

## PBA member named Citizen of Year

A chance drive down Quaker Road led Rick Lowes to open Country Corner Market, where the local butcher shop has become as well known for Rick's personality, and generosity, as it has for his homemade sausages.

An eighth-generation meat cutter, Lowes was working for his father 15 years ago, making deliveries in Niagara when he happened to change his regular route, heading down Quaker Road. A vacant store front beckoned from the corner of Quaker and Line Avenue, and Lowes was soon the owner of his own store - the aptly named Country Corner.

### Featured member

Country Corner Market opened its doors in 1994. Since then, the store has grown from a simple meat and deli to a specialty food store, catering to customer needs wherever possible.

Country Corner offers fresh cut Ontario meats, a large deli, a variety of excellent cheeses from around the world, fresh produce, and a wide range of ready-to-serve products and all the extras you need for any meal. Country Corner also caters.

But what Lowes is really known for, is the sausage. Without it, he says, there wouldn't be a store, explaining he sells a quarter million pounds of sausage each year.

Ironically, Lowes had never made sausage until he opened Country Corner. Now, he researches various recipes before creating his unique sausage flavours, noting, for example, that he looked at many Greek recipes before settling on the ingredients that would go into his Greek sausage.

Rick and his wife Robin say that each and every customer is very important to



PBA Member Rick Lowes (third from right) was recognized by the Fonthill and District Kinsmen as the 2008 Citizen of the Year. Helping Rick celebrate at the recognition dinner are MPP Tim Hudak, Jennifer Turner representing MP Dean Allison, Mayor Dave Augustyn, Robin Lowes and Kin Brian Iggulden.

them, noting they have truly become like an extended family.

"We look forward to serve them for many years to come," says Rick.

The family owned business has become a part of the community over the past few years.

In fact, Rick's willingness to donate to almost any charity or fundraiser that asks earned him the Fonthill Kinsmen's 2008 Citizen of the Year award. Rick and Robin were honoured at a dinner in February and recognized for the huge contributions they have made to the community.

Over the years, Lowes has provided lunch for Pelham Food Drive volunteers, as well as the lunch for the Veterans' Memorial Park dedication; has held numerous fundraiser barbecues for many charities and local groups; donated to the Pelham Library Gala; community living, the Chamber of Commerce; AIDS Niagara; Juvenile Diabetes; firefighters; Special Olympics; and the Heart and Stroke Foundation.

"I try to help out," he says. "If you're going to be in business and be in the community you should have an obligation to help out your brothers and sisters."

## Be part of local campaign

Community Affairs Director, Cathy Berkhout-Bosse, invites all interested members to participate in a "Think Tank" group to investigate the feasibility of launching a "Pelham Think Local First" marketing campaign.

The purpose of the project is to raise awareness about the importance of shopping locally through the creation of a special Pelham Think Local First logo, store display decal, reusable shopping bags and business directory/discount guide. These promotional items will be supported by an editorial style advertising campaign designed to highlight the community benefits of preserving a local living economy.

Please contact Cathy directly at 905-892-8920 or [info@berkhoutbosse.com](mailto:info@berkhoutbosse.com) to learn more about the progress of this exciting new initiative.

# events. listing

March 10, 2009

Business Showcase

Sweet Thoughts

7 p.m.

Demonstrations, Sweet treats

Tuesday May 12, 2009

Meeting with Guest Speaker

The Urban Steakhouse

Hwy 20 East, Fonhill

6-9pm

## Board of Directors

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Todd Barber

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Jim Jeffs

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Gayle Baltjes-Chataway

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### Director of Membership

Suzanne Rose

# Committeeupdates

Have an issue with signs? The PBA wants to know about it, and help.

Gary Accursi, a member of the town's sign bylaw committee, said the committee is finding most people don't have an issue with the town's current sign bylaw, and if they do, it's more likely to do with the enforcement of the bylaw and not the rules themselves.

For that reason, the committee has just one question for local business owners: "Are you unable to advertise your business with a sign on your property because of the sign bylaw?"

If the answer to that question is yes, the committee would like you to explain why.

That single question, and the explanation if the answer is yes, is the latest survey by the sign bylaw committee in an effort to, finally, get a handle on how businesses feel about the sign bylaw and the best way to handle signs in this community.

"If the majority say no, then there is no problem," says Accursi.

He also pointed out that the committee's objective, at this point, is to ensure local business owners understand the sign bylaw and their rights in respect to the bylaw.

Referring to Keith's Restaurant which recently ask for, and received, a minor variance to allow a permanent sign in front of the local eatery, Accursi said in many instances it is just a matter of a business owner knowing what they can and can't do under the bylaw, and working with the town within the rules of the bylaw to get what they want.

Currently, town bylaws are enforced on a complaint only basis, meaning one business may lose their sign under the bylaw while a neighbouring business gets to keep its sign, simply because no one complained. The committee, said Accursi, has been working with the town on the issue and enforcement will, in the near future, become more proactive, taking the complaint process out of the issue.

"For the most part, the bylaw is reasonable," said Accursi, noting business owners need to understand their rights and how to work within the bylaw. "As an association, the best thing we can do is educate our members."

## Sign Bylaw Survey

Are you unable to advertise your business on your property because of the sign bylaw? If yes, please explain.

Send your response to [accursi@iaw.on.ca](mailto:accursi@iaw.on.ca)  
or [todd@forestgreencreations.com](mailto:todd@forestgreencreations.com)

## Book 'Em!

Do you have a current favourite business title that helped you with ideas for how you approach your business?

Pass the tip on to Cathy Berkhout-Bosse ([info@berkhoutbosse.com](mailto:info@berkhoutbosse.com)) She is working on building a list of recommended business titles that entrepreneurs would like to have available at the Pelham Public Library.



# *Pelham Partners in enterprise*

While small businesses represent a significant number of jobs and economic growth across Canada small business owners often feel alone, with nowhere to look for the help they need. The Pelham Business Association has invited these “partners in enterprise” to the March 10 meeting to let members know exactly what organizations exist to help small businesses, and how to find them. They are printed here to use as a handy reference list in the future.

**Small Business Enterprise Centre:** mandated to provide entrepreneurs with easy access to business consulting services and information covering management, marketing, technology and financing; Services St. Catharines and Area (including Pelham) Funded by the Ministry of Small Business and Entrepreneurship in partnership with the City of St. Catharines.  
**Contact: Shane Thomson, Manager 1 St. Paul St., St. Catharines,  
905-688-5601, Ext. 1761; Fax: (905) 688-8994 sthompson@stcatharines.ca**

**Venture Niagara Community Futures Development Corporation:** Community Futures Development Corporation’s (CFDC’s) are community-based, not-for-profit organizations that are each run by a board of local volunteers. They are staffed by professionals who encourage entrepreneurship and the pursuit of economic opportunities. Federal Government provides funding through Industry Canada to 61 CFDCs located throughout rural and Northern Ontario.  
**Contact: Susan Morin : 20 Pine Street N., Thorold, Ontario, L2V 0A1  
905-680-8085 Fax: 905-680-7253  
suem@ventureniagara.com www.ventureniagara.com**

**The Niagara Enterprise Agency:** Provides business development support and financing resources for companies with growth potential.; administers the Niagara Growth Fund, a separately incorporated community-sponsored venture capital fund (created with the assistance of the Provincial Community-Sponsored Business Investment Fund program (CSBIF).  
www.niagara-growth-fund.com  
**Contact: Suite 302, 509 Glendale Avenue; Niagara-on-the-Lake,  
905-687-8327 Toll Free: 800-387-4126 Fax: 905-687-8022;  
e-mail: neagen@neai.com**

**Welland Service Canada Centre:** Full service centre offering a mix of human resource information and transactional services for businesses in Welland, Pelham and Port Colborne area.  
**Contact: 250 Thorold Road W. Welland, Ontario L3C3W3**

**Ontario Office Works Inc:** Specializes in the start-up and growth of businesses. Services include business plan development and human resources support, workshops, seminars and mentoring. Administers the Ontario Self Employment Benefit (OSEB) Program ; funded by the Region of Niagara and the provincial Ministry of Training, Colleges and Universities  
**Contact: Paul Norton, Northtown Plaza 325 Thorold Rd, Unit 1020 Welland, ON L3C 3W4  
905-734-1483 Fax 905-734-4299  
E-Mail norton@businessoptions.org Website www.businessoptions.org**

**Club 2000 Niagara:** encourages and promotes economic development for Niagara’s Francophone community. Funded by Service Canada and the Ontario Ministry of Training, Colleges and Universities; operates the Niagara Agri-Tourism Centre - a bilingual resource centre servicing local farms and agri-businesses  
**Contact: Lucie Huot, Executive Director ,76 Division Street, 5th Floor, Welland ON L3B 3Z7  
905-714-0491; Fax : 905-714-7808 info@club2000niagara.com**

**Niagara Economic Development Corporation (N.E.D.C)** - an agency of Niagara Region, is a non-profit corporation with a mandate to carry out activities to advance the economic prosperity of the Niagara community.  
**Contact:550 Schmon Pkwy, 2ND Floor, P.O. Box 1042 ,Thorold, ON L2V 4T7  
905-685-1308 Fax: 905-688-5907 Email: info@niagaracanada.com**

**Southern Ontario Development Agency:** The most recent federal budget included a \$1-billion investment over the next five years to deal with job losses in the manufacturing sector through the creation of a southern Ontario development agency. Further details are yet to be announced.

# our members

A-Plus Air 905-892-8831	Einstein's Laminated Art 905-892-0310	M&M Meat Shops 905-892-	Dr. Ken Sawatzky 905-892-5002
Agape Valley 905-892-4273	Financial Care Group 905-892-1631	Dr. A. Marando 905-892-6931	Shoppers Drug Mart 905-892-5791
Jill Anthony Law Office 905-892-2621	Fonthill Pharmacy Pharmasave 905-892-4994	Marilee's Bridal & Evening Fashions 905-892-6634	Shorthills Tree Service 905-892-0261
Account-Ability 905-892-4441	Forestgreen Creations 905-892-9737	Meie Management 905-734-7163	Dolly Smith 905-892-2588
Berkhout Bosse Realty Inc 905-892-8920	Dr. Peter Fritz 905-892-0800	Meridian Credit Union 905-892-2626	Star Tile Centre 905-892-5756
Beamer's Hardware 905-892-2144	Frontier Gun & Sport 905-892-6962	Mossimo's Pizza 905-892-7777	State Farm Insurance 905-892-5721
Bieda's Power Sports 905-892-7529	Greg Woods Real Estate Ltd 905-892-2727	The Mortgage Broker 905-892-8661	Studio Southwest Photography 905-892-9188
Butterflies Boutique 905-892-1531	Grocery Pal 905-892-5326	Nature's Tapestry 905-892-9059	Subway 905-892-9694
Central Pontiac Buick & GMC 905-892-2653	Healthy Smiles 905-892-6789	Pelham Animal Hospital 905-892-2055	Sweet Thoughts 905-892-9891
Chambersr Insurance 905-892-0094	Hillside Lifestyle Clothing 905-892-3020	Pelham Auto 905-892-8429	The Sun Deck 905-892-4952
Clare's Cycle and Sports Ltd 905-892-2664	Holy Trinity Anglican Church 905-892-6011	Pelham Printing 905-892-6544	TD Canada Trust 905-892-2689
Clarence's Service Centre 905-892-3652	Indulgence 905-892-9466	Peninsula Lakes Golf Club 905-892-8844	Telus 905-892-5945
Clark Construction 905-892-1218	Investors Group 905-892-8242	Personal Touch Home Improvements 905-892-6177	Tim Horton's 905-892-8296
Country Corner Meat & Deli 905-892-4227	J & J Florists 905-892-2770	Pic's Motor Clinic 905-892-3041	The Urban Steakhouse 905-892-3322
DJR Interiors 905-892-3384	Dr. Jim Jeffs 905-892-6931	Quality Cleaners 905-734-9930	Voice of Pelham 905-892-8690
DaVinci's of Fenwick Restaurant & Pizza 905-892-0335	Keith's Restaurant 905-892-3261	Rice Road Greenhouses 905-892-5832	Wheel Class 905-892-1290
James Dalton Accountant 905-892-0500	Klager's Meats & Produce 905-892-2616	Ridge-Lo Landscaping 905-892-6004	Whisk and Ladle 905-892-9262
DeKorte's Landscaping 905-892-6908	Lampman Furniture 905-892-4701	Royal Lepage 905-892-0222	Wild Flower Restaurant 905-892-6167
De la Terre Café & Bakery 905-892-4227	Lewis Family Chiropractic 905-892-6200	Sapphires 905-892-3732	Wine Garden of Pelham 905-892-3133
Dundee Securities 905-892-3231	Log Cabin Gifts & Collectibles 905-892-8833		Yazz Cleaners 905-892-5642

For More Information on Membership, Events or the PBA visit:  
[www.pelhambusinessassociation.ca](http://www.pelhambusinessassociation.ca)