

Welcome to the latest issue of Business & Work in Huron County. Employment counsellors, business advisors, and adult education teachers have expressed the need for information on the local labour market as a resource for their clients. This newsletter is a collaborative effort between The Centre for Employment and Learning of the Avon Maitland District School Board, Service Canada and the Huron Business Development Corporation.



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In B&W...

“If you work just for money, you’ll never make it, but if you love what you’re doing and you always put the customer first, success will be yours.”

- Ray Kroc

Newsletter Sponsors



Business News and Notes

Business News and Notes is compiled from a review of articles in Huron County's community newspapers on a monthly basis.

- Exeter-based **Ondrejicka Elevators** may be the site for a 100 kilowatt rooftop solar facility by the fall of this year. The project is one of 510 green energy initiatives announced by the Ontario Government in April. Still in the design phase, the site will likely have 256 solar panels perched atop the south-facing roofs of two buildings. Three other solar projects are being planned in Huron and Bruce Counties in Brussels, Port Elgin, and Wroxeter.
- With the help of a \$46,650 loan from the Federal Government, **Exi-Plast Custom Moulding** will be expanding its customer base as it continues to diversify. The funding from the Federal Economic Development Agency of Southern Ontario will be used to purchase a second Robotic Trim Cell which will in turn enable the company to cut costs that will be passed on to customers. Owner Frank Zawalsky stated that Exi-Plast is targeting 2013 for an expansion from its present 14,000 square feet to 30,000.
- A grand opening of **Chamney Auto Repair**, located between Auburn and Blyth on the Blyth Road, was held in April. Owners Eldon and Elaine Chamney will be offering general garage services including brakes, exhaust, tires, oil changes and safety checks. They will also be selling mostly late-model vehicles.
- Business is good for Dan Dillon of **Wroxeter Home Video**. Having opened 2 months ago in Wroxeter, Dillon is pleased with business thus far, and hopes to triple the size of his business at some point. Located at the corner Lawrie Street and Highway 87, the video rental store currently has 900 titles available for rent and sale. As well as movie rentals and sales, Dillon repairs computers on site.
- A recent announcement from Huron-Bruce MP Ben Lobb will see \$750,000 go to **The Emergency Services Training Centre** in Blyth. The money will be used towards a 1.5 million dollar technology centre that will include a new up-to-date classroom, house equipment and it will have amenities for firefighters to clean up after a call. The new facility will be built just west of the current centre which is located on Blyth Road, just off of Highway 4. The remaining funds will come from the Township of North Huron.
- The **maple syrup industry** has gone from a banner year in 2009 to half a crop this year. The warm weather that swept through the province in March has had an adverse affect on the production of sap. Robinson's Maple Products, in St. Augustine, produced roughly two-thirds of the crop they did last year, and other Ontario Producers have produced between one-half to two-thirds of last year's bumper crop.
- The **McDonald's** restaurant in Goderich unveiled their new makeover and renovations during a grand re-opening in April. The event featured an official ribbon cutting, draw and prizes, as well as a tour of the newly renovated facility.
- A second **Habitat for Humanity Re-Store** will be opened in Huron County. The town of Exeter will be the site for the new retail outlet. Current plans call for the store to be located on the Main Street in the old Reel Time Video location. It is hoped that the store will be open for business mid-May.

Effective April 1, 2010, the Ministry of Training, Colleges and Universities began accepting applications to the newly revamped **Self Employment Benefits Program (SEB). The program, now 42 weeks in length, has new application criteria. For more information on the SEB Program, visit <http://www.smallbusinesshuron.ca/seb.htm>**

Business News and Notes *Continued from Page 2...*

- At the recent Welcome Wagon 80th Anniversary Spring Conference in Orangeville, **Exeter** was recognized as **Welcome Wagon's 2009 National Community of the Year**, as well as Community of the Year for the Ontario Region (population under 8,000). The National Award recognizes excellence in media participation and publicity, a high number of visitors per month in all Welcome Wagon programs, excellent business participation and the commitment of each representative to provide excellent service to the community. Fay Van Oss of South Huron was also recognized as the organization's 2009 Representative of the Year for communities with less than 8,000 residents.
- **Gateway Rural Health Research Institute** recently held the first of a number of planned meetings aimed at various groups in the area. The Bridges of Seaforth residents heard three very clear messages from the Gateway presentation – volunteers are needed to participate in health studies, volunteers are also needed to help with a mailout for an upcoming marketing campaign, and donors are needed to provide funds for the research institute. It was also announced to the group that the Seaforth Community Development Trust has donated \$20,000 towards a marketing campaign for the research institute.
- Many **local pharmacies** in Huron County are facing difficult times as the provincial government announced recently that they will be eliminating professional allowances given to pharmacists for dispensing generic drugs. It has been stated that while this change will result in lower pharmaceutical costs, it will drive up the prices of other products and services at the pharmacies, result in shorter business hours, staff cuts and in some cases, pharmacy closures. Most local pharmacies have petitions on site that they are asking the public to sign. The bill has yet to be passed at Queen's Park.
- On April 21, 2010 about 60 residents attended an open house in Zurich to learn more about a proposed 37.5 mega-watt wind project in the Zurich area that could power up to the equivalent of 9,000 homes. The project dubbed **The Zurich Wind Power Project** is slated to take place on private agricultural land situated mostly between Dashwood and Centennial Roads. Next steps include an environmental and archaeological study, and determining such things as where the turbines and substation will be. Acconica, the company behind the project, is a Spanish company with projects in more than 30 countries.
- After selling the cleaning and restoration business he owned and operated in Goderich for over 25 years, Doug Gavin has launched **D.E. Gavin Enterprises**, a home inspection business that will serve a growing need in a flourishing real estate resale market. Gavin has successfully completed the extensive Carson Dunlop Home Inspection Training Program, through the Academy of Learning, required training courses in March of this year.
- Mark and Christine Coulthard, owners and operators of the Goderich Weed Man franchise, have recently added the services of **Truly Nolen Pest Control** to their list of offerings. The expansion of the business now includes complete residential and commercial pest control programs. Truly Nolen, relatively new to Canada, is an Orlando-based company with over 70 years experience in 50 countries. The Huron County franchise is only the third in Canada. A new administrative office has been created for the pest control franchise. Two trained personnel have moved over from the Weed Man and two new employees have been added.
- Moran Moyer, owner and operator of **Old Schoolhouse Cakes and Pastries**, has moved her business out of her home in Winthrop (an actual schoolhouse built in 1901) to the former Tucker's Meats location on the Main Street of Seaforth. Moyer has expanded her menu of wedding and birthday cakes to include very popular smaller treats such as lemon tarts and specialty cupcakes.

Employment Services Huron County

- The Employment Services Huron County statistics below are tracked on a monthly basis and are contributed by The Centre For Employment & Learning and HBDC Employment Services.
- In Chart 1, year-over-year, we see decreases in the number of new clients case managed across the five sites decrease (51%), while the number of client case closures due to clients finding employment and client case closures due to other reasons increased - 43% and 173% respectively. Month-over-month, we see the same pattern as the number of new client case managed decreased by 43%, while the number of client case closures due to client finding employment increased by 17%, as did the number of client case closures due to other reasons - 46%.
- In Chart 2, we see the total number of in-person client visits across the five sites decrease when comparing both month-over-month and year-over-year - 662 or 14%, and 196 or 5%, respectively.

Chart 1

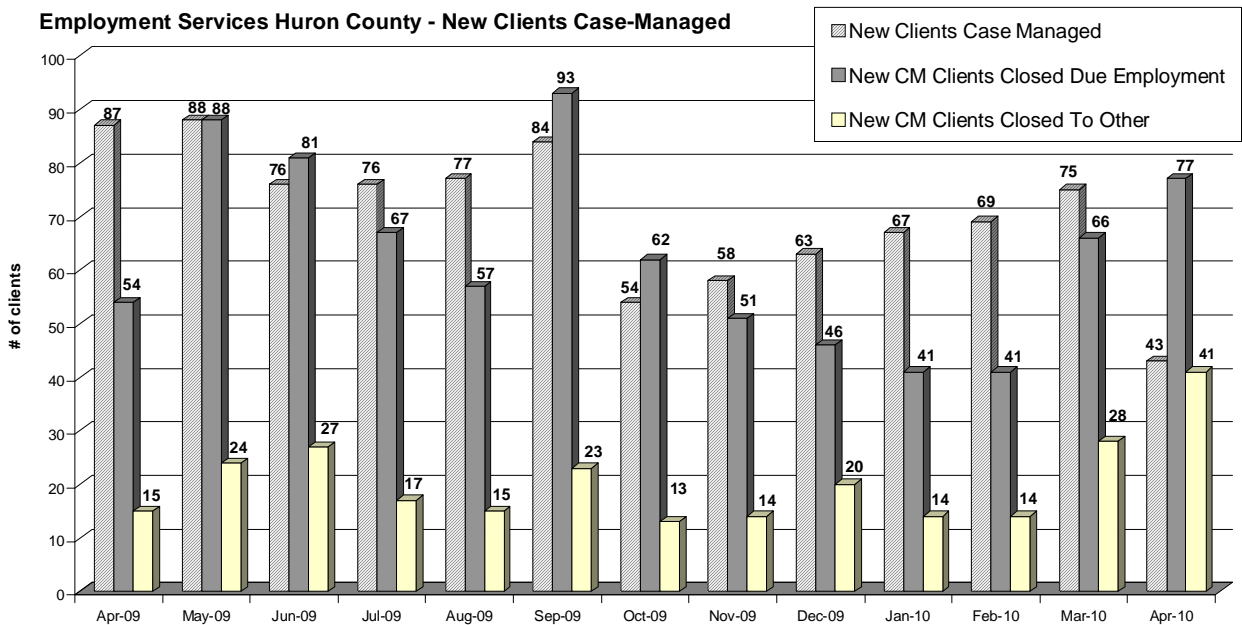
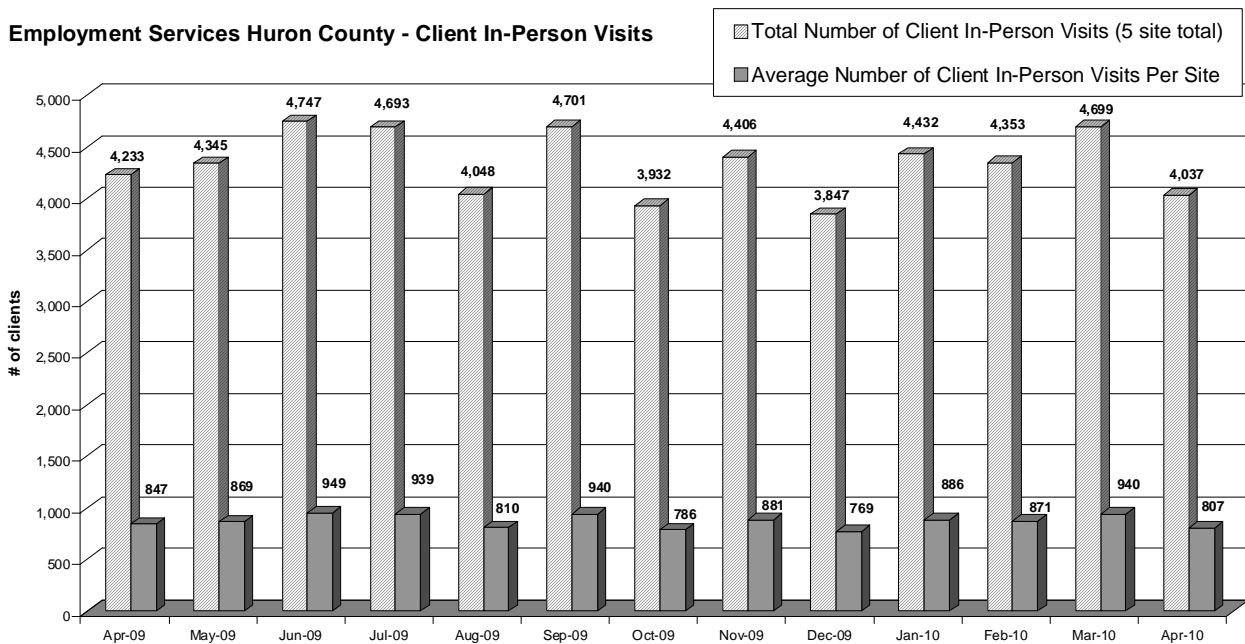


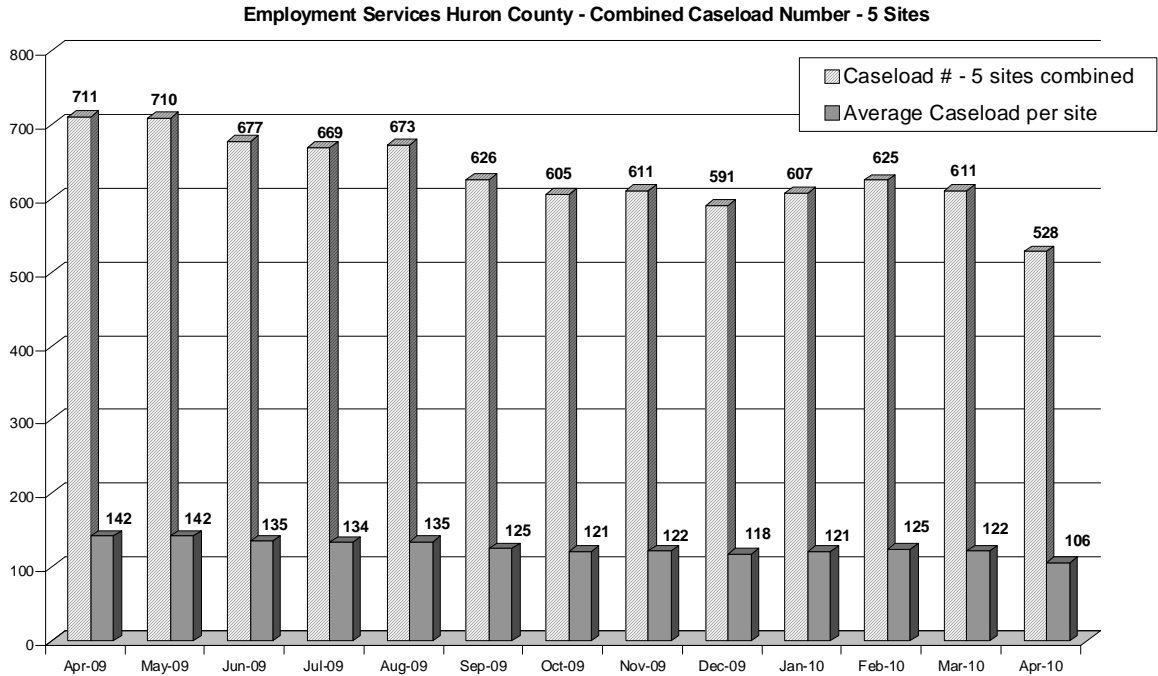
Chart 2



Employment Services Huron County *Continued from Page 4...*

- In Chart 3, we see the cobmned caseload number across the five sites decrease when comparing both year-over-year and month-over-month - 26%, and 14% respectively.

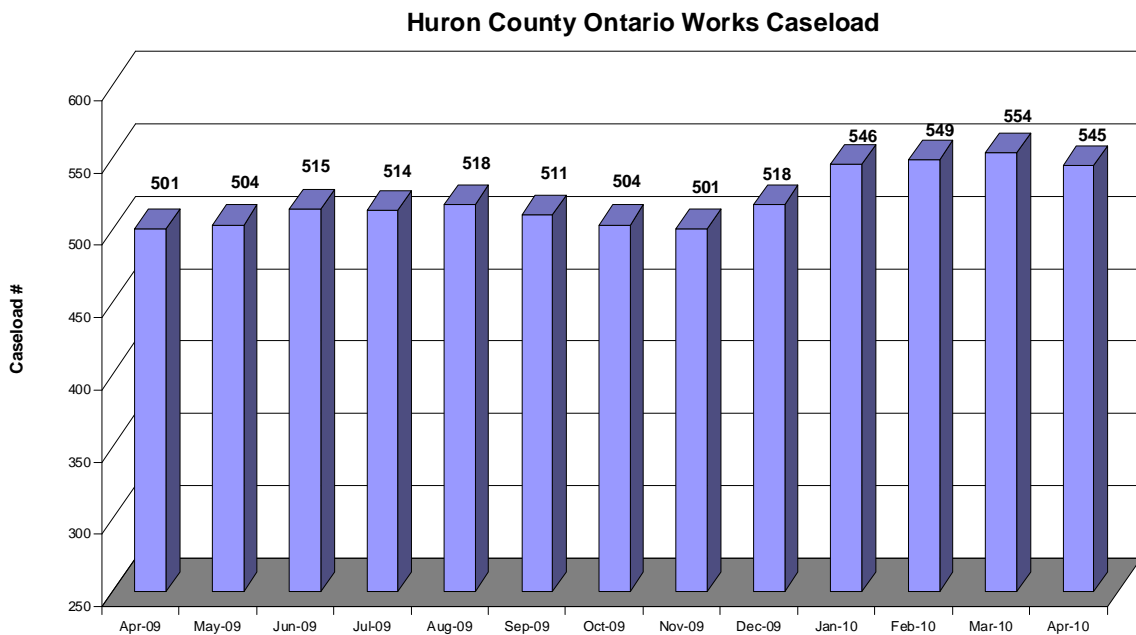
Chart 3



(Information contributed by: Wendy Cornish, Exeter Centre For Employment & Learning & Deb Williamson, HBDC Employment Services Assistant.)

Huron County Ontario Works

- The total Ontario Works caseload number for April 2010 was 545. This is decrease of 9, or 2%.
- When comparing year-over-year we see an increase of 44, or 9%.



(Information contributed by: Janet Priebe, Huron County Ontario Works.)

Huron County Advertised Job Vacancies - April 2010

- In Chart 1, when comparing the total number of job vacancies month-over-month, we see a decrease in total of 29%. Of the ten categories, seven saw decreases, two remained the same, and one increased. The most notable decrease took place in the Health category (75%), while the most notable increase happened in the Natural and Applied Science category (67%).
- In Chart 2, when comparing the total number of job vacancies year-over-year, we see a decrease in total of 14%. Six categories saw decreases, three saw increases, while one remained the same. The most notable decrease took place in the Health category, while the most notable increase took place in the Processing/Manufacturing category - 92%, and 200% respectively.

Chart 1

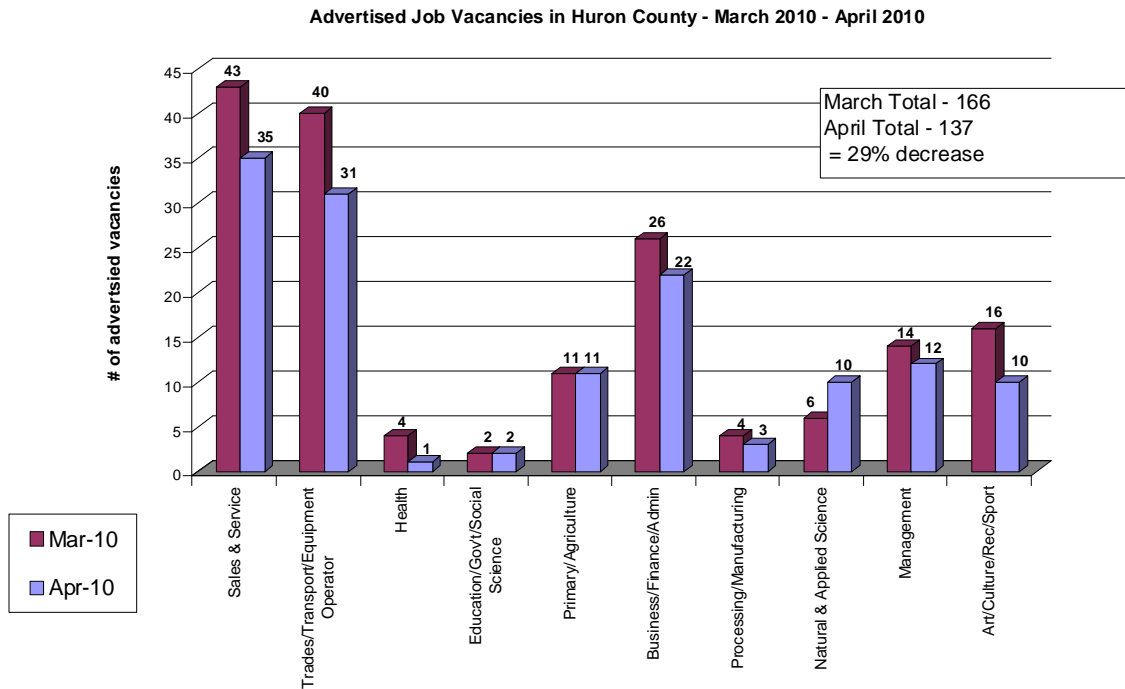
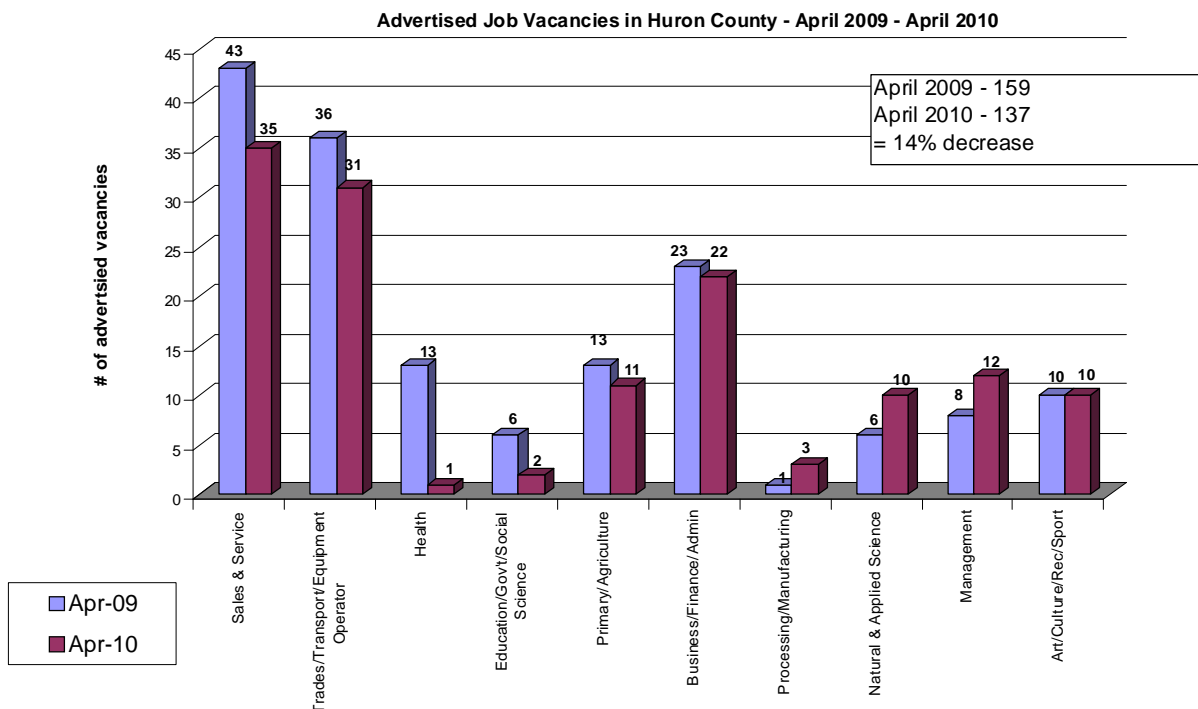


Chart 2



Business News and Notes

- A **Farmers' Market information session** was held at the Huron Business Centre in April to gauge interest in establishing a market in the Seaforth or Brussels area. Joan Brady, Food Opportunities Program Coordinator, lead the meeting of local people who attended to express their interest. The newly formed, successful Exeter Farmers' Market was discussed at length during the meeting and used as a guide for the future market. The next step is to connect with local vendors who may be interested in becoming part of the market – for more information, contact Joan Brady – jbrady@hay.net.
- Plans to reopen **Maplewood Manor**, a retirement home in Seaforth that closed its doors in 2007 are in the works. Owner Albert Rumph, of Royal Oak Orchards Inc., is looking to find tenants and staff to fill the building. There are 32 rooms in total available – 28 single and four doubles.
- **Wescast Industries** of Wingham has recently reported its second consecutive profitable quarter. The company, which is one of the area's largest employers, netted \$4.5 million in profit with first quarter sales of \$63 million – almost 48% higher than the first quarter of 2009, when 42.7 million in sales and a net loss of \$9.89 million was reported. The substantial sales increase has come about due to much higher volumes as a result of the improved economic and automotive market conditions.
- Karen Mabon of the **Volvo transitioning team**, recently reported on Volvo's transition stating that to date, 379 workers or 67 per cent of their workforce have gone through transitioning, while the 65 workers who are still currently at the plant have been given their notice, and 120 or 21 per cent have been laid off. Of the 379 transitioned workers 34 per cent have new employment outside of Huron County; 16 per cent have new local employment; 9 per cent are working for Volvo outside of Canada; and 16 per cent have retired. Volvo has spent \$800,000 retraining workers and received \$275,000 from the Ministry of Training, Colleges and Universities.
- **A Touch of Elegance**, located on the Main Street of Bayfield, recently celebrated its grand opening. The retail store features brand name lingerie and sleepware in a variety of sizes, as well as a certified bra fitter on staff.
- A recent 25th Anniversary Celebration was held for the **Blessings Community Store** in Zurich. The non-profit organization, in addition to donating to area hospitals, churches and other agencies, has a fund to help people pay their bills. The store sells all household items, clothes and books. Its food bank helps to feed up to 200 people a month.
- Due to lack of funding, **Huron Bruce Transit** will no longer be providing transportation to local seniors and disabled clients. Since the inception of Wheels Away (later Huron Bruce Transit), sustainable funding for the non-profit charitable organization has always been a challenge, and running the organization at a deficit was not an option. During their operation, 46,000 rides have been provided to local seniors and those with disabilities.

Continued on Page 8...

Planning your summer vacation?
Why not make it a "stay-cation" - visit www.ontarioswestcoast.ca -
there's lots to see and do right in our own back yard!

Health Human Resources Study Happening in Huron and Perth Counties

The Huron-Perth Healthcare Providers' Council is launching a \$60,000 human resources study of more than 24 healthcare professions in the region in anticipation of the continued shortage of healthcare professionals and the aging baby boomers.

To date, the study has received \$32,000 in funding from the South West Local Health Integration Network, \$10,000 from HealthKick, and \$2,500 from the Four County Labour Market Planning Board. Additional funding is being sought before the initiative begins in June.

The study will research healthcare professions from housekeeping, activation and other non-regulated jobs to the 24 regulated professions from personal support workers to doctors and in doing so, look for shortages and determine how to fill the gaps for local healthcare. It will also collect an inventory of skills sets and look at ways to share resources between institutions and broaden scopes of practice. This initiative is unique in that it will be focusing on a rural community and is being done by all of the healthcare service providers in the area, not an individual organization like a hospital. The organizers of this study are looking at it as a pilot project that could be repeated in the Grey-Bruce region.

Plans are in the works to hire a project coordinator and complete the study before the end of 2010 when a final report will be shared with the stakeholders.

(Additional information courtesy The Huron Expositor)

Huron Business Centre Coming Events - June 2010

Title of Seminar/Workshop	Date and Time	Place
Inviting the Canada Revenue Agency to Lunch	June 3, 2010 7:00pm – 9:30pm	REACH Centre, Clinton (169 Beech Street)
Starting Point	June 3, 2010 9:30am - 1:00pm	Huron Business Centre
Cashflow Forecasting... Witchcraft, or Science?	June 10, 2010 7:00pm – 9:30pm	REACH Centre, Clinton (169 Beech Street)
Resume Workshop	June 14, 2010 9:00am - 4:00pm	Huron Business Centre
Re-inventing the Web Page: Triggers Versus Key Words	June 17, 2010 7:00pm – 9:30pm	REACH Centre, Clinton (169 Beech Street)
Self Employment Benefit Program	Day I - June 17, 2010 9:30am – 12:00pm Day II – June 18, 2010 9:30am – 4:00pm Day III – June 22, 2010 9:30am – 4:00pm Day IV – June 23, 2010 9:30am – 4:00pm Day V – June 24, 2010 9:30am – 4:00pm	Huron Business Centre
Marketing is MORE Than Just Paid Advertising	June 24, 2010 10:00am – 3:30pm	REACH Centre, Clinton (169 Beech Street)
Interview Workshop	June 25, 2010 9:00am - 4:00pm	Huron Business Centre
HBDC's "Business By Design" Workshop	June 25, 2010 10:00am – 3:30pm	REACH Centre, Clinton (169 Beech Street)

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- **Shanahan's Quality Meats and Deli** has opened its doors on the Square in Goderich. Chad Shanahan and his wife Dana own and operate the store and are assisted by Jim and Rose who Shanahan who ran the Foodland Store. The deli carries Huron County meat products such as O'Brien's of Goderich and Metzger's from Hensall. Shanahan's is also offering Ontario Fresh Served Meat, Ultra-Blade Canadian beef, fresh produce and a bakery.
- Master Baker Christian Burdan, owner and operator of **Burdan's Red Cat Farm Bakery** is hoping to be baking homemade bread in his new brick oven by the beginning of June. Burdan and his wife Sophie will be growing the grains and seeds needed for his breads. Burdan is transitioning to organic growing and will include rice, wheat, rye, spelt and sunflower.
- The Ontario Swine Improvement Inc. (OSI) Award of Excellence for 2010 has been awarded to **Bodmin Swine Genetics**, a Brussels-area swine-breeding company. The annual award is presented to the Ontario breeder who has displayed the most genetic improvement in the previous year, using the Canadian Centre for Swine Improvement national testing program. Bodmin, managed by Phil Smith and George and Kate Procter was able to boost the average number of pigs born per litter, the price of their livestock, and reduce the time it takes to get to market, resulting in less overhead.

Taste of Huron Regional Winner of Premier's Award for Agri-Food Innovation Excellence

Ontario's rural communities are growing innovative ideas that drive the local economy and advance Ontario's agri-food industry. These ideas were celebrated May 26, 2010 at a ceremony in Wingham honouring regional winners of the Premier's Awards for Agri-Food Innovation Excellence. Local recipients are:

- Advanced Agricultural Testing Inc., Baden (Waterloo Region)
- Global Fruit, Clarksburg (Grey)
- Homegrown Ontario, Guelph (Wellington)
- Kraayenbrink Farms Limited, Moorefield (Wellington)
- Lewis Land & Stock, Holstein (Grey)
- 100 Mile Market Inc., Kitchener (Waterloo Region)
- Smiths' Apples and Farm Market, Port Elgin (Bruce)
- Spirit Tree Estate Cidery, Caledon (Peel)
- Strom's Farm, Guelph (Wellington)
- **Taste of Huron, Goderich (Huron)**
- Wintermar Farms, West Montrose (Waterloo)

These awards are part of a \$2.5-million, five-year program established to recognize innovators who contribute to the success of Ontario's agri-food sector. Carol Mitchell, Minister of Agriculture, Food and Rural Affairs, has stated that "Ontario's farmers, agri-food business and rural communities continue to show outstanding leadership when it comes to innovation. Their vision and hard work remind us how our agricultural innovations help to build an Open Ontario and create opportunities for our rural communities. I am proud to recognize their outstanding creativity and contributions to the good things that grow in Ontario."

Questions or comments? Please contact us:

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(Additional information courtesy Brittany Fry)