



www.investleedsgrenville.com

www.1000islandsrideaucanalwaterways.com

Leeds Grenville Economic Development and Small Business Quarterly Update

Counties - Committee of the Whole

April 9, 2025

where **lifestyle**
grows good **business**

Strategic Areas of Focus | 2020 -2025



- Leadership and Capacity Building
- Investment Readiness / Investment Attraction
- Business Retention and Expansion
- Talent Attraction and Workforce Development
- Marketing and Communications
- Diversified Economy

Leadership and Capacity Building

- Economic Development Summit
 - 2024 Sold-out – 216 participants
 - Highest event evaluation to date
 - 2025 – Friday, November 21st
- Business Support Working Group
 - January 26, March 7 and March 14
 - Attendance 26 -43 participants
 - Navigating Growth Workshops | REDI
 - 2025 Business Survey
 - Regional Business Support Campaign
 - Upcoming meetings
 - June 13, October 17, December 12
- Parks Canada Rideau Canal Stakeholder Advisory Committee
 - Rideau 200



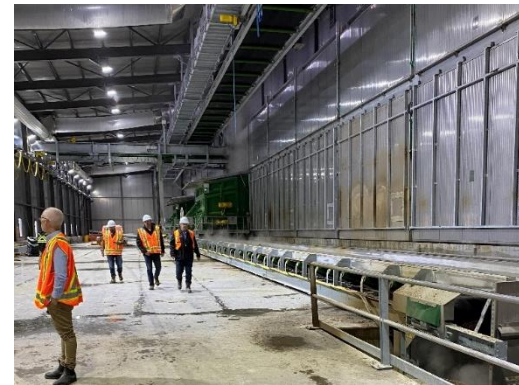
Investment Readiness / Investment Attraction – Business and Industry

- Maintain a focus on municipalities with industrial / business parks
 - Augusta Industrial Park
 - Elizabethtown-Kitley on their future business lands



Business Retention and Expansion

- Business Visitations
 - 2024 – 51 in-person / virtual business visits (plan goal is 24-36 per year)
 - 2025 – 9 in-person / virtual business visits
 - Epicut, Athens | Canadian Wollastonite Inc., LTI | Next Brick, EK | Arctic Acres, RL | Academy of Expressive Dance, NG | Turtle Hill Cottages, RL | A 1000 Ways, FofY | Flowers of the Field, Augusta | Visual Sense Illustrations, FofY



Small Business

Leeds Grenville
ST. LAWRENCE RIDEAU
IMMIGRATION PARTNERSHIP

BRIDGES to Better Business

Mini conference featuring:

LG TALKS

6 Power-Packed Talks to Amplify your Business

**Thursday, October 24
4:00-8:00pm**

MERC Hall, 120 E McLean Blvd, Maitland
Tickets: \$65 (includes dinner)
Register today!

 Theo Graham Team	 Keeley Patterson Succession	 Brett Christensen Efficiencies	 Darren Gallacher Cashflow	 Karen McDonald-Hurley Market Adaptation	 Kevin Savoy Leadership
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**STARTER
Company
PLUS**

**Graduation
10 businesses**

**March 27, 2025
Graduation
7 businesses**



**Scott Waldron
Gravitate Travel, North Grenville
Entrepreneur of the Year**



**Nicole Hudson
Katarina's Coffee Shop, Prescott
Immigrant Entrepreneur Award**

Small Business

International Women's Day 2025

Leeds Grenville 175 YEARS
Small BUSINESS ADVISORY CENTRE

MARCH 6, 4 - 8pm

Accelerate Action

Event Features:
Fireside Chat
Ask the Expert Sessions
Lifetime Achievement Award
Networking, Dinner, and Door Prizes

Location: Brockville Memorial Centre
Date: March 6, 2025
Time: 4:00 - 8:00pm
Tickets: \$99
* Cash & Debit BAR *

REGISTER on Eventbrite
Registration Deadline: Feb. 26th

Sponsored by:

CI ASSANTE WEALTH MANAGEMENT
O'FARRELL HEALTH & ESTATE PLANNING

For more details email carol.hardy@uclg.on.ca



Julie Caffin
President and CEO of
Brockville General Hospital



Janet Campbell
Founder of
Mrs. McGarrigle's Fine Food



HOLD THE DATE ★
March 5, 2026

**Lynn Laming-Kerr
Kitley Grocery & Service Centre
Elizabethtown-Kitley
Lifetime Achievement Award**



Small Business



Kevin Savoy



Keeley Patterson



Darren Gallacher



The Growth Series Winter Workshops

Gain the Skills to Level Up Your Business!

Jan 8, 9am-1pm - **Resiliency and Leadership**

Jan 22, 1-5pm - **Cash Flow**

Feb 5, 9am-1pm - **Market Adaptation**

Feb 19, 9am-1pm - **Team**

Mar 5, 1-5pm - **Retention and Acquisition**

Mar 19, 1-5pm - **Operational Efficiency**

Mar 26, 9am-1pm - **Succession Planning**



Theo Graham



Brodie Church



Mitch Beattie



NEXT

Summer Company

2025

STARTER Company PLUS

Sponsored by:



Community Futures Grenville

Empowering Entrepreneurs

Funded by:
Federal Economic Development
Agency for Southern Ontario

Financé par :
Agence fédérale de développement
économique pour le Sud de l'Ontario

Canada



www.investleedsgrenville.com

Small Business

2024

- Business Enquiries 1275 (entire region)
- Business Consults 296 (Leeds Grenville)
 - Westport – 15
 - Rideau Lakes – 24
 - Elizabethtown-Kitley - 6
 - Merrickville-Wolford – 18
- Starter Company Plus
 - 2 Westport
 - 1 Merrickville-Wolford
 - 1 Elizabethtown-Kitley
- 25 Webinars / 3 How to Start of Business

Small BUSINESS ADVISORY CENTRE
HELPING SMALL BUSINESS GROW



2025 (Jan – Mar)

- 10 Webinars
- Starter Company Plus (Jan. start) – 0
- Summer Company – 4 to fill

Talent Attraction and Workforce Development

**OTTAWA
BUSINESS
JOURNAL**

**CAREER AND
TRAINING EXPO**
Oct. 17, 2024
@ Shaw Centre



**Leeds
Grenville**
www.investleedsgrenville.com



**2025
October 7th**



Talent Attraction and Workforce Development

Regional Economic Development through Immigration pilot program (REDI)

- 92 enquiries – immigrant applicants and representatives, employers, agencies
- Employer / Immigrant Information Sessions – March 18th | 65 attendees
- Working Group
 - Counties, Employment and Settlement Agencies, Health Workforce Innovations



Rural Economic Development
through Immigration

www.investleedsgrenville.com/redi

Marketing and Communications



Katarina's Coffee Shop



Halladay Maple



The Pie Bar



Flowers+Fleece



Mallorytown Pharmacy



Catered Affairs



Panache Bakery



Wags Whiskers & Wings



Athens Physiotherapy

1000 ISLANDS RIDEAU CANAL WATERWAYS

New businesses
welcome in

Leeds
Grenville
where lifestyle
grows good business

Let us guide your move to a
wonderful place to work, grow
and raise a family.

*"I found this is an ideal spot and I've had very
good help from the township.
This community is very welcoming
and very positive and we're happy to be here."*

Mayur Vadher
Mallorytown Pharmacy Owner

www.investleedsgrenville.com
Call 613-342-3840
Email econdev@ucdg.on.ca



United Counties of Leeds and Grenville Economic Development



Titi Mulani and Kal Patel
Athens Physiotherapy Clinic



Mayure Vadher
Mallorytown Pharmacy



Natalie Castellas
Catered Affairs



Bo Liu and Robert McEwen
McEwen Acres Maple



Leeds Grenville invites highly skilled immigrants for
in-demand careers to be part of the Ontario Regional
Economic Development through Immigration (REDI)
pilot program. For more information see
www.investleedsgrenville.com/REDI

Leeds Grenville 175 YEARS

where lifestyle
grows good business

New businesses
welcome

Let us guide your move to a
wonderful place to work, grow
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Mayure Vadher
Owner, Mallorytown Pharmacy

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econdev@ucdg.on.ca
613-342-3840



United Counties of Leeds and Grenville
Economic Development and Small Business

eNewsletter - www.investleedsgrenville.com/eNews



where lifestyle grows good business

Happy New Year!



Economic Development eNews | January 7, 2025



where lifestyle grows good business



Economic Development eNews | March 18, 2025



where lifestyle grows good business



Economic Development eNews | March 4, 2025

Real Estate



[View listing details](#)



Only an hour from Ottawa, this 147-acre property features an 18-hole course, including nine holes with scenic water features. The clubhouse offers dining and event space. The owner's apartment offers comfortable living with stunning course views.

Additional amenities include a barn, covered patio, and a fleet of golf carts. Perfect for a golf course, resort, or event venue, its picturesque setting is ideal for weddings and corporate events. Combining natural beauty with business potential, this tranquil retreat offers an opportunity for leisure and growth.

[View Video and Map for 353 County Rd. 5, Athens.](#)

Biz Bytes

Fulford Academy Expands

Fulford Academy and Merrick Preparatory School have officially merged under the name - Fulford Academy. As of January 29, 2025, all students, staff, and combined Admissions team have moved to the Merrickville campus. According to the official announcement, bringing together the best of both institutions in one dynamic learning environment strengthens their community and enhances the educational experience.



Future Events

Augusta Mayor's Breakfast	March 28	Maitland Education & Recreation Centre, Maitland
National Tourism Week	April 7-11	
Front of Yonge Business Awards	April 11	Mallorytown Legion
Rideau Lakes Business Awards	April 16	Elgin Lions Community Hall
Elizabethtown-Kitley Mayor's Breakfast	April 23	Brockville Country Club
Economic Development Week	May 6-10	
Leeds Grenville Economic Development Summit	November 21	North Grenville Municipal Centre, Kemptville

Business Profile

The Corner of Wholesome and Beautiful



WESTPORT - Lake + Main Skin Health is a retail shopping destination for the senses. Beginning as an online shop, co-owner Alyson Charetta admits the business was outgrowing the workspace provided by partner Lisa Taylor's kitchen. "Finding a suitable and dedicated retail shop with space for manufacturing and growth potential was the next logical step, scary but logical."

Officially opened last year, the stunning historic stone house now serves as home to this burgeoning skin health brand. Step into the shop and immerse yourself in modern and relaxed surroundings. The subtle fragrances are welcoming, and the clean, earth-tone organic décor warms the soul, exuding a minimalist spa vibe.

Lake + Main products are handmade, natural, clean, and toxin-free. Small batches are carefully crafted onsite and offered at competitive prices. Co-owner Alyson credits their right-hand person, Toleen, for being instrumental in the business's growth. "She assists with many aspects of the business and has been integral to its success. She's an absolute gift to us," Alyson said.

Long-time friends Alyson and Lisa grew up in Kingston and now live a short drive from Westport. Lisa's background lies in teaching English, chemistry, and biology. She's also a real estate agent with strengths in communication, design, and technology. Alyson brings extensive experience in food service, event planning, and retail, and a passion

Business Profile

Sticking to What Works and Tastes Best

LEEDS AND THE THOUSAND ISLANDS - What sets Green Lake Maple Syrup apart? Producer Andreas Baumann swears the secret's in the land. "Our trees grow on rocky terrain; our season starts and ends later due to the colder ground," he says.

Andreas and Lesley Baumann of Green Lake Maple use a natural wood-burning heat source for a slow, steady cook. A reverse osmosis system has reduced wood consumption by two-thirds. "The flavour of each type of maple syrup comes from caramelization during heating," Andreas explains. He uses deeper pans to slow the process and achieve the ideal 40-to-1 sap to syrup ratio.

Last year's season was short and fast, resulting in a darker yield early on. As a member of the Ontario Maple Syrup Producers Association (OMSPA), Andreas can wholesale surplus syrup, though most of his yield sells out.

Born to parents who immigrated to Canada in the early 1980s, Andreas developed a mindful respect for farming and the environment. The family settled on Black Church Road, building what is now a thriving dairy farm with 50 head of cattle. His hands-on experience, combined with a formal education in agricultural mechanics, has driven innovations that improve efficiency.

As a young boy visiting a sugar camp during March break, Andreas fell in love with the idea of making maple syrup. In 2011, he bought a property with an abandoned sugar shack and rekindled his passion



Business Profile

What to Know About Care & Co.



ELIZABETHTOWN-KITLEY - At Care & Co., all ages are welcome. "with patients ranging from newborns to 103," says co-founder Elisabeth Meyer. Located just north of Brockville, the clinic has become a trusted healthcare provider, attracting patients from Eastern Ontario and beyond.

Operating as a preventative care clinic, Care & Co. offers services ranging from urgent care to comprehensive health assessments and screenings. Specific offerings include lifestyle management, cardiovascular and respiratory diagnostics, perimenopause care, mental health support, and more.

"We are seeing increasing collaboration with the healthcare community. There are many ways we can work together to enhance regional healthcare and ensure the community is well cared for," says co-founder RN Hannah McCuen. Care is tailored to clients' needs. Pediatric care includes checkups, immunizations, and sports assessments, while urgent care provides fast and effective solutions for non-life-threatening conditions, offering an alternative to emergency room visits.

The development of the business was initiated by sisters Hannah McCuen and Elisabeth Meyer. Care & Co. is built on a legacy of entrepreneurship passed down through generations of family-run businesses in Leeds Grenville. "What makes this business strong is that we each bring different skills and perspectives," says Elisabeth. Hannah brings extensive experience in nursing, healthcare management, and mental health, while Elisabeth specializes in business development, project management, and social services. Vital in the business development and its execution is partner,

4,096 Subscribers
47% Open Rate

Business Directory

directory.leedsgrenville.com

TOTAL – 4553 (+ 18)

Athens – 105

Augusta – 183

Brockville – 1153

Edwardsburgh Cardinal – 196

Elizabethtown-Kitley - 295

Front of Yonge – 96

Gananoque – 317

Leeds and the Thousand Islands – 368

Merrickville-Wolford – 232

North Grenville – 724

Prescott – 256

Rideau Lakes – 514

Westport – 114

(as of March 26, 2025)

Business Directory

Help

Register

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View Favourites

Clear

Search

Business Name:

Keyword(s):

Communities:

- | | |
|--|---|
| <input type="checkbox"/> Athens | <input type="checkbox"/> Leeds and the Thousand Islands |
| <input type="checkbox"/> Augusta | <input type="checkbox"/> Merrickville-Wolford |
| <input type="checkbox"/> Brockville | <input type="checkbox"/> North Grenville |
| <input type="checkbox"/> Edwardsburgh Cardinal | <input type="checkbox"/> Prescott |
| <input type="checkbox"/> Elizabethtown-Kitley | <input type="checkbox"/> Rideau Lakes |
| <input type="checkbox"/> Front of Yonge | <input type="checkbox"/> Westport |
| <input type="checkbox"/> Gananoque | |

Address:

Advanced Search



Clear

Search

Diversified Economy - Tourism Destination Implementation

1000 ISLANDS RIDEAU CANAL WATERWAYS

ADVENTURES
Self-Driving Tours

2024

www.1000islandsRideauCanalWaterways.com/adventures

1000 ISLANDS RIDEAU CANAL WATERWAYS

New in 2025!

Bottle and Barrel

Cafes

Fresh Baked

Foodie Shops

Gardens

Eat. Drink. Adventure.

Our self-guided adventures have taken thousands of visitors on themed tours around the best cafes, bakeries, foodie shops and gardens the 1000 Islands Rideau Canal Waterways region has to offer. This year, we're excited to be adding locally brewed craft beer, ciders, wines and spirits with our new Bottle and Barrel Adventure.

Visit us online and follow us on social media to plan your next adventure in the 1000 Islands Rideau Canal Waterways region.

1000IslandsRideauCanalWaterways.com/adventures

@1000IslandsRideauCanalWaterways

1000 ISLANDS RIDEAU CANAL WATERWAYS

Self-Guided Driving **ADVENTURES** 2025

Eat. Drink. Adventure.

Gardens

Bottle & Barrel

Fresh Baked

Cafes

Foodie Shops

Enjoy self-guided tours to the best cafes, bakeries, foodie shops and gardens where you will discover yummy delights and beautiful sites.

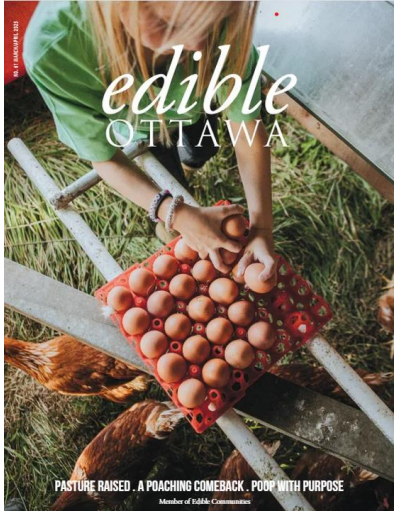
New in 2025—Bottle and Barrel Adventures will guide you to locally brewed craft beers, ciders, wines and spirits.

Start planning your adventures and follow us online.

1000IslandsRideauCanalWaterways.com

@1000IslandsRideauCanalWaterways

2025 GUIDE MAP NOW AVAILABLE



Tourism Destination Implementation

Eat, Drink, Adventure.

Throughout our beautiful 1000 Islands Rideau Canal Waterways region is a food lover's paradise with local produce and award-winning shops and markets filled with local products, and artisanal wines, beer and spirits producers, no matter where you travel by, there's a place for you.



Cultivate a love of nature nestled amongst the natural beauty of the over 1,000 islands, countless lakes and rivers, and the 200 islands and 47 locks of the Rideau Canal—Ontario's only UNESCO World Heritage Site—you'll find several unique spots that complement the landscape and offer visitors a chance to stop and smell the flowers.

Whether by water or land, the 1000 Islands Rideau Canal Waterways region promises something exciting around every turn. Plan your next adventure today!



1000 ISLANDS RIDEAU CANAL WATERWAYS

Self-Guided Driving ADVENTURES 2025

1000islandsincanawaterways.com

PRINTED BY
MINDERSON

1000 ISLANDS RIDEAU CANAL WATERWAYS

Self-Guided Driving ADVENTURES

gardens • Fresh Baked • Coffee • Foodie Shops • Bottle & Barrel

More to see. More to do.
There's so much to do in the 1000 Islands Rideau Canal Waterways region—from country fairs and music festivals, to cruises and historic sites—we can't fit it all in one brochure.



Stay up-to-date!
Follow us on Facebook and Instagram for the latest news about upcoming events, festivals and performances.

[1000islandsincanawaterways](https://www.facebook.com/1000islandsincanawaterways)
[1000islandsincanawaterways](https://www.instagram.com/1000islandsincanawaterways)

Visit our website for the best places to stay and shop.
1000islandsincanawaterways.com

Leeds Grenville Ontario

The project is funded in part by the Ontario government through the Rural Economic Development Program.

Tourism Destination Implementation

1000 Islands Rideau Canal Waterways
Published by Andrew Stacey
March 7 at 6:00 PM

With so much talk about buying Canadian, what could be more Canadian than maple syrup? Celebrate everything sweet about spring in Canada at the Delta Maple Syrup Festival... See more



1000 ISLANDS RIDEAU CANAL WATERWAYS

Delta Maple Syrup Festival
Delta Fairgrounds • Delta • April 19-20, 2025


1000 Islands Rideau Canal Waterways
Send message

See insights and ads **Boost again**

Happy Little Farmstead and 2K others
18 comments 161 shares

1000 Islands Rideau Canal Waterways
Published by Andrew Stacey
January 15

It might be cold now, but it's never too early to start thinking about warm summer days and all the fantastic country fairs that we have coming up in the #1000IslandsRi... See more



LOOKING AHEAD 2025 **1000 ISLANDS RIDEAU CANAL WATERWAYS**

2025 Delta Maple Syrup Festival
Delta Fairgrounds • Delta • April 19-20, 2025

2025 Lansdowne Fair
Lansdowne Fairgrounds • Lansdowne • July 17-20, 2025

LOOKING AHEAD 2025 **1000 ISLANDS RIDEAU CANAL WATERWAYS**

2025 Delta Fair
Delta Fairgrounds • Delta • July 24-27, 2025

2025 Lombardy Fair
Lombardy Agricultural Society • Lombardy • Aug 1-3, 2025

2025 Merrickville Fair
Merrickville Fairgrounds • Merrickville • August 8-10, 2025

See insights and ads **Boost again**

Lansdowne Fair and 539 others
5 comments 108 shares

Like Comment Share

1000 Islands Rideau Canal Waterways
Published by Andrew Stacey
December 30, 2024

Looking to lace up your skates and take to the ice? Many of the rinks and arenas of the #1000IslandsRideauCanalWaterways region offer public skating throughout the week... See more



1000 ISLANDS RIDEAU CANAL WATERWAYS

Ice Skating

See insights and ads **Boost again**

South Eastern Ontario, Explore North Grenville and 2.8K others
33 comments 95 shares

Like * Follow * Share

Tourism Destination Strategy – Social Media

	Facebook					Instagram				
	2024				2025	2024				2025
	Q1	Q2	Q3	Q4	Q1-TD	Q1	Q2	Q3	Q4	Q1-TD
Followers	507	1,475	1,534	2,136	2,393	61	885	877	1,275	1,256
Number of posts	101	136	183	115	94	20	13	22	44	51
Reach	41,987	49,463	61,974	341,598	157,513	197	498	651	66,429	8,279
Organic	41,987	49,463	46,846	98,386	46,808	197	498	481	2,691	1,818
Paid			17,018	265,938	127,025			173	65,225	6,683
Views	--	--	42,625	1,175,286	446,365	--	--	2,051	148,793	23,808
Organic			47%	23%	24%			89%	9%	32%
Paid			53%	77%	76%			11%	91%	68%
Content interactions	1,656	1,732	2,155	11,429	7,801	0	0	56	4,851	2,196
Engagement rate	3.9%	3.5%	3.4%	3.3%	4.9%	0%	0%	8.6%	7.3%	26.5%



Items Ahead

2nd Quarter

- 2025 Business Survey
- 1000 Islands Rideau Canal Waterways 2025 Adventures Brochure Launch – April / May
- Starter Company Plus / Summer Company
- Leeds Grenville Food Wholesale tradeshow – Thursday, May 1st (RED funding)
- Strategic Areas of Focus Planning – geographic / sector – May / June
 - Collaboration with 1000 Islands CDC and Community Futures Grenville
- REDI virtual workshop / promotions / working group
- Digital – CRM / Invest & Discover Websites / Zoom Prospector / Invest ON
- BSWG – Business Services Regional Promotional Campaign



www.investleedsgrenville.com

www.1000islandsrideaucanalwaterways.com

Leeds Grenville Economic Development and Small Business

Thank you

where **lifestyle**
grows good **business**