitors quick access to important information and fillable forms. "Our Services" feature includes information on Business Development, Lending Services, the Local Initiative Fund and the Self Employment Benefit program. The website also offers unique "Resources" in keeping with community development, an "Events" section to keep everyone up-to-date with what's happening & upcoming in the future, and extensive "About Us" information regarding LOWBIC's Board & Staff, our service area, location and how to contact us!! Be sure to visit [www.lowbic.on.ca](http://www.lowbic.on.ca) today to learn more about how LOWBIC can help with all your small business needs.

Below: a screenshot of our homepage highlighting some of the new features.

**Archived Newsletters Section:**  
Business highlights. LOWBIC news and info. Email sign-up on the home page to receive our quarterly editions online!

**Archived Testimonials:**  
See what our clients have to say! Complete with click box on the home page for quick viewing!

**Client Testimonial:**  
LOWBIC's process and due diligence was easy to work with and my loan was approved quickly! - *New Dawn Tanning Salon*

## LAKE OF THE WOODS BUSINESS INCENTIVE CORP.

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## Inside this Issue...

- REFLECTION ON 2011
- FEATURED BUSINESS HIGHLIGHTS:  
Wind & Water Interiors / HJL Holdings
- CALENDAR OF EVENTS

## 2011 Year End Loan Stats

- ◆ # of Loans - 18
- ◆ Dollar Amount - **\$1.4 Million**
- ◆ Additional Dollars Leveraged - **\$1.9 Million**
- ◆ General Inquires - 1847
- ◆ Jobs Created - 71
- ◆ Jobs Maintained - 67
- ◆ Partnerships - 11 of 18 = **61%**



### SECTOR BREAKDOWN:

- ◆ AQUACULTURE 1
  - ◆ TOURISM 2
  - ◆ MANUFACTURING 4
  - ◆ RETAIL 3
  - ◆ TRANSPORTATION 2
  - ◆ SERVICE 4
  - ◆ CONSTRUCTION 2
- 
- 18**



## Wind & Water Interiors



After owning a successful design business in Manitoba, Mona Bartmanovich was ready for a huge change. Her research into Kenora and surrounding areas showed other businesses offering certain products and/or services, but lacking a full service design centre that offered design services combined with all the latest products- those typically reserved to larger urban areas.

**Wind & Water Interiors** opened its doors in March, 2011 – after completing a substantial renovation to the property adjacent to the theatre. They offer by-the-hour design consultations, full, in-house 3D CAD design and installation of incredible kitchens, full service window coverings & custom drapery. They manage entire interiors including quotes, product orders & installations on large and small projects as well turnkey services for the many clients that live abroad much of the year.



*"LOWBIC helped me to realize a dream and create the business that I've always wanted. They assisted us in securing a loan to get our business operational. The process with LOWBIC was very straight forward and comprehensive and the people who worked with us were stellar. I would certainly work with them again should we require additional assistance in the future."*

- Mona Bartmanovich

KDCC 2011 Business Award Nomination:

**New Business & Customer Service Excellence.**

Mona is nominated for **Entrepreneur of the Year!**



## HJL Holdings Ltd.



*"The long over due journey could not have been made possible if it was not for the wonderful staff and support we received from LOWBIC!"* - J. Lugossy

**Selah Motel**, formerly Luby's Motel was refurbished in the summer of 2010. We decided on the name 'Selah,' meaning to rest and think about what you just read, as it reflects our "Pause, Rest, Relax" motto. Renovations include 11 rooms stripped down to the brick and completely refurbished and feature, Internet, 42 inch TV's along with fridge, microwaves and in room coffee. The beds were chosen from the very best available. New laminate floors provide an extremely clean environment, along with mattress covers that completely protect the beds. We are proud of our motel. It provides a clean, comfortable place to stay with reasonable rates- perfect for the business person, hunters or fishing groups that can be picked up right from the dock, and/or construction workers in need of a relaxing atmosphere.

LOWBIC was the light at the end of the tunnel for us. They offered financing and clear direction, bridged the gap

for the government grant that we had been awarded, and supported us every step of the way. A special thanks goes to Louise who kept us connected to viable programs and for her encouraging words along the way. We look forward to opening the restaurant sometime in the future and know there are a lot of people patiently waiting for those home cooked meals with a personalized touch!



KDCC 2011 Business Award Nomination: **Business Improvement and New Business**

# SEB PROGRAM

## START YOUR OWN BUSINESS

- Are you looking to start... **YOUR OWN BUSINESS?**
- Do you want to be... **YOUR OWN BOSS?**
- Have you been/ are you on... **E.I OR MATERNITY LEAVE?**
- You could receive **FINANCIAL SUPPORT** to offset the cost of starting a business.

**Self Employment Benefit Program**  
 Do you want to start a small business? Are You Eligible?  
 \* Financial Support for Eligible Participants  
 While Establishing a Small Business  
 More Info




• **SELF EMPLOYMENT BENEFIT PROGRAM Information Sessions** are held on the last Tuesday of the month (subject to change) in the LOWBIC boardroom.

• **INDIVIDUAL INFORMATION SESSIONS** are available upon request. Please call: Louise Tresoor, SEB Coordinator at 467-4642 or e-mail ltresoor@lowbic.on.ca to schedule an appointment.

• Please check with our office frequently for upcoming events or schedule changes.



# February 2012

SUN	MON	TUE	WED	THU	FRI	SAT
			1 How to Buy a Business VC: 1-3pm	2	3	4
5	6	7 Business Ideas & Opportunities - Choosing the Right One! VC: 10am-12pm	8	9 How to Brand Your Small Business VC: 12-2pm	10	11
12	13	14  Valentines Day	15	16 Positioning Your Business for Success (two-day power class) VC: 10am - 2pm both days	17	18
19	20  Family Day	21	22	23 Facebook for Business VC: 1pm-3pm	24	25
26	27	28 *SEB Info Session 2-3pm	29			

# March 2012

SUN	MON	TUE	WED	THU	FRI	SAT
			Effective Employee Orientations Thursday Mar 1st VC: 5:30-9:30pm	1 Common Business Mistakes & How to Avoid Them VC: 10-12 pm	2	3
4	5	6	7 Cash Flow is King - Cash Flow & Financial Ratios VC: 1-3 pm	8 Developing Proposals VC: 10am-12pm	9	10
11  Daylight Savings Time Begins	12	13	14	15	16	17  St. Patrick's Day
18	19	20 	21	22	23	24
25	26	27 *SEB Info Session 2-3pm	28	29	30	31

# Special Notes

- Please contact LOWBIC (467-4630) to register for seminars/workshops
- Most of our events are free or require a small fee. Registration is required for all events and fees, if due, are payable at registration.
- “VC” indicates Video Conferencing session.
- Please visit <http://events.ebsc.ca/Default.aspx> for a description of listed courses as well as others that are offered via video conferencing. If you are interested in a particular course please check with our office for availability.

## Holiday Office Hours

The LOWBIC office will be closed for the following holidays / events:

- Family Day - Monday, February 20 - All Day
- **Annual General Meeting**  
**Friday April 13**  
**Closed at 11:00am**
- Good Friday - April 6 - All Day
- Easter Monday - April 9 - All Day

# April 2012

SUN	MON	TUE	WED	THU	FRI	SAT
1	2	3 Positioning Your Business for Success (two-day power class) VC: 12 - 4pm both days	4	5	6  Good Friday	7
8  Easter Sunday	9  Easter Monday	10	11 Business Ideas & Opportunities - Choosing the Right One! VC: 10am-12pm	12	13  LOWBIC AGM	14
15	16	17	18	19	20	21
22	23	24 *SEB Info Session 2-3pm	25	26	27	28
29	30					

## Director's Message: 2011 REFLECTION

2011 was a bit of a unique year at the Lake of the Woods Business Incentive Corporation. The first quarter saw a flurry of activity in the lending department while Q2 & Q3 cooled off slightly. The fourth quarter made up for the slower previous quarters and finished the year off with a bang!!! In total LOWBIC loaned nearly \$1.5 million dollars to 14 businesses which allowed clients to leverage another \$1.9 million dollars. There were 71 new jobs created and another 77 maintained as a result of the LOWBIC lending activity. All of the above mentioned activity is playing a significant role in diversifying the local economy. As we have mentioned in the past – partnerships with traditional lenders is a key part of LOWBIC's services. In 2011 we saw 61% of our loans partner with at least one other traditional lender.

If you currently are a Small Business owner or an Entrepreneur looking to start your dream business – come on down to the LOWBIC office and talk to our staff of professionals. Our valuable advice can point you in the right direction. All of our consulting services are free of charge – we're here at LOWBIC to provide “Solutions for Small Business”.

- Ryan Reynard, MBA  
Executive Director



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