

SOUTH
GLENGARRY

Business

NEWSLETTER



October 2026 Edition

Greetings!

This month, we are sharing highlights from the awards gala, takeaways from the Ontario East Municipal Conference (OEMC), and new funding and financing tools announced in September.

Economic Development Department Updates

Celebrating business investment, growth and success in South Glengarry

2026 Business & Community Award Gala Memories

As promised in September — here are the moments from our Business and Community Awards Gala. Congratulations to all of this year's winners!



(L-R) Jeff Kirkey, Josh Hay, and Connor Danaher of Red Maple Building Corp.; Shawn Fowler of Jack's Pub; Ellen Crothers of Mathew's Toy Mountain; Malcolm Robertson, Caedmon Van Putten, and Francis Chretien at South Glengarry's 2026 Business and Community Awards Gala in Summerstown, held Saturday, September 12. (Kim Burton-Schram photo)



Citizen of Year:
Malcolm Robertson



Business of the Year:
Red Maple Building Corp.



Entrepreneur of the Year:
Shawn Fowler



Excellence in Agriculture
Francis Chretien



Community Service Award:
Ellen Crothers



Youth Merit Award:
Caedmon Van Putten

Read our [news release](#) recognizing this year's winners, our gratitude to our sponsors, and the local vendors who made the awards gala extra special.

Insights from the Ontario East Municipal Conference

Here are key takeaways from September's conference, where government leaders, economic developers, investment and infrastructure professionals shared emerging trends, challenges, and solutions for Ontario.

Priorities:

- [Increasing energy supply](#) and a growing role for [nuclear energy](#)
- [Defence sector](#) expansion
- Addressing the [housing supply](#) and [affordability crisis](#)

Case Studies & Panels:

- [Successful public-private partnerships](#) and financing strategies to increase housing
- [New materials and on-site robotics](#) speeding up community housing construction
- [Streamlined processes](#), [developer toolkits](#) and time-saving [consolidated planning applications](#) to drive investment attraction
- [Communal infrastructure solutions](#) to facilitate rural housing

This is a sampling from panels and presentations. If you would like more detail on any of the topics above, please call me: 613-347-1166 ext. 2106.



Local Shout-Out: Ferme Butte et Bine on the Radio



On September 5, Emeric and Sylviane were featured on **Les malins**, the Saturday morning show on ICI Radio-Canada Première.

[Listen to the interview](#) spreading the word about Williamstown's rural café. Let's not forget their mouth-watering pastries!

ACC Futures Announces New Financing Tool



Our partners at **ACC Futures** have introduced the [CANtrade Financing Solution](#) (click to view).

Qualifying businesses can access **\$5,000 to \$150,000 in flexible, low-interest financing**, with **interest-only payments for the first six months** and flexible repayment terms.

[Contact ACC Futures](#) for more information or to discuss eligibility.



Provincial Announcement with Local Impact

The Cornwall SDG Business Enterprise Centre has been **rebranded as the Cornwall SDG Business Advisory**

Centre, reflecting Ontario's new province-wide small business advisory network and enhanced support for entrepreneurs and growing businesses.

Learn more about the recent change: [Read Announcement](#)



We'll be celebrating **Small Business Week from October 19 to 25, 2026.**

If you would like to be one of our five businesses featured, [email Jennifer](#)

2027 VISITOR GUIDE
CORNWALL AND SDG COUNTIES



JOIN THE 2027 VISITOR GUIDE!
The 2027 bilingual Cornwall and SDG Counties visitor guide will connect with over 50,000 potential visitors throughout Ontario, Quebec, and Upstate New York, offering advertisers unmatched visibility.

Whether you're a local tourism business or major attraction, secure premium placement in the region's top guide for where to eat, stay, and explore. Don't miss the chance to showcase your business to thousands of travelers!

2027 RATES

1/4 Page Listing	\$400
Full Page Ad	\$1800

Don't Wait!
First come, first served.

RESERVE NOW!

DEADLINE: OCTOBER 23, 2026
VISITCORNWALLSDGCOUNTIES.CA



Place an **advertisement** in the bilingual **2027 Visitor Guide Cornwall and SDG Counties**, distributed in 50,000 copies across Ontario, Quebec, and Upstate New York.

[Reserve your ad space online today.](#)

Succession Series: The Ontario Retirement Wave

Who will take operations when you step down?

Small business operations drive Ontario's economy. However, a massive demographic shift is underway: the benchmark [Canadian Federation of Independent Business \(CFIB\) Business Succession Report](#) reveals that **76% of business owners plan to exit or retire over the next decade.**

The Alarm: Despite this imminent wave, **only 1 in 10 Ontario business owners has a formal, written succession plan.**

The other 9 risk sudden liquidation, legal complications, and the loss of hard-earned asset wealth. For rural and agricultural businesses, a formal plan isn't just an exit strategy — it is how you protect your land, legacy, and your equity.

Next Session: The Hidden Time Debt

Small Business Spotlight

Looking Forward to the Holidays

We're crafting our **Shop Local Christmas Campaign**, and we want to hear from you.

We're placing a full-page ad in *Holiday Tymes* Magazine, printing postcards for bus tour shoppers, taking out newspaper ads, and running a social



media series encouraging viewers to support local businesses for the holidays.

If you have a home- or farm-based business, we'd like to add your business to our retailer webpage.

If you're interested, contact Jennifer jtreverton@southglengarry.com | 613-347-1166

Grants and Funding

Financial support to help businesses adapt, grow, and thrive

If you have any questions about current **funding** and **support** programs, please get in touch with Jennifer.

Canada **New Federal Tariff Supports Announced**

[Productivity Mega Deduction announcement](#): Proposed **100% tax write-off** for a broad range of investments, including equipment, software, vehicles, and technology, to significantly reduce the cost of investing and expanding.

[Regional Tariff Response Initiative \(RTRI\)](#): **NEW simplified application** process, **rapid approvals**, and **broader eligibility**. Federal funds flow through FedDev Ontario. [View summary infographic](#)

- Added \$1.5B in funding nationally
- NEW liquidity support stream (\$2M in non-repayable)
- Funding cap increases

[Build Canada Apprenticeship Service](#) announcement: To benefit employers (up to \$10,000) for hiring first-year apprentices in eligible Red Seal trades.

[Extension of Fuel Excise Tax Relief to January 31, 2027](#), helping to reduce operating costs for businesses that rely on transportation, equipment, and fuel-intensive operations.

[New Team Canada Strong Youth Placements](#), an \$800M initiative providing paid construction and skilled trades placements for youth 15-30, with

placements expected to begin in **early 2027**. Designed to build skilled trades workforce.

Ontario New Provincial Tariff Supports Announced

[Protect Ontario Financing Program \(POFP\)](#): **Expanded eligibility** announced, allowing more tariff-impacted sectors to access working capital loans for payroll, lease payments, and utilities.

[Ontario Together Trade Fund \(OTTF\)](#): **Expanded** eligibility allowing newly impacted manufacturers and exporters to access funding for market diversification, supply-chain reshoring, productivity improvements, technology adoption, and capacity expansion.

[Ontario is investing \\$49M to increase support for small businesses](#) by increasing access to business **advice, mentorship, training, and provincial programs** through newly branded Ontario Small Business Advisory Centres.

[Ontario is investing \\$30M in the Vector Institute](#) to help businesses adopt artificial intelligence, improve productivity, and strengthen competitiveness in Ontario's leading industries.

Community Grants

[Ontario Trillium Foundation GROW Grant](#): Helps established community programs and services grow or expand to better meet local needs. **Grant application period** is October 7-November 4, 2026

Networking and Events

Build relationships, share ideas, and grow

CORNWALL & AREA CHAMBER OF COMMERCE

38TH ANNUAL BUSINESS EXCELLENCE AWARDS

& 54TH CITIZEN OF THE YEAR GALA

Nominations are officially closed and finalists have been selected. Join over 300 regional leaders, entrepreneurs, and community partners to celebrate the innovation and resilience driving Cornwall forward.

Congratulations to **three South Glengarry Businesses** that have been named as finalists for the 38th Annual Business Excellence Awards, presented by the Cornwall and Area Chamber of Commerce.

The awards will be presented at the **Business Excellence & 54th Citizen Gala on Thursday, November 6**, bringing together business leaders, entrepreneurs, and community partners.

South Glengarry Finalists are:

Longevity Acrylics - **Large Business of the Year**

The NovelTea Co. - **Young Professional of the Year**

LouLou Lavender - **Tourism Finalist**

[Learn more and purchase tickets](#)



5 À 7 NETWORKING

Wednesday, October 21, 5 - 7 pm
Mercredi, 21 octobre, 17:00 h à 19:00 h

Harmony Haven Counselling
767 Notre-Dame St, Unit 209 (2nd floor)
Embrun, ON K0A 1W1

Business Sisters 5 à 7 in Embrun

Why attend: Connect with women across the region at Harmony Haven Counselling's new office space, where you can share, learn and be inspired by like-minded entrepreneurs.

Date: October 21, 2026

Time: 5:00 to 7:00 p.m.

Location: 767 Notre Dame St., Unit 209

Cost: \$45 - includes light refreshments

[More information](#) | [Register](#)



**ANNUAL
CONFERENCE
ANNUELLE**

Monday, November 9 , 8 am-6 pm
Lundi, 9 novembre, 8:00 h à 18:00 h

Best Western Parkway Inn & Conference Centre
1515 Vincent Massey Dr., Cornwall, ON K6H 5R6

Last Call: Business Sisters Conference in Cornwall on November 9th.

[More information](#) | [Register](#)

Learning Opportunities

Practical ways to make informed business decisions



bdc*
**Small Business
Week™** — Oct. 19-25

Celebrate
Canadian
entrepreneurship.

[Discover the program](#)

BDC is hosting free one-hour expert panel webinars.

Finding growth in a faster world: October 20, 2026 at 12:00 p.m.

[Register for Finding Growth Webinar](#)

Smart AI investments that pay off: October 21, 2026 at 12:00 p.m.

[Register for Smart AI Investments Webinar](#)

Using acquisitions to accelerate growth: October 22, 2026 at 12:00 p.m.

[Register for Acquisitions for Growth Webinar](#)



Planning to start or grow your business?

Reach out to **Jennifer** today to discuss resources to support your plans.

T: 613-347-1166 ext. 2106 | E: jtreverton@southglengarry.com



Ontario's Celtic Heartland



Township of South Glengarry | 6 Oak Street | Lancaster, ON K0C 1N0 CA

[Unsubscribe](#) | [Update Profile](#) | [Our Privacy Policy](#) | [Constant Contact Data Notice](#)



Try email & social marketing for free!