



SLBDC NEWS

Loan Spotlight: Holme Automotive

Chuck Holme is the sole proprietor of a new start up business, "Holme Automotive". Located at 618 St. Clair Parkway, on the south end of Corunna, Chuck and his staff offer repairs and maintenance services for all models of cars and trucks. Utilizing the latest in computer diagnostic equipment and his 20 years' experience in the field, Chuck has the tools and the knowledge to fix your vehicle right. Holme Automotive specializes in repairs to automotive air conditioning. He is red seal certified, and has all the necessary certifications for air conditioner repairs.

Chuck had been considering opening his own shop for a while. When the right facility became available, that would allow for the repairs of some larger service vehicles, he seized the opportunity to become his own boss.

He sought a loan from SARNIA-LAMBTON Business Development Corporation, to complete leasehold improvements, and purchase new hoists and tools. In March of 2013, his dream became reality and opened his shop.

Chuck is thankful for the support of many local residents and business owners who trust the repairs and maintenance of their vehicles to him since he opened. He looks forward to looking after all your vehicle repair needs. The hours of operation are 8am to 5pm Monday through Friday. You can make an appointment by calling 519-862-AUTO (2886).

OSEB Spotlight: Vaughan Heating and Cooling

Jon Vaughan, proprietor of Vaughan's Heating and Cooling, opened his business in July of 2012, after completing his business plan and applying for assistance through the Ontario Self Employment Benefit Program (OSEB).

Jon had worked for 8 years with an HVAC provider, and found himself in a situation where a change in ownership left him without a job. His family has a history of entrepreneurship, so he began to investigate the possibility of opening his own business.

From his previous work experience, Jon knew many people in the area, and he conducted face to face market research to help him make decisions on the direction his new business should take. He has learned over the years the value of a good preventative maintenance program, and realized that the best way to introduce his new business to the area was to offer an excellent value package to homeowners. Once in the client's home, he was able to talk up his business, and offer the 24-7 repair service. He installed his first new unit in September, and honestly has never looked back.

Jon has done many simple things to ensure his local market knows he exists. His service van has excellent signage. Every job site has a lawn sign, with his logo on it. He attended the local fall fair, and he had a great write up as a press release in the local papers. He has logged a lot of hours, but that hard work has paid off.

As he reaches the end of his OSEB term, Jon has exceeded his projected sales targets by well over 200%. When you drive through North Lambton, you see his signs all over. This success has come even when faced with very tough competition. His main competitors have years more experience than him, and yet he has managed to grab his share of business, by offering great value and outstanding customer service. Call 519-328-8077 for an estimate or email Jon directly at vaughanhc@gmail.com.

Check Out Our Clients Launching New Businesses

Dog Gone Divine – Diane Kuyer and Deborah Sparks – 519-336-7211 – doggonedivine@gmail.com
– www.doggonedivine.com – 782 Rosedale Avenue, Sarnia

Dog Gone Divine is a spa-like dog grooming salon located in the north end of Sarnia. One-on-one attention while grooming will result in less stress for clients and their dogs. A dogs' comfort will be a primary concern.

Philly Cheese Jakes – Jake Cherski – 988 Confederation Street, Sarnia

Opening in July

Philly Cheese Jakes will be a new sandwich shop restaurant featuring philly cheesesteak sandwiches, a chicken cheesesteak sandwich and a real footlong hotdog along with a specialty sandwich which will change monthly. Open Monday – Friday, 10:00 am to 4:00 pm.

Mrs B's Café & Bakery – Kim Bergsma - 3013 Brigden Sideroad, Brigden, Ontario – 519-864-3119
– mrsbscoffehouse@yahoo.com

Mrs B's Café & Bakery will offer a variety of breads and baked goods. As well, it will have a soup and sandwich counter, along with coffee, tea, and cold beverages. Summer hours will be 8 am - 9 pm Tuesday through Saturday.

Wendy Smith Portraits – Wendy Smith – 519-828-3372 – wendy@wendysmith.ca -
www.wendysmith.ca

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