

Business of the Week

Dunny's Source for Sports



By Stewart Grant

It's amazing how time flies when you're having fun. This coming week will mark 35 years since Brian and Kim Dundas started Dunny's Sports, as evidenced by the accompanying photograph taken by the St. Marys Journal-Arquis in February 1981. Although we all know Dunny's today as our "go-to" destination in town for sports equipment and clothing, back thirty-five years ago it was just another new business with an uncertain future. Brian

and Kim got into the sports business just as their close friend, Doug Kennedy, was getting out. As such, Dunny's Sports took over the former home of Kennedy Sports, which stood at 204 Queen Street East (now the home of Deep Waters Music). For anyone starting a business or buying a home in the early 1980's, annual borrowing rates exceeding 20 percent were a major hurdle to overcome. Not only were the interest payments difficult to manage, but local banks weren't ea-

ger to even lend the money to a young twenty-something couple starting out. Fortunately though, Brian and Kim Dundas caught a break when the CIBC branch in Stratford agreed to loan them the necessary funds to get their business started. Looking back on the experience, Brian and Kim have a lot of appreciation for the early advice provided to them by John Blake. Mr. Blake helped pencil out the numbers in testing whether Dunny's Sports could be viable, and helped provide them with general business sense that they use in the business to this day. "Do one thing and do it right" is one example. Another secret to Dunny's success is simply "Hard work. It takes more than 40 hours a week to be successful in your own business." Certainly another key to the success of Dunny's Sports has to do with their role in the community and how they have enjoyed giving back. Both Brian and Kim have taken leadership

roles in Minor Sports as Presidents, Conveners, coaches and more. In fact, Brian was honored in 1990 with the Volunteer of the Year Award in St. Marys. It seems that everyone knows Dunny, and the kids growing up all love to spend time with him, a feeling that is mutual. As well, Brian and Kim have been blessed over the years to have had excellent staff at Dunny's Sports who share their high standards for customer service. Over time, the business has continued to grow and evolve. In 1987, Brian and Kim bought the building that houses their current location, and later that same year they joined the "Source for Sports" buying group which has been critical to keep prices low and to ensure the best quality merchandise. Fifteen years ago, Dunny's Source for Sports opened in Stratford and has experienced similar success as the St. Marys location. Congratulations to Brian and Kim Dundas on 35 great years and counting!

Independent Shorts

- **Barn Fire:** Close to 200 pigs perished in a fire near the village of Monkton on January 23rd. Taking nearly 5 hours to put out, thankfully the majority of the pigs at the barn on Line 49 were saved (almost 1800) as a result of quick response of the local fire department.
- **VIA commission revenue up:** The Town budgeted \$14,000 as anticipated ticket commission revenue for VIA in 2015, but ultimately ended the year at \$20,261.26. In 2014 the ticket commission revenue was \$12,993.53. The new surplus was due to the great efforts of some tireless people trying to promote VIA including Chris West and the Save VIA Committee and Town VIA employees such as Erin Emm.
- **Another PA Day!** Ontario Regulation 304, "School Year Calendar, Professional Activity Days", made under the Education Act, sets out the requirements for school boards when planning school year calendars. At the commencement of the 2015-2016 school year, the regulation required that school boards designate two PA days per school year and permitted boards to designate up to four additional PA days per school year. Any school day not designated as PA days are instructional days. A key term of the settlements that were negotiated recently with employee groups was the provision of an additional PA day each school year. The requirement for an additional PA day is effective immediately and, as such, applies to the current school year. The School Year Calendar committee met on January 5, 2016, and following that meeting contact was made with Huron Perth Catholic DSB. Both committees have selected Monday, May 9, 2016 as the additional PA Day for all schools in Huron and Perth counties.
- **New Town Website:** A much overdue new Town of St. Marys website was unveiled on Tuesday night at the Council meeting by Kelly-Lyn Baird and Stacey Wheel. Every thing you want to know about the town is on the website. On there you will find the proposed budget and if you want to make any suggestions there is an opportunity to do so. It is worth checking out at townofstmarys.com

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