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Home-based businesses thriving in Brooklin



Here are just some of the products Brooklin residents create and/or sell. See our special feature on pages 6-8.

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Less than Half the Picture *By Richard Bercuson*



"Some of my plays peter out, and some pan out." - J.M. Barrie (creator of Peter Pan)

Stratford, Ontario, is a charming little town of about 32,000. During the annual Stratford Festival, the population balloons as hotels, motels and BnBs are jammed. In 2015, the web site Workopolis named Stratford one of the 10 best places to live in Canada.

Brooklin, Ontario, is also a charming place, though neither a town nor city in its own right. Its population is also around 32,000 and growing as new housing developments spurt. There are, however, no hotels, motels, or BnBs and nothing really to attract someone to stay a few days unless visiting family. Brooklinites love the community and would likely crow they'd live nowhere else. There are a few local events, like the annual Spring Fair and Harvest Festival, but none lasts more than a handful of days and most are barely a half day long.

Stratford, because of its festival, has become a renowned performing arts centre. The festival runs for about six months, but even in the "off-season" there are arts-related events going on.

BFF or BAF?

Brooklin is not an arts centre. There's no theatre let alone a stage with the accoutrements needed, like lighting, sound equipment, curtains, storage, green room, and so on. Even if someone were to step forward to be a patron of such a place, where would it go?

Still, here's an idea worth pondering. Invite performers, actors, and playwrights to try out their works in front of audiences, right here in our core. Even without a golden facility, there are enough "bare bones" venues to host evening and weekend Fringe Festival performances. Think Brooklin Community Centre, the United Church on Cassels Rd or the Legion.

The Fringe Festival circuit, in case you weren't aware, is actually a worldwide phenomenon with Edinburgh, Scotland, being the grandest. Canada is festooned with them: Edmonton, Ottawa, Montreal, Toronto, Calgary, PEI, even North Bay. They all had to start somewhere and not in the best of locations either. My niece once staged her play (that I produced) in a rickety old church basement in Ottawa. We weren't certain the ceiling was going to stay above us when church patrons practiced hymn singing upstairs. No, please, do not stamp

your feet to the beat!

Brooklin could do it, becoming the place to go for theatrical performances outside Toronto. Our venues are in the downtown core with shops and restaurants within easy walking distance. Park, walk two blocks, see a couple of shows, grab

a bite, and enjoy the village.

Call it the Brooklin Fringe Festival (BFF) or Brooklin Arts Festival (BAF). Pick four or five days right before or after the Spring Fair and watch the region come to us.

Any takers out there?

Are You On The Voters' List?

With the next Whitby municipal election on Monday, October 22, the Town of Whitby is encouraging eligible voters to find out if they are on the list to vote by visiting voterlookup.ca.

Voterlookup.ca is an online service used to collect and confirm information that will be used in the preparation of the final Voters' List for the Whitby municipal and school board elections. Through the service, electors can easily update their personal information, add a name to an address or change their school support.

To update or confirm their information, eligible voters can log on to voterlookup.ca using their full name and date of birth, and either:

- property address; or,
- assessment roll number (19 digit roll number found on a Property

Assessment Notice or municipal tax bill).

Updates to this information will help ensure the Town's Voters' List is up-to-date before voters head to the polls this fall.

An eligible voter is a person who, on voting day, resides in Whitby or is the owner or tenant of land there, or the spouse of such owner or tenant, and is a Canadian citizen, at least 18 years of age and not prohibited from voting. After September 4, electors wishing to update their information may do so by contacting the Town directly.

For more information, visit whitby.ca/vote, email elections@whitby.ca or call **905.430.4315**, or go to voterlookup.ca to check the voters list

Town of Whitby

July 20, 2018

UPCOMING EVENTS

Whitby Youth Rooms

Youth ages 12 to 18 years are invited to drop in to any Youth Room on Wednesday, July 25 at 4 p.m. for hot fudge sundaes. whitby.ca/youthrooms

Culture in the Square

Tuesdays at 7 p.m. from July 10 to August 21 at Celebration Square, Whitby Public Library.

Music in the Park

WHITBY - Wednesdays at 7 p.m. until August 22 at Rotary Centennial Park. Sponsored by Hearing Excellence Whitby.
BROOKLIN - Thursdays at 7 p.m. until August 23 at Grass Park. Sponsored by Brookvalley Developments.

Farmers' Market

Now open every Wednesday from 9 a.m. to 3 p.m. until the end of October. Celebration Square, Whitby Public Library

whitby.ca/calendar

Special Council

July 23 at 6 p.m.

For more information, contact clerks@whitby.ca or 905.430.4315
whitby.ca/civicweb

Notices

Rossland Road Construction Now Underway

The Town is advising residents that Rossland Road West, from Lake Ridge Road to McQuay Boulevard, is fully closed and expected to reopen in November. whitby.ca/construction

Stay Connected

Sign up today to receive email notifications about news, notices and upcoming events. whitby.ca/subscribe



Notices



2018 Whitby Election

Nomination Day - July 27

The Town is currently accepting nominations for Municipal Council and School Board elections. All nominations must be filed by 2 p.m. on Friday, July 27, 2018, (Nomination Day) at the Office of the Town Clerk. All candidate nominations for Whitby Council must be endorsed by at least 25 persons. For more information on the requirements to submit a nomination, visit whitby.ca/vote

Are You on the List to Vote in the 2018 Whitby Election?

You can quickly find out if you are on the list to vote in the upcoming October 22 Whitby municipal and school board elections by visiting voterlookup.ca

2018 WHITBY IN BLOOM

GARDEN TOUR

Saturday, July 21 | 10 a.m. to 4 p.m.

Enjoy a free tour of 10 gorgeous gardens!

whitby.ca/whitbyinbloom

VOLUNTEER SURVEY



Have Your Say in the Town's New Volunteer Strategy

Survey closes Friday, July 20.

whitby.ca/volunteer

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Election coverage with the BTC

As we head towards the Oct. 22 municipal election, the Brooklin Town Crier will provide readers with a steady stream of information about those running for various positions and how the voting structure works. Watch for our extensive coverage beginning with the August 3 issue.

Nomination Process Closes July 27

Nominations in the Town of Whitby began on May 1, 2018, for the Offices noted in the table below.

In accordance with the Municipal Elections Act, nominations must be filed using the prescribed forms, accompanied by the prescribed nomination filing fee and nominations for an office on a council must be endorsed by at least 25 persons. The filing fee is \$200.00 for the offices of Mayor and Regional Chair and \$100.00 for all other offices. The filing fee is payable by cash, debit, certified cheque or money order.

A nomination must be signed by the candidate and may be filed in person or by an agent at the Office of the Town Clerk for the Town of Whitby (unless otherwise noted), during regular business hours (Monday to Friday from 8:30 a.m. to 4:30 p.m.) between May 1, 2018 and July 26, 2018 and between 9:00 a.m. and 2:00 p.m. on Friday, July 27, 2018 (Nomination Day). If a nomination for a candidate is filed by an agent, a letter must be submitted at the time of filing which authorizes the agent to file on behalf of the candidate. The letter must be signed by the candidate, and commissioned or notarized by a person authorized under the Commissioners for Taking Affidavits Act or Notaries Act. In addition to this letter, an agent must also provide a copy of the candidate's ID to be retained on file. No person who proposes to be a candidate may solicit or accept contributions for election purposes or incur campaign expenses until a nomination paper has been filed.

Offices for Election

Office	Number to be Elected
Regional Chair*	One to be elected by all electors in the Region of Durham
Mayor	One to be elected by all electors in the Town of Whitby
Regional Councillor	Four to be elected by all electors in the Town of Whitby
Local/Ward Councillor	Four to be elected, by electors in each of the four wards, in the Town of Whitby
Durham District School Board Trustee	Three to be elected by all English public school electors in the Town of Whitby
Durham Catholic District School Board Trustee	Two to be elected by all English catholic school electors in the Town of Whitby
conseiller (ère), Conseil scolaire Viamonde**	One to be elected by all French public electors in the Region of Durham, the Counties of Haliburton, Northumberland and Peterborough, and the Cities of Kawartha Lakes, Peterborough and Quinte West
conseiller (ère), Conseil scolaire catholique MonAvenir**	One to be elected by all French catholic electors in the Region of Durham, the Counties of Haliburton, Northumberland and Peterborough and the Cities of Kawartha Lakes, Peterborough and Quinte West

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1-888-575-4304

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Next Issue: Friday, August 3, 2018
Deadline: Friday, July 27, 2018

Our Brooklin Kids *By Leanne Brown*



Growing Independent Kids

I just sent my 9-yr-old daughter on an independent adventure, on a bus for a trip of a lifetime at an all-girls sleepaway camp. For the next two weeks, I won't have any contact with her except for a couple of hand-written "snail mail" letters and a few Facebook pictures. Am I worried? Not at all.

The whole idea of going to camp on your own and getting away from your family can be scary, but at the same time can build independence. I am impressed and take pride in this type of development in my child. Each time she returns, I get a more self-reliant, confident kid.

We live in a results-oriented world. We want our children to score the winning goal or star in the show. And we want them to do it without our help. But how can kids be encouraged to find their own solutions when we direct them and make all the decisions for them? With guidance rather than direction, kids are able to build self-confidence and independence because once they get over the fear of trying something new, they want to try more new things. This is something that isn't taught, but learned.

Develops self-confidence
Developing independent kids isn't

about watching them struggle or letting them fend for themselves. It's about encouraging self-confidence, making positive choices, and having a mind of your own. All these things are developed at camp. With no parent to pick up your clothes, tell you to bathe, what to eat, or where you need to be, kids somehow survive by making their own decisions with guidance from their camp counsellors.

At camp, the kids bond with their cabinmates by figuring out who gets which bunk, establishing cabin norms, working as a team, and building self-reliance and self-direction along the way. While camp has structured activities, the girls also have a say in what they do. All kinds of options are there for the taking. It's up to them to fill the time. Being independent is about choices. It's about saying "no" to something that doesn't feel right and "yes" to trying new things that do. My child comes home with tails of archery, canoe trips, ropes courses, and cabin antics that find her and her cabinmates on dinner clean-up duty.

Finding one's uniqueness
Starting this type of independence at a young age is good practice for the future and is crucial for proper growth. Independence isn't about taking the role model out of the

picture but rather about giving the child the ability to grow up into one's unique self in their own way. Kids grow into independent thinkers who choose right over wrong and know when to leave the crowd behind.

It's also about trying on different identities to find the one that fits. It's about letting children learn their

ideas matter, their decisions (and consequences) are theirs and that they will be supported along the way.

While I miss her, she always seems to "grow up" while away. I excitedly wait to hear about all her adventures.

Reuse Day: July 21 in Whitby

The Regional Municipality of Durham, Works Department, is encouraging residents to drop off reusable items, free of charge, at Reuse Days. The items will be donated to Habitat for Humanity ReStores (Ajax, Oshawa and Uxbridge locations), Diabetes Canada and the Salvation Army Thrift Store.

When: Saturday, July 21, from 9 a.m. to 1 p.m.

Where: Durham Region Waste Management Centre, 4600 Garrard Road, Whitby.

Why: Reuse Days is a program to help divert quality, reusable items from the waste stream, including: clothing, textiles, furniture, appliances, cabinets, countertops and most other reusable renovation materials. At Reuse Days, partnering charities work with the Region

to accept all good-quality, reusable household items and building materials.

Note: Only items deemed to be suitable for reuse by charities will be accepted. Garbage, household hazardous waste and electronics will not be accepted. Materials refused by charities must be removed by residents and may be disposed of at one of the Region's waste management facilities (fees may apply).

To learn more about waste management in Durham Region or for more information on Reuse Days, including a list of acceptable items, please visit durham.ca/waste, call 1-800-667-5671 or download the Durham Region Waste app.

Lane restrictions On Carnwith Drive

The Regional Municipality of Durham, Works Department would like to advise residents of lane restrictions on Carnwith Drive, from Way Street to the east side of Lynde Creek in Brooklin.

When: July 23 to mid-September. Unfavourable weather conditions may influence the work schedule.

Why: To safely install a new water-main.

Note: The Region realizes that the work may be disruptive, and will make every effort to complete the work as quickly and efficiently as possible. Drivers are asked to exercise caution for the safety of pedestrians, cyclists and construction workers.

For more information about Regional construction, design and environmental assessment projects, visit durham.ca/WorksProjects.



WORSHIP DIRECTORY

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(just 4 minutes north of Brooklin)
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905.655.8509 www.burnschurch.org

Brooklin United Church
19 Cassels Rd. E.
Sunday Services at 10:30 am
Sunday School & Nursery Care
www.brooklinunited.ca 905-655-4141
Come catch the Spirit!

St. Thomas' Anglican Church
101 Winchester Road East
Sunday Services: 8:30 and 10:30 am
Sunday School & Nursery Program (10:30am)
Wednesday 10:00 a.m.
Communion and Healing Service
905-655-3883
www.stthomasbrooklin.ca

Renaissance Baptist Church of Brooklin
40 Vipond Road (Just West Of Library)
Sunday Worship & Kids Program 10:30 a.m.
905-655-4554 www.brooklinrbc.ca
We're here for Brooklin!

Community Calendar

Fri., July 27: 4:00 - 5:00 pm
(4th Friday of each month)
Teen Leadership Council
at Brooklin Library
Whitby Library's Brooklin Branch seeks Teen Leadership Council members to share ideas & assist with special events and programs. Grade 9-12 students earn community service hours. Snacks provided. No registration required.
For information, email teenservices@whitbylibrary.ca.

French Family Storytime:
Children and their caregivers can join Madame Sue for weekly French Family Storytime! A half hour of French stories and songs, with a dash of English!
Drop in at Central Library's Children's Program Room

Tuesdays: 7:25 pm:
Brooklin Toastmasters Club
Practice public speaking at Brooklin Community Centre & Library.
Contact John Johnstone at jajhj@sympatico.ca or phone 905-683-4439 or Patricia Romano at promano257@outlook.com or phone 905-626-7055.

1st & 3rd Tuesdays
Community Care Durham (CCD)
Basic Foot Care at St. Thomas' Anglican Church. 905-668-6779

Mon.-Fri.
CCD delivers hot or frozen meals.
To order: Karen Andrews 905-668-6779

If you have a community not-for-profit event you would like included in the calendar, please email it to editorofBTC@gmail.com with the subject line "calendar." Priority will be given to Brooklin events. Some editing may occur.

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From the Brooklin Heritage Society

By Jennifer Hudgins

In 1936, my grandmother, Hattie Bailey, opened a concession stand in the orchard between her house at 149 Baldwin Street N and my grandfather Jerry’s Sunoco service station at 157. This stand was referred to as “The Booth” and it was from here that Hattie sold sandwiches, beverages, baked goods, candy, cigarettes, ice cream and paintings by local artist Cliff Delong.

A neighbour, Mrs Pengelly, baked pies Hattie sold by the slice. Local women brought flowers from their gardens. Members of Rebecca Lodge held their tea parties in the orchard.

Before closing the booth in 1953, Hattie also operated a concession stand for many years at the Brooklin Spring Fair.



Brooklin Addresses On Most Beautiful Gardens Tour

Three Brooklin addresses are part of the free 10 beautiful gardens on the Whitby in Bloom Garden tour being held on Saturday, July 21, 2018. They are: 27 Sinden Drive, 41 Petaluma Court, and 7860 Cedarbrook Trail.

Each year, the Whitby in Bloom Garden Tour features gardens of all shapes and sizes on some of the community’s most unique and colourful properties. This year, from 10 a.m. to 4 p.m., residents can stop by 10 garden locations – Whitby Town Hall, Holy Family Parish Church and eight private residences – to witness the creativity of residents.

What: Whitby in Bloom Garden Tour 2018 – for the complete list of participating gardens, visit whitby.ca/whitbyinbloom or pick one up at any Town facility.

When: Saturday, July 21, 2018: Drop by any garden location between 10 a.m. and 4 p.m.

Note: This event is free and does not require pre-registration. In lieu of a tour fee, non-perishable food items will be collected at each tour stop to be donated to local food banks.

For more information, visit whitby.ca/whitbyinbloom. Residents can also share their favourite garden photos via social media using the hashtag **#WhitbyinBloom**.

Those interested in being part of the 2019 Whitby in Bloom Garden Tour may submit their interest and garden photo(s) to events@whitby.ca for consideration.



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A Special BTC Feature

Brooklin Home-Based Businesses: Variety and Success

By Richard Bercuson

If you were to do an internet search of home businesses, you'd discover a wide array of information about how to run one, which franchises are best, the dos and don'ts, and how to even get started. None of this information would point to Brooklin as an example of a thriving at-home industry, one where people are making a success out of making and selling jewelry, roasting coffee beans, selling art, carving bowls from dead tree

trunks, making bath bombs and more. Indeed, soup to nuts, without the soup or nuts. Why this has taken hold in Brooklin is best left to a more detailed analysis. Is it because this is a relatively young and well-to-do community? Are people tired of the time and expense commuting to a job? Is there a burgeoning entrepreneurial spirit here? Whatever the reasons, the fact re-

mains that Brooklin's home businesses are not only succeeding locally but also well beyond the region's borders. Each owner's story is deserving of much more space. However, the BTC has chosen instead to give readers a taste of what some of your neighbours are up to. (Editor's Note: The Brooklin Town Crier does not endorse any product or vendor listed here.)

CGL Woodworking



Chris LaPine
chris.lapine@rogers.com
905-449-8496

Be patient when you order a carving from Mr. LaPine. He scavenges for chunks of dead trees, does a rough out of what he wants, then lets it dry "naturally" - for about 18 months. So made to order requires a bit of a wait. Which is why this wood carver has a large inventory of completed projects ready to sell. All you need to do is see them. His is not a business per se, he

claims, but rather a hobby. You can view his bowls, plates, rolling pins, bbq scrapers and other carvings at local events like Harvest Festival. His love for hands-on work began in grade 7 after taking a shop class. Now a technical consultant with Rogers, he spends much of his free time in his home shop and sells enough to pay for new tools. If you're looking for unique hand-carved designs or kitchenware, contact Chris.

Driftwood Decor



Lora Currie
www.driftwood-decor.com
96 Carnwith Drive East
Lcurrie@driftwood-decor.com
Instagram: @driftwood_decor
905-668-6085

For nearly four years, Lora has run this online business that features "100% Organic Soy Wax, All Natural Handcrafted Canadian candles." Like so many people running home businesses, the reality of being tied to someone else's schedule finally reached its nadir with the birth of her third child. Needing to be home more and with her "wheels always turning," she decided to get into the decor business.

As a result, her basement is the storage depot for her products and customers are constantly dropping by to pick up orders. She's even shipped to Australia. She works with an experienced candlemaker and graphic designer while she handles the blends and sales. Her products, which have been featured in magazines like "Cityline" and "Vitalize," are also sold at various pop-up stores.

Contagious Designs



Melanie Kalnitsky
contagiousdesignscanada.com
Info@ContagiousDesignsCanada.com
https://www.facebook.com/ContagiousDesignsCanada/
Instagram:@ContagiousDesignsCanada

"In the last two years," Melanie says, "the business has blown up." She means in a good way, as in seven days a week and even enlisting her husband's help to keep up with demand. During the day, she works with special needs people at Community Living Os-hawa/Clarington. In the evening, from about 4 pm to midnight, it's making Contagious Design a going concern. Her little company makes and sells handmade jewelry, 80% of which is created by her. Sterling silver pieces are made in Italy.

"I think a lot of our success has been because of our customer service," she says. "That and Brooklin Moms. They've made me successful. They post pictures and write great reviews on social media." Her products are also available in retail stores like Whitby's Words on Wood and Newcastle's Lil'Bit Country Store. As for the curious business name, one day a friend who'd bought one of her pieces said to her, "I love this stuff. It's so contagious." So there you have it.

Inkpen Studios





Emma Inkpen
emma@inkpenstudios.com
www.inkpenstudios.com
Facebook: @inkpenstudiosdesign

How do you know when a graphic designer is busy? When, by their own admission, they're too busy to update their web page. Such is the admission from Brooklin's best known graphic designer and artist, the person who created the logos for many of the businesses listed in this article. Emma Inkpen had worked for various Toronto graphic design agencies till parenthood declared the 9-10 pm arrivals at home as unsustainable. She turned to freelancing and, in the nine or so years since then, has created a wide and deep local niche in the art and design world. Perhaps best known for creating Whitby's Remembrance Day banners, Emma is first and foremost a corporate graphic designer. Still, the

work she enjoys the most is designing for small businesses, like those in Brooklin. "I love doing those," she says, "because you're not branding a corporation but a small business that's specific to them." Her parents brought her to Canada when she was just 15. An "outdoorsy" family of skiers and campers, they sought more opportunities. Here she's found them with her design business. While painting and drawing are more for her own sake as an outlet and not as a living, her work has appeared most everywhere: at Ribfest's Whitby Art Show, the Tom Thompson gallery, Artfest and more.

Keto//OS



Julie Rose Enns

julie.enns@gmail.com
https://julieenns.pruvitnow.com/ca/
416-319-8559

Julie Enns was a nationally ranked NCAA/Canadian college tennis player working in Toronto's corporate world when her young son was diagnosed with an illness that kept him in Sick Kids hospital for months. The experience spoke to her and her husband about needing a change. That came in April when they moved to Brooklin.

"As a former athlete, I wanted to be committed to helping other athletes," she says. "But it had to be a product I believed in." The product is Keto//OS, a ketone fuel source that purports to assist with appetite suppression (and weight loss), increased mental focus, and strength gain, among other attributes. She sells the supplement from her home and states that sales have been going quite well.

"People would fuel on glucose which is carbs and sugar which is fat," she adds. "You had to starve yourself or follow a crazy diet to burn off all your glucose in order to start using fat for fuel. Once you are using fat for fuel, the body breaks that down and creates ketones. Fat and ketones are a more efficient and better fuel source! If ketones are present, your brain absolutely prefers them first. And your organs. For the first time ever with a ketone supplement, you can have ketones in the presence of glucose. That means that your brain and heart get the ketones and your muscles get the glucose. Once you have the ketones in your system, that's where the better energy, the better focus, the better sleep, the better workouts, the fat burning, the appetite suppression all come into play."

Robinson Custom Made



Matt Robinson

4 Melody Drive, Brooklin Ont.
289-927-4156
matt@robinsoncustommade.com
fb.com/robinsoncustommade

Motto: "From our home to yours."

His father was a master woodworker who taught him the craft.

The fledgling business has already made its mark with an active Facebook presence, vendor sales, and an early mark in Durham Region where deliveries are beginning to take hold. He promises a website is "in the works."

It's an appropriate theme for Matt Robinson who, as a general contractor, decided about six months ago to expand on what had been tinkering around the house to a business. He and his wife have teamed up to offer goods they make from scratch.

Sketchit and Stitchit



One day, Terri Cuenca, who used to own an indoor play centre across from Grass Park, took her son to a gymnastics competition. However, they only had women's tee shirts to sell with nothing for the boys. Like all good ideas that need a kick, she decided to get into tee shirt sales. It was an immediate success.

of other products, though printing on tee shirts remains a staple. Her biggest challenge, she says, is trying to keep up with the changes in software and technology to enable printing on garments or objects like mugs.

Her facebook page and, as with so many, word-of-mouth reviews have provided her with plenty of business to date.

Terri Cuenca

905-626-4443
www.facebook.com/sketchitstitchit
sketchitstitchit@gmail.com

These days, her venture has branched out to produce a number

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Sly and Sons Coffee Roasters

Mark Sylvester and Rony Mikhael

info@slyandsons.com

www.slyandsons.com

Instagram: <https://www.instagram.com/slyandsonscoffee>

Motto: "Life's too short to drink bad coffee."

Did you know that as soon as a coffee bean is roasted, its tasty life declines? This explains why coffee places have to add preservatives, according to Mark Sylvester (in photo on left). His new venture, which began only two months ago, imports coffee beans then roasts them for you to take home, grind, and pour. He says some customers have told him the coffee is so fresh and good that they've stopped adding things to it like milk or sugar. "Our niche," he calls it.

They sell Colombian and Ethiopian beans bought from suppliers. In fact, his Colombian connection lives in Whitby and comes from a fifth generation family-owned coffee farm with an export licence.



"The coffee bean itself is the seed of a fruit, the coffee cherry," describes the coffee connoisseur. "Once you open the fruit, the lifespan is about two to three weeks." He and his partner import the beans and prepare them for the consumer, offering delivery subscriptions from the web site. They roast on Tuesdays and Thursdays and deliver on Wednesdays and Fridays.

Their instagram account provides quick updates on special deals and new roasts.



Whitby Soap Co.



Cathi Westrop

www.whitbysoapco.com

info@thewhitbysoapco.com

905-442-7121

Cathi Westrop parlayed a quarter century career in the cosmetic industry into a successful business selling soaps, bath salts and the like. It began simply enough when she was making soaps for family members. But darn if people kept asking for more. She acquiesced by expanding the inventory, running the business from her home and selling in several retail stores as well, two in Toronto and eight in Durham.

It's not quite a full time occupation yet as she's maintained her role as manager of Brooklin's Hum-

phrey's Boutique two days each week. However, she finds time to make the soaps herself, using olive, palm, and coconut oils - never animal fats - and with Health Canada approved ingredients. She's taught her husband to help out because of the number of orders. The result is that their basement, living room, dining room and office are now soap warehouses.

Little known factoid: She grew up in a small village outside a seaside town in Yorkshire, England. The town's name? Whitby. Hence the company name.

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Durham Region reports positive signs

In this "Hot Summer" market. Durham Region Association of REALTORS® (DRAR) President Dennis Roberts reported 918 residential transactions in June 2018, a 6.87 percent increase from May 2018 and a 7.92 per cent decrease from the same time last year. June also saw the number of new listings in Durham decrease month-over-month to 1,895, down from 2,247 new listings in May. The average selling price reached \$610,728 in June 2018, a 2.22 per cent increase compared to May 2018. "After some adjustment to the new Office of The Superintendent of Financial Institutions (OSFI) stress test regulations and generally higher borrowing costs, the increase in sales over the last couple months are a clear indication that home buyers have started to get back into the market," said Roberts. "Durham Region continues to offer the best home value in the GTA. According to the MLS® Home Index and Benchmark Price, Durham continues to offer affordable housing options for buyers," said Roberts. "Durham leads with the most affordable single-family detached, single-family attached, townhouses and apartments."

"The expectation is to see improvement in sales over the next year. Over the same period, however, it is likely that issues surrounding the supply of listings will persist. This suggests that competition between buyers could increase, exerting increased upward pressure on home prices. With a new provincial government in place and municipal elections on the horizon, housing supply should be top-of-mind for policy makers," said Jason Mercer, TREB's Director of Market Analysis and Service Channels.

Sotheby's CEO Brad Henderson said he expects home prices will rise by the end of the year in Toronto, although sales volumes will likely remain flat.

"There's going to continue to be upward pressure on prices in the single digits. It will probably be in the 5 percentage range," he said. "Costs continue to rise — there continues to be more demand than there is supply."

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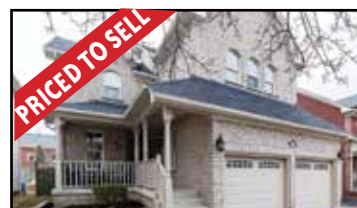


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