

## Summer Company 2017: Jenna Smallengange One Thousand Islands Boat and Cottage Cleaning Service



Jenna Smallengange loves to learn. Though she's pursuing concurrent education for biology and math at Queen's University, she says business is another subject that has intrigued her through school.

"I'm in teaching, but I've always had an interest in entrepreneurship," Jenna says. "Opening up a seasonal business has always been a dream of mine – like, in the summer times when I'm off. I love my business courses and I love learning about that kind of stuff. And I guess I just like the life of an entrepreneur, to

be honest. I've really enjoyed this summer and I like building my own schedule and the flexibility of everything."

Jenna spent her summer running her own business in and around her hometown of Gananoque: One Thousand Islands Boat and Cottage Cleaning Services.

She used the summer company program to launch something she had casually been doing for the past couple years into a full-fledged business.

"I used to work at the Gananoque marina so I was always around boats and stuff and I cleaned boats for friends and family in the past. So, I thought I might as well make a business out of it because it seemed to be in high demand."

Her friend recommended she apply for the summer company program and Jenna agreed to give it a go.

"I decided to join the summer company program to gain insight on what it takes to become an entrepreneur and get the mentorship from different entrepreneurs in the community... And to help me with different aspects of my business like marketing and gaining clients," Jenna says.

And that she did.

"I pretty well gained a new customer once a week," she says.

In total, Jenna served approximately 30 clients, with 20 of those being on a weekly basis.

"Overall it was really busy. And when people would see me cleaning, they would come up and say 'oh, I'm interested in getting my boat done'... and I found that bi-weekly customers quickly changed to weekly customers."

Now that summer is over and the boats are all put away, Jenna has locked up shop, but looks forward to next season.

"They want the services again next year, which is great," she says.

With two more years of school ahead, she says she plans to run her business for at least those two summers, but says her business could potentially continue even after she's done school.

"I just like to be outdoors and I like to see that the customers are satisfied."

