

Summer Company



be your own boss



2005 Yearbook

www.youthjobs.gov.on.ca

YOUTH OPPORTUNITIES ONTARIO

The Summer Company Experience

Small business drives the economy. Innovation turns ideas into new products, new services and new businesses. The students highlighted in these pages are the entrepreneurs of tomorrow, paving the way for a bright future in Ontario.

The government of Ontario is committed to doing more to help small businesses grow.

The *Summer Company* program gives full-time students the opportunity to run their own small business over the summer. Students submit a business plan and upon acceptance into the program receive hands-on training and funding towards the start-up costs of their business. Volunteer mentors from the local business community team up with Small Business Enterprise Centres and other program providers to deliver guidance and advice to the students on how to operate a successful small business. The rich array of guidance provided by these committed volunteers brings out the initiative and creativity of the participants.

This past year, 255 entrepreneurial and innovative students from small and large communities across Ontario successfully completed the *Summer Company* program. They developed and marketed their products and services, built up a customer base, analyzed sales trends and inventory levels and made tough decisions based on cash flow. It is thrilling to see young people reach their goal of running their own business and experience the excitement of making it on their own. Their hard work, commitment and determination are a shining example of Ontario's youth.

Congratulations to all of the *Summer Company* students and everyone who has contributed to the program.

You Can have a Summer Company

Are you looking for a challenging opportunity and a great way to take charge of your future?

If you're between 15 and 29 years old and going back to school full-time in the fall, then you can apply to the program. First, you need to come up with a good idea for a summer company. Next, you have to write a detailed business plan. Don't worry — you can get help doing this from your nearest Small Business Enterprise Centre or *Summer Company* program provider.

If your business plan and application are selected through a competitive process, you'll complete 12 hours of business training and receive up to \$1,500 in May or June for your venture's start-up costs and up to \$1,500 for your return to school.

Find out more about *Summer Company* and the location of the Small Business Enterprise Centre or program provider nearest you. Call 1 800 387-5656 or visit www.ontariocanada.com/summercompany.

Summer Companies

Over 1,000 students have taken part in the *Summer Company* program. Participants come from all parts of the province, from Kenora to Hawkesbury to Niagara Falls to Windsor. They are full-time students at schools, colleges and universities. They start summer camps, they open restaurants and stores, they give swimming lessons, wash windows, paint cottages, and design jewellery, clothing, skateboards and software.

What all of these participants have in common is a desire to experience entrepreneurship for themselves and be their own boss. They work hard and overcome unexpected challenges. They also take advantage of unforeseen opportunities, discover hidden talents and learn the value of mentors and networking.

Some of the businesses are very profitable. In other cases profit levels are modest. But every participant comes away from the experience with a wealth of knowledge about entrepreneurship — and their own ability to be entrepreneurs. When the season ends, many of the *Summer Company* students know for certain that a full-time career running their own business will be a part of their future.

The stories that follow are a sample of the many exciting ventures that young entrepreneurs launched over the summer of 2005. The profiled owners and their peers in the *Summer Company* program are to be congratulated for their hard work and determination. They have proven that they have what it takes to be the business leaders of the future.

Starfish Summer Swim School

Rachel Bakker
Whitby



Rachel just cannot believe how well her business took off over the summer. An experienced swimming instructor, Rachel got the idea to start Starfish Summer Swim School after her parents installed an in-ground pool. At first she expected about 10 students per week, but she ended up averaging 14–17. She even had to start turning clients away because she simply did not have enough space to accommodate them all.

Rachel thoroughly enjoyed watching her company grow, and cannot wait to see what next summer will bring. "It was such a great experience for me. Not only did I make more than enough money to pay for my tuition, I was able to help children overcome their fear of swimming and gain a sense of confidence. I cannot think of anything more rewarding than that!"

Matt's Landscaping

Matthew Blackie
Cambridge



Matt had been thinking of starting a landscaping business for a while, but until he heard about *Summer Company*, he didn't know that he would have the opportunity to do so while he was still a student.

Matt already knew all about lawn care, creating and maintaining flowerbeds, and building pathways, retaining walls and small patios. The real challenge for Matt was getting his plans down on paper, including sales and expense

projections. However, the business planning was made easier with help from his local Small Business Enterprise Centre and when Matt looks back at his accomplishments, he acknowledges the hard work was well worth it.

The summer was a big success for Matt's Landscaping, with sales almost doubling Matt's initial projections. Despite some unforeseen expenses, Matt ended the summer with a profit and plans to continue his business into the fall.

Esorb Productions

Andrew Brose
Golden Lake



As Andrew found out over the summer, running your own business can be unpredictable. Andrew thought he had plenty of work lined up for his video production company, but then a couple of prospects fell through. With the help of his Small Business Enterprise Centre, Andrew quickly generated new interest in his company with a well-written press release leading to exposure in two local newspapers.

As a result of this publicity and Andrew's networking skills Esorb Productions produced videos for companies in his own area as well as Ottawa and Toronto. A media arts student at Sheridan College, Andrew plans to continue his business and believes it will lead to a full-time career. "I've already established a strong technical framework from school, and I've laid the foundation for self-employment from the *Summer Company* program."

Favourite Flavours Ice Cream

Devon Cartwright
Port Elgin



16-year-old Devon got the idea to start an ice cream business — with a twist — during a trip to Florida. There, he encountered a parlour selling ice cream with a variety of unusual toppings. Transplanting the idea back to Ontario, Devon created a business offering three flavours of ice cream with toppings such as gummy bears, Smarties, Oreo cookies, brownies, and fresh fruit. As the summer progressed, Devon brought in additional toppings to satisfy customer demand.

Devon found the business training to be the best part of the *Summer Company* experience. And he certainly satisfied his main goal to find out more about running a business. While he is not sure whether entrepreneurship will play a big part in his future, he has now set a solid framework for whatever career choice he makes.

Caza Vida Photography

Dan Caza
Capreol



Dan has a passion for photography. This was probably his most important asset when starting his mobile photography service specializing in family photo shoots such as family reunions, engagements and weddings in the Sudbury area.

Despite having taken an entrepreneurship course in school, Dan was unaware of how much of a time commitment it is to run your own business. But what was even more

surprising was how much time he wanted to put into the business. "I guess, because it was my creation and I had ownership over it, I wanted to invest lots of time into it to ensure its success."

Dan has become extremely knowledgeable about running a business. His enhanced skills in marketing, sales, advertising, financials and networking will serve him well as he continues his photography business.

Gong Ju Imports

Eun Young Chung
Val Caron



As a visual arts student, Eun Young has a flair for fashion and design. So, when she decided to open a retail business selling imports from Asia, she naturally decided to target young, fashion-savvy women looking for something unique. Having lived in Korea, Eun Young had excellent contacts who supplied her with clothing, accessories and gifts from Korea and Japan.

Eun Young set up a booth near her mother's Korean Café where she would be visible to her target market. Because she was the only employee, she had to work long hours manning her booth and then keeping up to date on her paper work. But overall it was a very rewarding summer. "I wanted to bring a little bit of Asian fashion to the Sudbury area, I wanted to make money and I wanted to take full responsibility for a business. I did accomplish all three of these objectives."

ni4design

Jake Cormier
Sault Ste. Marie



Jake's business — "an eye for design" when said aloud — designs and builds websites for small companies and not-for-profit organizations. Although it is often difficult for web design companies to launch and attract customers over a short time period such as the summer, ni4design did well because Jake started the business with clients already lined up. Over the summer he took on diverse projects such as building a new web site for a fundraising organization and streamlining the application process for a community fun fair.

As a result of his *Summer Company* experience, Jake has accepted a terrific job offer from one of his clients. But he thinks there still may be a place for entrepreneurship in his future. "After this job, entrepreneurship would be my next choice. Hopefully I will gain enough experience (in my new job) to make entrepreneurship in public relations an option."

Not Your Mother's Purse

Lisa Cousins
Cornwall



Rather than wasting time at the beginning of summer amassing an inventory, Lisa decided to take orders for custom designed purses, wallets and beach bags at purse parties she would organize herself. The plan worked well. After being featured in her local newspaper, Lisa became a bit of a celebrity and demand for her product caught on. Unfortunately, Lisa soon realized that she had underestimated the time it takes to produce each purse and would have to scale back her revenue targets.

Lisa really enjoyed the "business part" of the business — purchasing, bookkeeping, managing and customer service. As it turned out, she did not enjoy the actual production of purses. She plans to continue running the business part-time over the fall and into next spring. However if she ever starts it up full-time again she would definitely like to hire a seamstress!

Lake of Bays Fishing Charters

Mark Dolan
Dwight



Mark started a business doing one of the things he loves best — fishing. Equipped with a boat, fishing gear and a good knowledge of the best fishing spots in his area, Mark took groups of one or two people out on expeditions for small mouth bass or lake trout. Mark achieved all of his goals over the summer: to have fun, make money and gain some business experience.

Mark returned to high school at the end of the summer but plans to be back on the lake next summer with his chartered tours: "Thanks to the program I will have a job that I love, and can continue for the next four to five years throughout university."

Brian Farnsworth Foods

Brian Farnsworth
Maitland



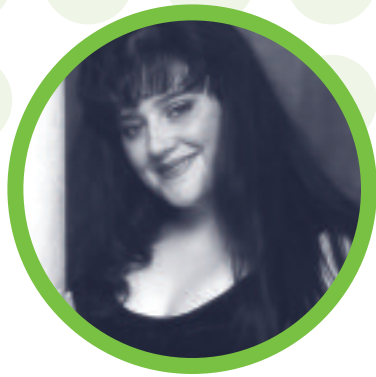
15-year old Brian sold hot dogs, sausages and a variety of drinks in Hardy Park in Brockville over the summer. As one of the youngest *Summer Company* participants, Brian learned a lot while running the business. He quickly grasped an important business concept: that one of the best ways to improve profits is to increase sales to each customer. To this

end, Brian actively worked at up-selling to his customers by encouraging them to buy a drink as well as food.

His plan worked well, and despite lower than anticipated sales, Brian managed to end the summer with a profit and a new respect for the amount of work involved in running a business.

Creative Kids Daycare

Michelle Fowler
Rockland



In order for Michelle to open a daycare business in her home, she had to obtain a licence which entailed police background checks, up-to-date first aid and CPR training, house inspections, and conforming to regulatory policies and procedures. It was a lot of start-up work, but for Michelle, with two small boys of her own, it was the ideal business.

Michelle worked long hours — about 50 a week — but enjoyed the challenges of running her own business. “Even at times when days were stressful, I still knew, deep down, that entrepreneurship is the right career choice for me.” Michelle’s hard work was rewarded by meeting her revenue goals. She now plans to use the *Summer Company* experience to help her write a business plan for a daycare centre.

Hole Ten

Annaleigh Greene
Gananoque



Annaleigh wanted to gain real business experience over the summer before returning to McGill University to complete her bachelor of commerce degree. However, that kind of experience is often hard to come by in her home town of Gananoque. That’s why she leapt at the opportunity to start her own business.

Annaleigh found a great business opportunity at a local golf course. While golfers often grow hungry while playing a round of golf, the course sold only

vending machine snacks. So Annaleigh put together a business plan to offer hot dogs, hamburgers, sausages and sandwiches for regular play, and full meals, including salads and desserts, for tournaments. Her business instincts paid off and Annaleigh was able to make a profit while obtaining valuable experience. Her advice to other youth? “It doesn’t matter if you want to go into business as a career choice — this experience will benefit any student in their future.”

Different Stages

Shannon Hancocks
Cambridge



Shannon's business allowed her to achieve her goals for the summer: to inspire creativity and confidence in young people, to offer educational and affordable drama programs and to have fun. Between workshops and summer camp, Shannon taught more than 60 kids over the course of the summer and was gratified to watch their creative progress.

As a result of her experiences, Shannon is hooked on entrepreneurship. She plans to continue the business part-time while still in school and depending on the success of the venture may translate it into a full-time job after graduation. She is already well on her way. Different Stages is developing new courses and has a contract with the City of Cambridge to offer two workshops at the Cambridge Centre for the Arts in the fall.

Off Road Mechanical

John Kidd
Caledon East



Off Road Mechanical is a mobile repair business specializing primarily in the repair of agricultural equipment, with some heavy equipment repair. John came into the venture with strong mechanical skills and a desire to learn as much as possible about running a business over the course of the summer.

Because he did not have a lot of business experience starting out, John found the business training to be the most valuable part of the *Summer*

Company experience. Over the course of the summer he improved his skills in business planning, sales and marketing, bookkeeping and time management.

Despite a slow start, some unexpected competition and difficulties finding insurance, John is convinced his business has a promising future: "After having partaken in this program I can see entrepreneurship as a very viable career choice."

Spiffy Clothing

Kim Krempien
Mitchell



According to her local Small Business Enterprise Centre, Kim has the drive and ability to be a successful entrepreneur. Kim spent the summer designing, making and selling a line of casual clothing, but for her the summer was really about establishing her name, learning about running a business, testing the market place and positioning herself for a future career as an entrepreneur.

Kim marketed and sold her clothing line by staging fashion shows at a Stratford yoga studio. Each show gave her an opportunity to learn something new about marketing and promotion and to make improvements. By applying her new ideas to the third and final show of the summer, Kim made record sales and felt that she had made an impression in her community. Even more important to Kim, her customers told her how much they had enjoyed the show, indicating that they would be back in the future.

Black Gold Leeches

Jack Lappage
Dryden



Jack's leech-trapping business was unique, profitable and a lot of hard work. Jack had to research trapping sites, cut trails and tote loads of heavy equipment. But his major obstacle was generating enough leeches. Jack found that the life cycle of leeches was quite short so he had to be constantly out in the field setting and emptying traps. During the spawning season Jack couldn't catch leeches so he used the time to research how to expand their life span. Jack plans to apply this knowledge next

year so that he can have a supply of leeches during the spawning season and thus continue to sell leeches during this dry spell.

Despite his busy schedule, Jack took full advantage of the mentoring and training offered by the *Summer Company* program. "I have learned a lot during my *Summer Company* experience... I feel much better about planning for next year with the experience I have received this year."

East Breeze Pilates Studio

Anne Loay
Toronto



Anne is determined to never make a career out of doing something she doesn't like. So after much thought, she decided to go into business for herself doing something she loves — teaching Pilates. Like many new entrepreneurs, Anne initially found sales and marketing challenging. She was not accustomed to self-promotion and hoped that her quality product would speak for itself. However, through hard work, marketing

and the creation of a very sleek-looking website, Anne was able to build herself a solid client base by the end of the summer.

Anne learned that owning your own business is not as simple as it looks. But despite the challenges she found that she enjoys working for herself and believes she was "made to be an entrepreneur."

Epic Painting Solutions

Carl MacDonald
London



Carl's painting business focused on customer satisfaction and aggressive marketing. With a crew of three painters it was imperative that the workload was kept steady. The sales manager reached neighbourhoods throughout London by cold-calling and distributing promotional materials such as flyers, brochures, and lawn signs. Epic Painting Solutions is proud to have painted over 25 homes throughout the summer with an average contract price of over \$1,000.

Carl's biggest challenge was the management of his employees: "Having friends as employees can be one of the most difficult things to deal with as a small business owner. However, if you are able to manage the team effectively without any public outbursts and without turnover you have done a decent job." Carl reckons his summer was well spent and that he developed his managerial skills.



Making money Preserving Thyme

Winchester teen finds success selling homemade preserves

By David Saunders
Standard Freeholder
Winchester

Ashley Spent, 16, shows off some of the goodies she sells through her business, Preserving Thyme. The Winchester youth spent her summer making money through the sale of her homemade jams and jellies.

Spent, 16, is a member of the Winchester Youth Centre and has been involved in various community projects. She started her business, Preserving Thyme, in the summer of 2005. She has been successful in selling her preserves at various markets and through her website.

"I started in June," she said, "and I'll be working until August. I've been making preserves for about 10 years now. I love it because it's a creative outlet and I can make something that people will enjoy." She has been successful in selling her preserves at various markets and through her website.

"I've been making preserves for about 10 years now. I love it because it's a creative outlet and I can make something that people will enjoy." She has been successful in selling her preserves at various markets and through her website.

Local entrepreneurial students become

Three local students will enjoy the experience of being "the boss" this summer thanks to the 2005 Summer Company Program.



Working in partnership with the Ministry of Economic Development and Trade, the Orangeville & Area Small Business Enterprise Centre is once again delivering the program to provide youth with an opportunity to realize the dreams of operating a business and being their own boss, while winning awards of up to \$5,000 of the same time.

Summer Company 2005 gives full-time students between the ages of 13 and 20 the opportunity to run their own small business over the summer by providing business planning support, hands-on business coaching and mentorship, small business training, as well as funding towards their start-up costs.

Students submit a business plan and their ideas and are selected for the program. The program is designed to help students gain experience in business planning, marketing, and customer service. Students are also provided with a small amount of funding to help cover their start-up costs.

Students are encouraged to be creative and innovative in their business ideas. The program is designed to help students gain experience in business planning, marketing, and customer service. Students are also provided with a small amount of funding to help cover their start-up costs.

ability skills that will help them in the future, whether or not they pursue self-employment as a career option.

This year's participants include Sarah Bowles, owner of Nuts & More, a business dedicated to manufacturing and selling all natural, delicious, and healthy snacks.

Bowles has perfected her macarons over several years and it has always been in great demand by family and friends. When she heard about Summer Company, Bowles embraced the opportunity to turn her hobby into a profitable business and get to work on her business plan.

She launched her business on June 11 and within one week had developed ideas on how to expand her product line to include new snacks and flavours.

In addition to marketing her product to local retail shops, Bowles is also a regular fixture at Orangeville Farmers' Market and various community events throughout the summer.

Brynn Cook is an East Lather area resident who will be entering his business plan.



Bryan Cook, Sarah Bowles and Jocelyn Patton get the word out thanks to Summer Company 2005.

Productions, and will spend the summer producing and directing a musical production he wrote himself called McGraw's Murders.

Using local students for his cast, Cook will promote and deliver his production in various communities throughout the summer. In fact, McGraw's Murders will be playing at Theatre Orangeville from July 28 to 30 in the Centre 2000, 815 from Aug. 11 to 13, and in Shelburne's Grand Tipping Hall from Aug. 18 to 20.

Jocelyn Patton is an Orangeville resident who is

Orangeville Small Business Enterprise

Young minds are open for business this summer

Time to get down to work this for this company of students

By Vinca Versace
Staff Writer

COBOURG — The young Donald Trumps of Northumberland are open for business after being introduced at the recent launch of Summer Company 2005.

Samantha Rodrigues, Jessica Dodd, Ashlin deGroot and Josh Brown are this year's selected candidates for the Business Advisory program run by the Business Development Centre Northumberland and the Ontario Centre Northumberland Development and Trade.

The four young entrepreneurs selected will commit up to 12 weeks of their time to participate in the program.

"The entrepreneurial skills the students develop through this program will continue to assist them in their personal and career endeavours throughout their life," said Elaine Corneil, youth business co-ordinator.

The Summer Program runs in 44 locations across the Ontario and 280 young entrepreneurs participating in the program this year.

During the program launch at Victoria Hall (local leaders attended to with the

participants good luck with their businesses. "You have to give these young people all the credit in the world for doing this," said Mayor Rick Austin. "Sometimes we hear all the negative things about what some young people do."

Where the Willow Tree Growers is the business belonging to Samantha who is 16. She sells hand-painted ceramic pie tins, natural soaps, herbal remedies and homemade candles are just some of the products she will sell this summer.

"I am selling what I love and I like the market for it," says Samantha, 15. Kendall Hills Riding Camp is Jessica's business which is focused on introducing children to horses for the first time by having the day camps. Children learn how to ride and care for horses. Children are a part of the daily care and maintenance of the horses.

"I am really excited about this summer," says Jessica, 13, of the business she has been running for a while. "I have been around horses my whole life and I wanted other people to enjoy them and I wanted other people to have this chance."

The Great Old Sofa is Ashlin's business which specializes in the repair and refinishing of sofas and chairs. Josh Brown is offering lawn and

Student entrepreneurs sought

LINDA WATKINS
Special to The Sun

IN A season when many kids hit age 16, it's time to start thinking about the future. For many students, the future is a business. Linda Watkins, a business development specialist, is looking for students who are interested in starting their own business.

She is one of 188 students from across the province selected to participate in the Summer Company program, a program run by the Ministry of Economic Development and Trade last summer.

"I've taken some business courses at school, but when I learned in class how to start a business, I was really excited," she said. "I was really excited about this summer."

The Summer Company program provides students with training and mentorship to help them start up and run their own business. The program is designed to help students gain experience in business planning, marketing, and customer service.

"I am really excited about this summer," says Jessica, 13, of the business she has been running for a while. "I have been around horses my whole life and I wanted other people to enjoy them and I wanted other people to have this chance."



GRADE 12 student Francis Pollard started his own business with the help of the Summer Company program. Applications will be accepted until April 4.

trying the foundation. These young people get a lot of training and support, really help them to do it right."

More than 1,500 students have completed the program, which will be offered to 250 students this summer. Past successes have ranged from computer and technology businesses to day camps, music, lawn care and painting.

"We want to see a good business plan... and we are looking for an entrepreneurial spirit and an idea that will work," Watkins says.

Learn the ropes
Summer Company is a program run by the Ministry of Economic Development and Trade.

offering. I want to be a print a little less and offer a little more."

He had some previous and school web design courses and established JF Cyber Design (www.jfcyberdesign.com), a company he continues to operate. In addition to web design, Pollard does graphic and advertising design in both English and French.

Pollard will study electrical and computer engineering in university and did with a better understanding of what it takes to be successful.

"Starting a business is now easier than it used to be," he says. "No one comes up to you. You have to get out there."

Students encouraged to open summertime businesses

By CHLOE WATKINS
www.thesun.com

Entreprising students looking for a challenge as well as a chance to learn are invited to consider being their own boss through the Summer Company program.

A program of Ontario Ministry of Economic Development and Trade, the Summer Company program is designed to help students gain experience in business planning, marketing, and customer service.

participated in the program. Their success stories include an electronics company, a theatre camp and a business designing and producing children's costumes.

Awards of up to \$1,000 will be offered to accepted students to help with start-up costs. The program is designed to help students gain experience in business planning, marketing, and customer service.

"I think this program really helps open students' eyes to the business potential associated with their own ideas," Watkins says.

business consultant Shavona Coulter. "The program encourages creative thinking, while instilling business basics."

Students are able to acquire a vast array of new skills, explore new career options and potentially spend their summer doing something they really enjoy.

"I think this program really helps open students' eyes to the business potential associated with their own ideas," Watkins says.

consecutive weeks full-time to implementing an individual business plan — as partnerships are permitted in the program.

Further information and the 2005 Guidelines and Application booklets are available at the Business Development Centre Northumberland, located at Northumberland House, 213 King Street West, Cobourg, ONA 2B1, and students are encouraged to come

in personally for assistance with their business plans.

Information is also available online, as well as a variety of inspirational examples of previous success stories in the program from across the province — check out the site at www.ontariocanada.com/summercompany.

The deadline for applications and business plans is April 4, 2005.

"the boss"

ville & Area
Business
se Co



Contributed Photo

opportunity to be "the boss" this sum-

starts and caring personal ly
drives when she talks about the
people she loves to help. She
can be contacted by e-mail at 198-
1128.

Both Phillips is the coordina-
tor of the Orangeville & Area
Small Business Enterprise
Centre (SSEEC). She can be
reached at rph1@orangeville.ca

Summer Company



the Cornwall Business Enterprise Centre (CBEC) received 18
from students across SOSS for the Ontario Ministry of
Development & Trade's Summer Company program. Pictured
left: Ashleigh Cousins of St. Joseph's Secondary School, left, and Ashley
Redeemer Christian High School, right, were approved to partici-
pate in the program, selling handmade purses and homemade fresh and
frozen, respectively. The initiative sponsors students who develop a
business plan over the school year and whose entrepreneur strategies
are presented to the school board. For more information on Spruill's
Mother's Purse business or to place an order, you can email her at
ash_mothers_purse@hotmail.com. For more information on the
product line Preserving Thyme or for outlet locations, you can
contact her at 774-1969 or email her at ash_smash@hotmail.com.

Photo by Amy Lynch

Pupil flexes her business strength

By SEAN PALTER
for Metro Toronto

Anne Loay has been living out a
dream this summer, thanks to Summer
Company, a provincial initiative aimed
at helping young people start a summer
business.

The 23-year-old Un-



opened a pilates studio with the help of Summer Company, a provincial
aimed at helping young people start a summer business.

company also offers business
a successful candidate as
ular mentoring from a vol-
unteer, which Loay says has
been tremendously
helpful. "It's got me out of the
house to new people," says
Loay, who is completing her bach-
elor's degree in business admin-
istration. "Being able to
start your own business
learning experience of

most month, East Breeze Pilates Studio
has expanded its services to offer classes
in Standing Pilates and Yoga, a com-
bination of Yoga and Pilates.
While lots of hard work went into ap-
plying for and running her business,
Loay is the first to recommend going for
the Summer Company program and
starting your own business.
"It's a fabulous experience," she says.
"It's tough, but
you get in the way.
It's an opportu-
nity to be a person. I feel
like I'm doing it."

Student entrepreneurs learn ropes of being own boss

By ROBERT LAPINSKY
THIS WEEK

NAGARA FALLS — Chris Barre is
learning a lot about how to run a busi-
ness this summer, thanks to a provincial
program that gives small money to stu-
dents to create their own summer jobs.

What's more, Barre is learning a lot
about her self. She discovered she can
persevere in the business world when
the going gets tough and she will do
what it takes to succeed.

"Nothing will happen by itself, you've
got to be active," said Barre, who is
selling her hand-made jewelry as well as
crafts by other local artists on commission.
"You've got to act. It's great to have
ideas but you have to make it happen."

"If you can dream it, you can do it."
Calling her business Earth Art Creations,
Barre is one of three local youths
(Mike Scobie runs Yachtyr, a lawn
care business, while David Harris runs
his Fallview Tourist Centre) who are
taking part in the province's Summer
Company youth entrepreneur program.
The program, which has been running in
Nagara Falls for the past five years,
awards start-up money up to \$1,500
to selected students 15 to 24 years old
who present a detailed business plan.

The program also offers 12 hours of
practical business training and orienta-
tion and a group of business mentors
who will offer advice to the students
then they fall into hard times. And if the
business is successful, at the end of the
program the student will receive another
\$500 grant to go off to school with.

"A lot of people stay away from start-
ing their own business and becoming
an entrepreneur because they're afraid
of failure," said Barre.

Barre is a student at the University of
Nagara Falls, where she is studying for
her degree in business administration.

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ters dishing out advice.

Matt Schmid was a
Summer Company student in
2003 and has been coming
back to the program as a
junior mentor to give back
by offering advice that be-
nefitted him. Schmid runs a web
design company, www.pique-
productions.com, as his busi-
ness venture and still oper-
ates it as a part-time business
while he attends the architec-
ture program at University of
Waterloo. He agrees that men-
tors are instrumental in mak-
ing the learning experience
successful.

"What
program is
Schmid, who
owns an ac-
cidentally
day "but I
found the
valuable."

While
studies Barre
has been suc-
ceeding so far.
hours a we
and peddle
the work-
days, to 194
her booth.

She is selling artwork made
from all natural or recycled
materials and every-
thing has to have a local
flavour. In fact, she hopes
word about the success of
her business spreads and
more art vendors will start
turning up. She said sell-
ing Niagara Falls art could
be a very lucrative venture
for the city's economy and
culture, much like it is in
Montreal.

"I think I'm a good guess-
ing to show this success and
the draw of local culture.
Tourists just love it."

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Students try their hand at entrepreneurship

Province assists
summer ventures

Despite daunting obsta-
cles, hundreds of students
across the Greater Toronto
Area can't resist the chal-
lenge of becoming a summer
entrepreneur, on their own
or through a government
program.

a canvasser for Doctors
without Borders and as a
laboratory research assis-
tant. But she always wanted
to start a business and saw
an opportunity when her
friend and classmate, Sean
Zhang, 21, came up with the
summer camp idea.

Ngo started the camp
through the Ministry of Eco-
nomic Development and
Trade's Summer
Company program.

training and pairs the stu-
dents up with a mentor.

This year, 294 students
were accepted into the pro-
gram, including Ngo and
Paul Kosmetsky, 23, who
started Precision Paint Ser-
vices. The environmental
and aboriginal studies stu-
dent at the University of
Toronto launched his envi-
ronmentally friendly paint-
ing company using latex
paint.

Local youth test their entrepreneurial spirit in Summer Company

By Angela Blackburn
DANVILLE REGIONAL

More than a dozen Halton youths will
return to school this fall having learned
that the entrepreneurial spirit is alive
and well within them.

That's thanks to the Summer
Company program, supported finan-
cially by the Ontario Ministry of Economic
Development and Trade and organized
locally by Halton Region's Business
Development Centre.

Numerous local students were at a
conference at the Halton Regional Centre
on Bronte Road to pick up the first
instalment of a \$2,000 grant they were
awarded from the ministry to set up
their own company for the summer.

They'll receive the second \$2,000 in
September when they complete the pro-
gram.

While they all welcomed the cash in
their pockets, most found that the advice
from the Business Development Centre
and a host of volunteer mentors from
the community was what proved invaluable to them.

Summer Company is a program
that's available to students aged 15 to 24
who must return to school full-time in
September.

Each had to apply with a company
proposal and business plan before being
selected to participate in the program.

The students were then matched by
local volunteers from various fields in
the community to provide them with



LISTENING INTENTLY: Alexander Knight of Delta Dicks, a civil engineering student at the University of Toronto and one of the
student business participants in the Summer Company program, listens to speakers at the Halton Region Centre.

PETER C. McIVER / DANVILLE REGIONAL

Some also noted the hands-on work
that the program didn't come with.

"Not bad for planting a seed," said
Martin, noting Summer Company
which exists in 44 Ontario communities
is hoped to grow in future years.

Summer Company is ideal for stu-
dents who have an idea and need to con-
tact with the people who can make it
real.

The students' companies have already
generated substantial funds and the
summer is only half over, noted Martin.

"I'm inspired by your enthusiasm and
courage and I see the entrepreneurial
spirit is really alive in each one of you,"
said Martin.

Danville's Gaby Fries who's attending
Trent University opened a window
cleaning business. "Anybody needs their
windows cleaned and I'm the one."

Melanie Cross, 17, of Brantford Ridge
High School has turned her love of mak-
ing jewelry into Melanie Cross Jewelry
Designs.

Chase Carvillat, a third-year
Sheridan College Institute of Technology
and Advanced Learning illustration stu-
dent founded The Print Clothing and
Illustration company which he hopes to
continue operating through the school
year instead of a part-time job.

Austin Kaitum, 23, who graduated
from Oakville Trafalgar High School and
is now at York University.

Music With Momentum

Jessica Metcalfe
Brampton



Translating her passion for music into a business, Jessica offered rock group workshops to young musicians in her area. Over the course of eight weeks, Jessica's students learned band imaging and promotions, song writing and stage performance skills. In addition to formal lessons they benefited from the experience of playing in a group setting and learning from each other. In order to make extra cash, Jessica offered jam sessions where musicians could get together and play without any formal instruction.

Jessica had a sound business idea but needed to put a lot of money and effort into marketing at the outset so that she would have enough participants to form a couple of bands. In doing so, she definitely learned the importance of persistence. In order to get results she would immediately follow up her faxes and mailings with a phone call thereby making sure that her promotional material did not end up in the garbage or in the "to read" pile that never gets read.

Bright Ideas Summer Adventure Camp

Susan Ngo
Toronto



After running a creative, curriculum-based camp for kids from grades one to seven, Susan is pretty sure that continued entrepreneurial endeavours will figure in her future career goals. Based on her experiences with *Summer Company*, she is sure to be successful.

Susan learned a lot about marketing over the summer and was especially effective at using media to publicize her business. After learning how to write an

effective press release, she was featured in three newspapers, including the business section of the *Toronto Star*. Susan attributes much of this success to the advice and support she received from her mentor, Vernon Vautour. "Vernon critiqued my advertisements, helped me identify better sales techniques and was a great cheerleader. He is definitely encouraging and a wealth of knowledge and that is something all entrepreneurs need during the start of a business."

Muskoka Auto Detailing

Jonathan Plashkes
Muskoka Lakes



Jonathan's brother and father are both entrepreneurs so he fully understood the time commitment required to run a successful business and had some knowledge about creating a business plan. However, he soon realized that business plans are not written in stone and a successful entrepreneur is someone who can quickly change his course to compensate for outside conditions.

Jonathan originally planned to run a business cleaning and detailing clients' cars while they were enjoying a round of golf. But when he began approaching golf courses at the beginning of summer, he found it more difficult than he expected to ink a deal with them that would have him targeting their clients and using their parking lot to conduct his business. As a result, Jonathan quickly changed gears and moved his business to his home. His adaptability, enthusiasm and some positive word of mouth helped Jonathan make his summer a success.

Rune Skateboards

Milo Reinhardt
Kitchener



15-year old Milo had been thinking about starting a skateboarding business for about a year. So by the time he started the business, he had a pretty good idea of what he wanted to do and how to put his ideas into action. This was a good starting point for Milo as he wanted a strong base for a business that he plans to continue for the next five years.

Over the course of the summer Milo managed to become more integrated into the local skater culture and find some stores to carry Rune products in the future. With the help of his mentors, Milo also learned to focus his considerable creativity into good business ideas. As he moves forward in his business, Milo has some advice for other young entrepreneurs: "Have a passion for what you are doing and search out a program like *Summer Company*."

Kathleen Scott Design

Kathleen Scott
Ripley



Kathleen was aware of the time commitment necessary to run a business but was surprised at what she spent her time doing. Instead of making collages and doing other graphic design work, she found herself spending more time making calls, sending e-mails and doing administrative work. Like many new business owners, she found that doing what she had gone into business to do — in her case graphic design — was only a part of the workload for an entrepreneur.

She adjusted quickly though, and her business prospered. Business training provided by her local Small Business Enterprise Centre gave her some important tips about making the most of her budget, including teaming up for marketing with other businesses that are in the same industry but are not competitors like the printing shop or photo store. She also learned to always carry her business cards and to have others carry them as well.

Gordon's Mower and More

Gordon Stock
Tavistock



Gordon had a very busy summer. At times he was far too busy. But as a result of this he exceeded his sales projections by 40% and still managed to keep on top of the administrative aspect of the business.

Gordon was faced with challenges right from the very beginning. His insurance ended up being double the original quote and the cost of fuel was about

15–20 cents higher than expected. To top it off, a dry spell that started at the end of June and continued through most of July threatened to stunt the growth of grass and cut into his revenues. Gordon rose to the challenges taking on extra odd jobs and custom work. In the end his increased revenues more than made up for his extra expenses and he ended the summer with a very healthy profit.

Superior Seal

Carlo Torelli
Toronto



Carlo approached his *Summer Company* with a very basic principle to achieve customer satisfaction by delivering superior quality in workmanship and ensuring that customer needs are always met. According to feedback from his clients, Carlo more than reached his goal.

Superior Seal was created to provide tar seal coating for residential and commercial asphalt surfaces. However, based on customer requests Carlo expanded the business's original

mandate to include interlock seal-coating as well as installation of interlock walkways, driveways, patios and driveway curbs and other general maintenance work.

For his first summer in business, Carlo enjoyed being fully responsible for customer satisfaction by doing all the work himself. However, his business has become so successful that next summer he plans to take on the new challenge of hiring employees.

Refine Design

Hailey Unterman
Thornhill



After finishing her third year as an architecture student at Ryerson University, Hailey was ready to start applying her education to real-world situations. Hailey expected her interior design company to generate most of its revenues from colour and furniture placement consultations and staging for people selling homes.

As it turned out, soon after launching the business, Hailey found herself involved in large scale, long-term design projects

with significant budgets. As both designer and project manager, Hailey was challenged by backorders, contractor work delays and last-minute design changes. For all of her efforts, Hailey received big rewards in terms of client referral. Satisfied customers are providing word-of-mouth advertising that has resulted in a waiting list of clients who are anxious to have a room designed by Hailey and Refine Design.

Keish Keish Hair Design

Keisha Vernon
Ajax



Under the gazebo in her back yard, Keisha set up a hair styling chair, mirror, waiting area, music and plenty of hair products and equipment. From this idyllic location, Keisha braided, wove, did extensions and generally created hair masterpieces that made her customers look and feel their best.

But the summer was not without its challenges. Marketing and self-promotion was difficult for Keisha. As well, a lot of time was spent in the

business. Sometimes it took as long as seven hours to finish one hairstyle. This occasionally created a backlog of customers and left little time for administrative work. Keisha got better at managing her time as the summer progressed, and her marketing skills improved too. Now she is pretty sure that she has a future in entrepreneurship. And because of this experience, she knows she will be successful.

Bloom Service

Andrea Vincent
North Bay



Small businesses only need to collect GST if they make more than \$30,000 in revenues per year. Andrea was so confident that her *Summer Company* would be a big financial success that she decided to register for a GST number at the beginning of the summer. As it turns out, she was glad she had.

Bloom Service, a landscaping and property maintenance business serving the residential and commercial markets,

was very busy from the beginning. Andrea started the business in April and by the end of June she had hired her third full-time employee. Having employees meant that in addition to the usual administrative tasks, Andrea had to manage payroll and WSIB premiums. She met these additional challenges and the company prospered. Andrea had such a positive experience that she would like to return to the program next year as a mentor.

Sandcastle Treats

Karen Wallace
Arnprior



Karen used to work at a chip stand in the summer, so she already had good customer service skills. In addition to these, she had to develop marketing, bookkeeping, and inventory management skills in order to run her own confectionary stand at a local park and beachfront.

Karen rented a building from the town and was open seven days a week selling ice cream, hamburgers, drinks and sandwiches to a hungry and appreciative clientele. The hours were long and the work demanding, but Karen had a great summer: "I can't think of a better way to spend my summer than being my own boss and being able to work in a beach and park. I hope to be back here again next year and make more money!"

Kryart Studio

Kristyn Watterworth
West Lorne



Tourists and local residents shopping in the quaint village of Bayfield on Lake Huron in the summer had the opportunity to watch an artist at work and buy some of her paintings. Kristyn, a fine arts student at York University generated significant interest with her gallery and studio space and received several commissions over the summer — selling paintings to people from as far away as Australia.

Running a gallery can be frustrating. Sometimes it seems there are far more browsers than buyers. Kristyn, however began to look at each "mosey-er" as an opportunity for word of mouth references and future sales, so she was careful to give the same attention and respect to everyone who walked through the doors of her business. Kristyn feels this is just the beginning for her venture: "it will take time, but *Summer Company* has given me a wonderful time and place to start."

Gwen's Garden Produce

Gwen Williamson
Forest



16-year old Gwen had originally planned to plant and grow a small market garden as her summer job. But being accepted into the *Summer Company* program prompted her to expand her plans. The start-up money allowed for more advertising and set-up expenses, and the Business Enterprise Centre of Sarnia-Lambton and the mentoring group provided encouragement and helped with her questions. As a result, Gwen not only sold her own produce from a cart

on her property and at a farmers market, but she sourced additional products from local farms and greenhouses.

Coming into the program, Gwen already knew quite a bit about growing vegetables. But by the end of the summer she was also knowledgeable about cart placement, product displays, selling techniques and various other elements of a successful business.

Miss Clean

Caitlin Wood
Wallaceburg



Caitlin started a housecleaning business in her home town. But when business got off to a slow start, something needed to be done. A brainstorming session with her mentor led to an expanded advertising campaign to include surrounding areas. As a result, Miss Clean picked up considerable business in Chatham in the second half of the summer and revenues improved.

Caitlin definitely showed leadership in her role as a proprietor. She was quick to take the initiative and worked hard to develop her market. And she managed an employee, which can often be a challenge. Caitlin is satisfied with her experience over the summer and acknowledges that all of her hard work paid off in the end: "After completing the program, I realize the success of a business is directly related to the amount of hard work put in."

A Mentor's View



Blair Poetschke,
President, Scisense Inc., London

Blair is an entrepreneur himself, so he knows how hard it can be to start and run your own business. That's why he takes time out of running his medical technology company to mentor the next generation of business people. Says Blair, "This program lets kids do what they are good at. I take pleasure in seeing them be successful in business and pursuing their dreams".

Blair thinks one of the biggest challenges for his protégés is finding ways to build awareness of their companies. So he spends a lot of his time working with the *Summer Company* participants on marketing and selling their products and services. "Kids are no different from other entrepreneurs; they often underestimate the effort required to make sales. The *Summer Company* program and the mentoring group are great resources for them."



Rita Byvelds,
Rural Business Consultant, Ministry of Agriculture, Food
and Rural Affairs, Belleville

Rita has been volunteering as a mentor with the Small Business Enterprise Centre in Cobourg for the past five years and she plans to keep coming back. "It's a great program. I just find it so rewarding to watch students learn about themselves and about running a business." Rita brings experience working with rural-based businesses to the participants she mentors. She primarily acts as a sounding board for their ideas and helps them make new contacts for their businesses. "I really enjoy helping to provide rural youth with the skills training and mentoring opportunities that they need, so that they can grow successful businesses in rural Ontario."

Rita is continually impressed by the growth she sees in her protégés as the summer progresses. "The program teaches lifelong lessons. The growth in personal skills and confidence is phenomenal. Even the kids who don't continue in their businesses walk away with so much."



Alan Drenfeld,
Lawyer, Markham

The way Alan sees it, his job as a *Summer Company* mentor is to make sure the kids in the program get the advice they need to keep their business — and themselves — out of trouble. "There are other mentors who provide marketing and accounting advice. As a lawyer, I'm the one constantly running behind them with a safety net. It's important that all new business owners understand their responsibilities. I go over their contracts, agreements and insurance needs with them to make sure that they, and their employees and customers, are protected. I make them nervous, but I also make them smarter."

Summer Company is just one of many youth programs Alan volunteers for in his community. He likes it because he gets to see the results from his involvement. "It's really great to actually watch a young person start and run a business. There are some wonderful kids in this program. You know, 99% of their success is based on their own energy. I'm really proud to help out with the other 1% that can make or break the business."

Summer Company Mentors

The mentoring relationship is a special one that empowers the protégé and enriches the mentor. Since the inception of *Summer Company* hundreds of mentors have been involved in new summer business ventures. They have been called upon to give advice, provide encouragement, and sometimes just to listen.

Many successful business people credit early mentors as an important determinant in their success, just as many participants in *Summer Company* cite mentoring as the most valuable part of the program.

By volunteering to become a *Summer Company* mentor, business people across Ontario are playing valuable roles in their communities and in the lives of young businesspeople. Without their commitment, knowledge and expertise, *Summer Company* could not be the success that it is. To find out more about becoming a mentor check with your local Small Business Enterprise Centre or *Summer Company* program provider. For locations visit www.ontariocanada.com/summercompany.

They Made it on Their Own

Name	Company Name	City
Vickram Aggarwal	Squeaky Clean Automotive Detailing	Pickering
Victoria Ansley	Vix Creations and Embroidery	Sault Ste. Marie
Christopher Appleton	Stack'd	Courtice
Chad Armstrong	Summer Drummer	Rainy River
Roark Arnett	Complete Property Care	North Bay
Rachel Bakker	Starfish Summer Swim School	Whitby
Deepesh Banerji	Solroi Technologies	Orleans
Daniel Beaton	Look Back Digital Images	Holland Landing
Margo Beaudoin	Sunkissed Adventures	Chapleau
Rebecca Becker	Organic Sun Rays	Paisley
Ryan Bellows	Fish Unlimited	St. Catharines
Roy Belluz	Hands 4 Hire	Murillo
Shawn Bennett	PMA Photo	Burlington
Michelle Bentley	Sharky's Swimming	Aurora
Jordan Berger	Sunrise Pool & Yard Services	Amherstburg
Matthew Blackie	Matt's Landscaping	Cambridge
Eric Bladek	Beaver Brook Landscaping and Tree Service	Lucan
Lisa Bland	Lisa Bland	Brampton
Carrie Bloxidge	Enchanting Memory	Woodstock
Ricky Bogatek	Upper Canada Sealing Co.	Nobleton
Stéphane Boileau	Fine Touch Painting	Ottawa
Rick Bond	BondGraphics	Ottawa
Sarah Bowles	Nutra-Glow	Orangeville
Andrew Brose	Esorb Productions	Golden Lake
Natacha Brunet	Ferme Chalinelle Farm	Glen Robertson
David Bryant	No Contracts Landscaping	Waterloo
Derek Buchanan-Kingston	Pic-A-Theme	Belleville
Chase Carr-Braint	The Worx	Oakville
Devon Cartwright	Favourite Flavours Ice Cream	Port Elgin
Benoit Castonguay	Le Genie en Herbe	L'Orignal
Dan Caza	Caza Vida Photography	Capreol
Amanda Chan	ABCs of Do Re Mi	Ottawa
Levi Charbonneau	Charbonneau Knows Window Washing	Callander
Preena Chauhan	tasteworks	Oakville
Jeffrey Chi	Chi's Convenient Concessions	Elliot Lake
Serene Choo	Gifts From The Heart	Etobicoke
Christie Chuakay	Simplicity	Richmond Hill
Eun Young Chung	Gong Ju Imports	Val caron
Carl Chute	Chute Amplifiers	Amherstburg
Alex Constantin	Sportz Labelz	Thornhill
Bryan Cook	Small Town Productions	Grand Valley
Jake Cormier	ni4design	Sault Ste. Marie
Lisa Cousins	Not Your Mother's Purse	Cornwall
William Craddock	Craddock Photography and Design	Woodstock
Brad Crane	NeoTech	Sault Ste. Marie
Melanie Cross	Melanie Cross Jewelry Designs	Oakville
Karina Czyzewski	kcene motifs	Gloucester
Dereck Damphouse	Dj.D Computers	Kingsville
Melanie Dick	Revelation Scrapbooking	Douglas
Scott Dimond	A Deck Above	Guelph
Anthony Dinh	AutoShine	Guelph
Jessica Dodd	Kendal Hills Riding Camp	Cobourg
Mark Dolan	Lake of Bays Fishing Charters	Oakville
Kevin Druce	Between the Pipes with Kevin Druce	Kingston
William Durocher	Customers Come 1st	Waterloo
David Eckert	Ever Building Films	Sudbury
Harmonie Eleveld	Harmonie's Treasures	Arris
David Empey	Strategic Information Systems	Toronto
Taylor Erwin	Green Terrace Landscaping and Gardening	Tiverton
Simon Evanik	Silden Consulting	Orleans
Misty Eves	Kids At Work	Hamilton
Brian Farnsworth	Brian Farnsworth Foods	Maitland

Name	Company Name	City
Abeer Faruqui	Fabskirts	Mississauga
Pat Foran	Trellis Works	Elliot Lake
Laurence Foreman	Laurence's Premium Ice Cream	Sault Ste. Marie
Kaitlyn Fortier	Sparkies Metalworks	Thunder Bay
Courtney Foss	Grass Skirt Lawn Care	Petawawa
Michelle Fowler	Creative Kids Daycare	Rockland
Andrew Fox	Superior Yard Services	Pass Lake
Hunter Fox	EZ Play Guitar School	Ottawa
Jeffrey Frostiak	Howey Ballin'	Cochenour
Bryan Gilbert	SynC Home Computing	Sault Ste. Marie
Jesse Goodrice	Dasta Media	Sault Ste. Marie
Daniel Grabiec	Dan's Bike Repair	Elliot Lake
Annaleigh Greene	Hole Ten	Gananoque
Michael Groves	Kingston Heritage Pedicabs	Kingston
Peter Gualtieri	Guality Designs	Sault Ste. Marie
Andy Guiry	Prodigy Design	Brooklin
Stephanie Gulledge	Ummara Tropical Wear	Oakville
Shipa Gupta	The Pottery Hut	Richmond Hill
Evan Gzik	Cut 'N Stuff	Elizabethtown
Michelle Hambourg	Michelle Hambourg Designs	North York
Andrew Hamilton	Trimming With Care	Wasaga Beach
Thomas Hamilton	Better Brush	Bowmanville
Shannon Hancocks	Different Stages	Cambridge
Krista Harrington	From These Roots	Guelph
Brock Hart	Muff Fabulous	Corbyville
William Hawkins	Moe's Firewood	Pembroke
Maddie Hewson	Sound Photography	Ahmik Harbour
Jonathan Hittner	Pet Health & Wellness Group	Toronto
Jamie Hobson	The Chain Mail Kid	Waterloo
John Reed Hryszkiewicz	Tea Media	Sault Ste. Marie
Kevin Hung	Salem's Park	Oakville
Michelle Jeremie	Zakar: Cakes, Desserts and Inspirational Event Planning	Toronto
Amanda Jewell	A.J.'s Ice Cream Shoppe	North Bay
Tanya Joanis	A Major School of Music	Hearst
Sarah Lea Johnson	Sarah Lea's Pet Care	Golden Valley
Robert Johnson	Robert Johnson Printing	Golden Valley
Mathieu Joly	Le Roi Du Squeegie	Hawkesbury
Kerilyn Jones	Curb Appeal	Garson
David Juras	Seace Web Media	Harrow
Jared Kalef	JaK of all Traits	Thornhill
Jessica Kapteyn	Jessica's Herbs and Blooms	Colborne
Zachary Katsof	Black Tie Boat Cleaning	Kingston
Austin Keitner	Door-to-Door auto detailing	Oakville
Christopher Kelly	Local Landscaping	Peterborough
Alyssa Kelly	Crazy Crazy Designs	Belleville
Navid Kichi	Picture Perfect Lawn Services	London
Morgan Kerr	Got-Ink	Phelpston
John Kidd	Off Road Mechanical	Caledon East
Matthew Kielbasinski	Pro Paintworx	Hamilton
Jessalyn Kinney	TooGood Kids Camp for the Arts	Unionville
Bryan George Kirby	Wilabosca Youth Camp	Grason
Billy Knight	Performance Edge Water-sports	Port Perry
Sean Komoto	Enhance 3D	Waterloo
Andrew Korchok	Ankor Club Repair	Pembroke
Paul Kosemetzky	Precision Paint Services	Toronto
Filipp Kotlyar	Apollo Push Media	Richmond Hill
Leah Kraft	Christine Creations	Unionville
Aaron Kramer	Aaron's Auto Spa Inc.	Toronto
Kim Krempien	Spiffy Clothing	Mitchell
Lawrence Krimker	Sparkle Window Cleaners	Richmond Hill
Alexander Krupin	Delta Decks	Toronto
Adam Kuzmik	A&D Lawn Care Services	Kingsville
Christa Landriault	Christa's Handy Hands	Spanish

Name	Company Name	City
Patrick Lang	Temagami Student Contracting	Whitby
Kaylee Langen	Superior Tackle	Thunder Bay
Jack Lappage	Black Gold Leeches	Dryden
Andrea Lau	Lau-Haus Art	Toronto
Joseph Lavoie	Mississippi Property Maintenance	Amprior
Christopher Ledda	ONIN design	Nepean
Justin Lee	The Lee Enterprise	Hamilton
Charlene Leonard	The Kissing Rock Café	St. Catharines
Michael Lewis	Lewis Landscapes	London
Trevor Lewis	Excel Soccer Camps	Deseronto
Anne Loay	East Breeze Pilates Studio	Toronto
Leah Lorentz	Glass Works	Nolalu
Joshua MacCaull	Drinking Giraffe Design	Elizabethtown
Carl MacDonald	Epic Painting Solutions	London
Abdolhassan Mahzari	Paintorians	Mississauga
Danielle Malcolm	D.A.M. bagz	Omeme
Jean Marshall	Marshall Arts	Thunder Bay
Ana Matic	Matica Design	Toronto
Matthew McCaugherty	MD Computer Service	Harrowsmith
Kurtis McDermid	Ice Bikes	Sault Ste. Marie
Kyle Merritt	Icarus Skate Company	Kingston
Jessica Metcalfe	Music With Momentum	Brampton
Chadley Michaluk	CM Carpentry	Picton
Michael Moeller	Advantage Tennis	Scarborough
Nathan Murray	Suicide Kings Poker Tables and Supplies	Peterborough
Alexander Naish	Jump for Joy	Ottawa
David Nanchin	Lines & Designs	Goulais River
James Neilson	PC Handyman Computer Services	Stratton
Hannah Neudorf	Western Selections	Nolalu
Alvin Ng	Imaging Station	Nepean
Susan Ngo	Bright Ideas Summer Adventure Camp	Toronto
Filipp Kotlyar	Prometheus Tutoring	Waterloo
Zak Nitsch	Lawn Dude	Waterloo
Rostam Oancea	Pixel Canvas Media	Ottawa
Dimitri Onistsuk	Demeter	Ottawa
Brad Onstein	BC Property Maintenance and General Labour	Brockville
Suneal Pabari	VHS-2-DVD	Oakville
Travis Paterson	Student Home Services	Kitchener
Liana Patterson	Liana's Cakes	Kirkland Lake
Jocelyn Patton	Sunshine Personal Care	Orangeville
Jessica Payne	Splash Traveling Swim School	Sharon
Andrew Peck	The ClothesLine	Barry's Bay
Rinda Pen	Tension Media	Ottawa
Christina Pendergest	Christina Pendergest	Peterborough
Jeremy Peng	Digital Media Consultant	North York
Jenna-Lee Penney	Magic Touch Car Cleaning	Woodlawn
Kyle Phillipson	On-Site Bike Repair	North Bay
Jonathan Plashkes	Muskoka Auto Detailing	Markham
Adam Pressault	Green Machine Landscaping	South Porcupine
Joe Prodonick	L.C. Airbrush	Merrickville
Eric Proulx	Odd Jobs & More	Kapuskasing
Jeff Querin	University Lawncare	Kincardine
Caitlin Reilly	Photo Memories	Brockville
Leah Reimer	Wild Earth	Whanapitea
Milo Reinhardt	Rune Skateboards	Kitchener
Elise Ringgenberg	Elysee Sewing Workshop	Walton
Alain Robichaud	Under Par Golf	Kapuskasing
Samantha Rodrigues	Where the Willow Tree Grows	Belleville
Aaron Rooley	Aaron's Yard Works	Goulais River
Stephen Rowbotham	Sir Catch-A-Lot Professional Guiding Services	Barrie
Kerri Russell	Russell Aquatics	Unionville
Daniel Saks	Fallsview Tourist Centre	Niagara Falls
Mellisa Sampson	Sampsonknight	North Bay
Johanson Sandrasagra	BMGRAPHIX	Scarborough
Lucky Saraceno	Lucky Web Designs	Vaughan
Jeffrey Sarty	New Horizons Landscape and Design	Bolton

Name	Company Name	City
Vijithan Sathiasothy	Syonicz Solutions	Scarborough
Monica Schwitzgebel	Absolute Lawn care	Thunder Bay
Kathleen Scott	Kathleen Scott Design	Ripley
Melissa Sears	Melissa Sears — Youth Adventure Program	Spencerville
Claire Shannon	Play Safe	London
Valerie Shaw	Luna's Equine Designs	Ottawa
Miroslav Simecek	Royal Decks Co.	Burlington
Sarah Simmons	Naos	Kingston
Robyn Small	Robyn Small's Red Cross Swimming Lessons	Whitby
Sean Smith	Briargreen Lawn Care	Nepean
Ana Sniderhan	The Town Crier	Belleville
Elena Soboleva	ARTFLOW	Ancaster
Roman Soler	Techleus	Oakville
Amanda Spina	Amanda's Aquatic Academy	Mississauga
Jillian Spink	Soul Tree Paper Co.	Waterloo
Ashley Spruit	Ashley Spruit Herbs	Winchester
Ron Stark	Homes In Motion	Thornhill
Michael Steele	Yardvarks	Niagara Falls
Gordon Stock	Gordon's Mower and More	Tavistock
Taylor Sugar	T5 Studios	Gormley
Jennifer Sulpher	Vitality Fitness	Waterloo
Rafal Sura	Neighbourhood Geekz	St. Catharines
Glen Sutherland	Spade Clothing	Drumbo
Michael Swift	Swift Grip	King City
Stephanie Syer	Little Nemo Swim Company	Oakville
Glenn Tappenden	Glennville Landscape Maintenance	Markham
Elliott Telford	Elliott's Apiary	Frankford
Dustin Thibodeau	Symbiont Boards & Apparel	Brampton
Carly Titus	Car's Window Cleaning and Lawn Care	Oakville
Brandon Tobia	MT Productions	Oakville
Amy Toderian	Plucky Duck Creations	Almonte
Carlo Torelli	Superior Seal	Toronto
Justin Toth	Plots & Plants	Burlington
Phillip Tozer	Phil's Boat Cleaning	Toronto
Eric Trombley	Mr. Twister Fresh Cotton Candy	Guelph
Tedd Tucker	Rocket Marketing	St. Catharines
Andrea Turner	Your Neighborhood Cleaner	Cambridge
Tanya Tyler	Advanced CPR Training	Burlington
Hailey Underman	Refine Design	Thornhill
Jennifer Valberg	Ghetto Couture	Kingston
Magdalen Vanderzwaag	Teens in the Valley	Douglas
Keisha Vernon	Keish Keish Hair Design	Ajax
Andrea Vincent	Bloom Service	North Bay
Lindsey Vodarek	LAVSTAR Entertainment	Tecumseh
Shannon Walker	Citrus Moon	Brampton
Allan Wallace	Al's Lawn Care	Amprior
Karen Wallace	Sandcastle Treats	Amprior
Zinzi Walters	Break a Leap	London
Xue Zhi (Shirley) Wang	Summer Melodies	Toronto
Kristyn Watterworth	Kryart Studio	West Lorne
Richard Todd Weisberg	Construction Cleaners Canada	London
Jacqueline Weston	Aquastar Swim School	Unionville
Jacob White	The Lawn Barber	Douglas
Erin Wilk	Anatomy of a Skirt	Waterloo
James Williams	Churchville Contracting	Brampton
Gwen Williamson	Gwen's Garden Produce	Forest
Owen Winkelmolen	Winkelmolen Woodworking	Lynden
Caitlin Wood	Miss Clean	Wallaceburg
Andrew Wright	Bear Computers	Carrying Place
David Wu	Dave's Windows	Unionville
Mike Yang	Compfix	Newmarket
Patrick Young	Fokus. Clothing Company	Mississauga
Emily Young	Ad hoc design	Pakenham
Nazreen Yousuf	Special Delivery Gift Packages	Markham



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