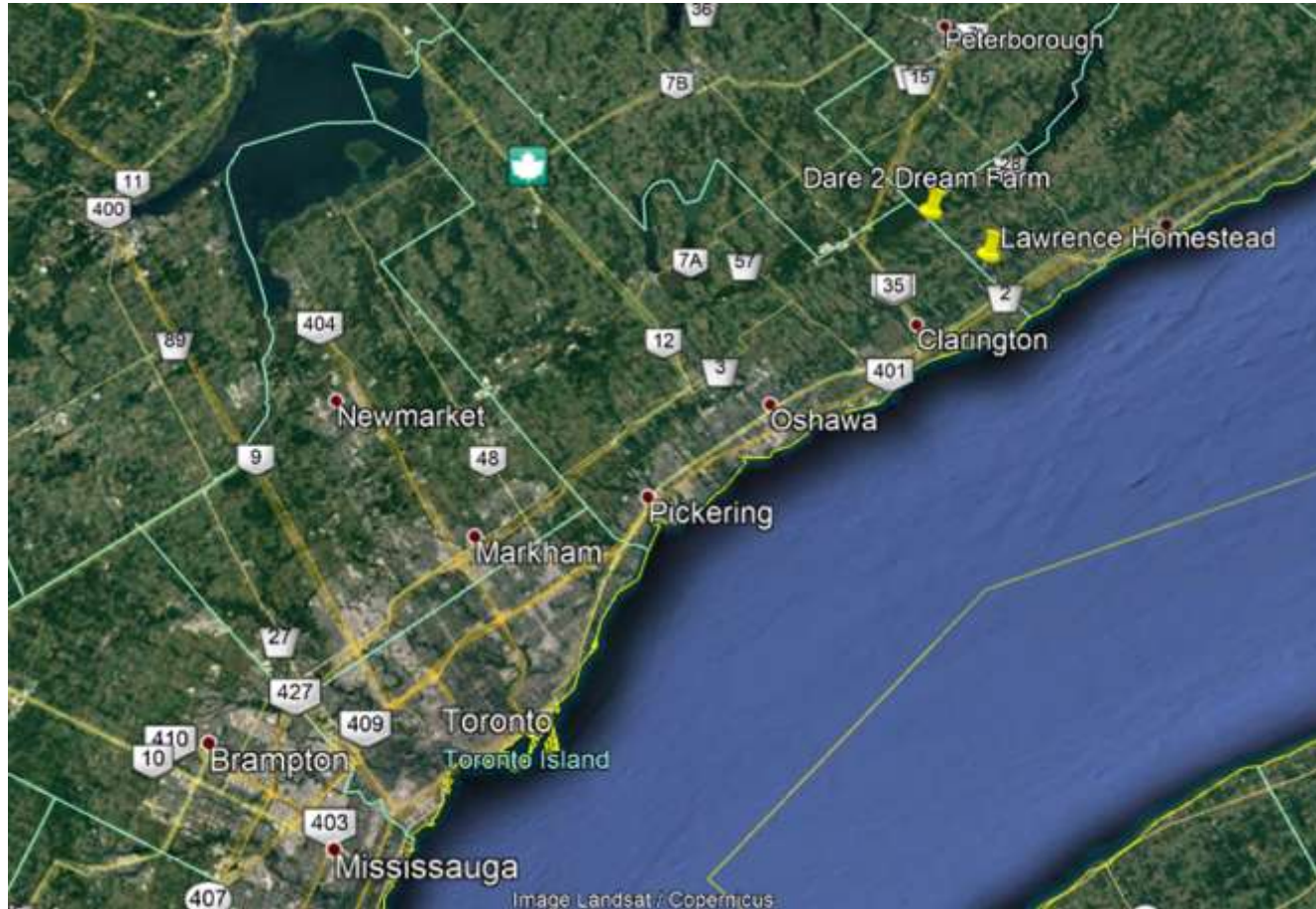


*dare2  
dream  
farm*

**MAPLE BEE  
NECTAR**  
NATURALLY SWEET

- Ontario, Canada based family farm that produces unique products from Canada's Natural Sweeteners.

# Dare 2 Dream Farm



Kendal Ontario – Clarington  
Eastern edge of the GTA greater Toronto area  
20km south of Peterborough





**Fibergrate**  
Composite Structures



**NIA**  
North American Company  
for Life and Health Insurance  
Since 1885

**Canon**



**BDC**

# 2009 Lyme Disease – bacterial infection

- Body was shutting down over a 7 year period.
- Doctors treated symptoms NOT the cause
- Cataracts, Arthritis, Chronic fatigue, severe memory loss etc.
- Multiple unexplained symptoms

*Don't let Doctors just treat symptoms without knowing cause*

# Road to Recovery

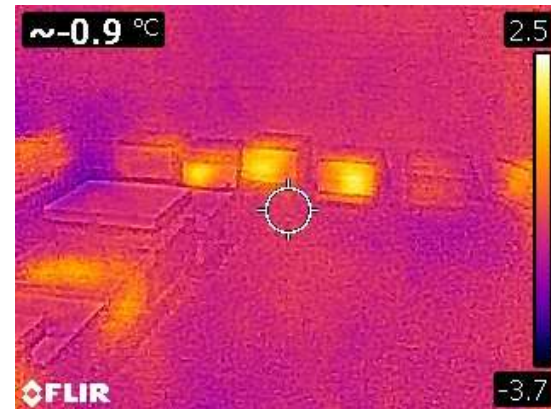
- 8 mos of antibiotics then 2 years of herbal treatment –  
(Never left Canada)
- Eat clean – minimal pesticides
- Eliminated refined sugars and high fructose corn syrup
- Honey/ maple syrup

*For every problem there is a solution  
Every solution is a business opportunity*



2014/07/27

# 2013 – 80 % Winter Loss Solution – Indoor Winter Bee Room Ready for Winter



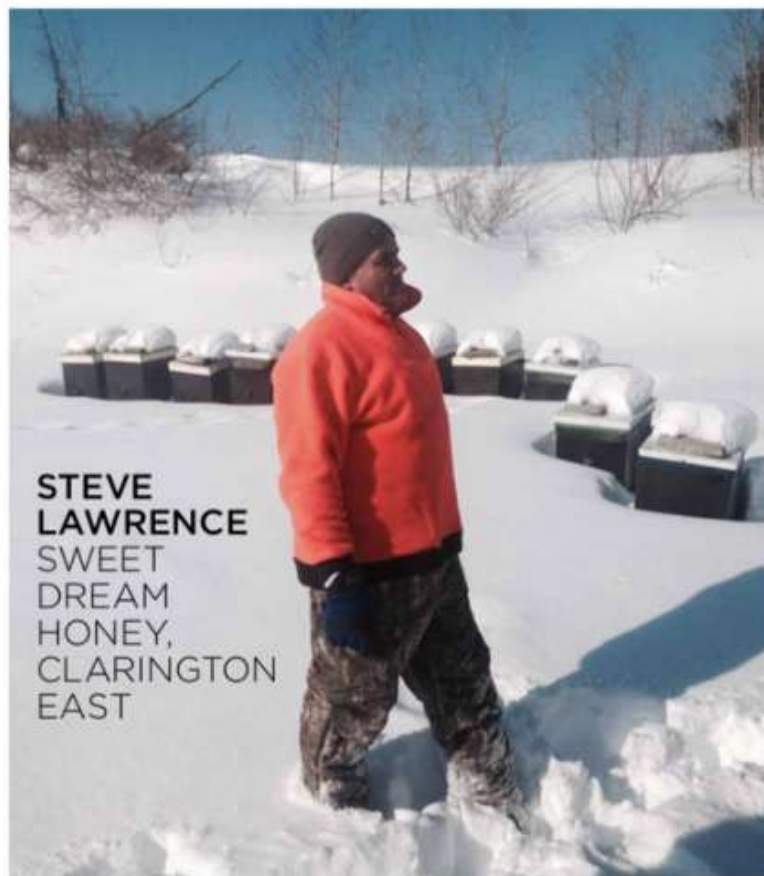


# ONTARIO BEE JOURNAL

SEPTEMBER /  
OCTOBER 2016

MEET A BEEKEEPER

MEET A BEEKEEPER



**STEVE  
LAWRENCE**  
SWEET  
DREAM  
HONEY,  
CLARINGTON  
EAST

**I GREW UP ON A FARM NOT FAR FROM WHERE WE LIVE NOW.** My dad was a full-time cash crop corn farmer and also worked full time at General Motors. In 1984, he was killed in a farming accident. I thought, why would anyone want to be a farmer, eight hours on the farm and eight hours in General Motors, only to die doing it?

After my father's passing, my wife Patty and I built a house and raised our two boys on the corner of the family farm. During a six-year period I became very sick. The doctors had treated all of my symptoms and my health deteriorated. In 2011, I was diagnosed with Lyme disease. In an effort to improve my immunity and health, we started growing our own food, raising chickens for eggs, and making maple syrup. We also started keeping bees so we could use honey instead of sugar. Two hives turned into seven, and I caught the buzz. We soon had 35 hives on our property.

During our expansion, we tried to purchase the family farm. My mother was afraid that an accident would be her fault and wouldn't allow us to take it over – so we bought our own property. We named our it Dare 2 Dream Farm. We use it as a canvas to create products for people who wanted to know where their food comes from, and to teach them about eating clean, good quality food. We raised goats and chickens – but our main focus has always been beekeeping.

I thought my first bees from Todd Kalin at Dancing Bee in Port Hope. I took his beginner workshop in the afternoon and picked up my bees that evening. During the course, Todd wasn't wearing much protective equipment – a veil and long sleeve shirt. I brought the nuc home and went to install them in the lines that night in the dark. As Todd had done in the afternoon, I didn't wear much protection. We still refer to that experience as the *Night of 100 Stings*.

Michael and Brenda Perrin, our bee inspectors, have been a wealth of knowledge. I've taken all the TTP courses and have done lots of research on the internet. I also attended a seminar with Michael Bush in Peterborough earlier this year – his advice is practical and I recommend his books. But the biggest education has come from the bees. I'm always trying to be innovative with Best Management Practices and try to keep bees using minimal chemicals.

We built our honey house in 2013 and did good business with customers coming to our honey stand. We were up to 80 hives, but that winter we lost 80%. It happened again the following year. I decided I could either give up or make major changes. After doing some research and getting some advice from Paul Notak, the provincial apiarist, we tried wintering our colonies in a storage room indoors. We had zero per cent loss. We were back in business.

We knocked down the original storage room and built one that was six times larger. The room is totally dark, kept between 4°C and 6°C, and uses an HRV system to bring in fresh air. We use only red light, no white light, and we use a FLIR camera to monitor the bees. We overwintered 35 colonies last winter and have almost 80 now by splitting throughout the summer.

**I BROUGHT THE NUCS HOME AND WENT TO INSTALL THEM IN THE HIVES THAT NIGHT IN THE DARK. AS TODD HAD DONE IN THE AFTERNOON, I DIDN'T WEAR MUCH PROTECTION. WE STILL REFER TO THAT EXPERIENCE AS THE NIGHT OF 100 STINGS.**

Our aim and focus is to make unique products, such as flavoured honeys and honey mustard – we're always working on new products. Our honey house and processing area will be tripling in size, and we're working on expanding our tour program – it's challenging to conduct a one-hour tour and have someone just buy a jar of honey in the end.

We've recently begun hosting WWOOFers ([www.wwof.ca](http://www.wwof.ca)) – people from around the world who volunteer to work and learn on organic farms. We've hosted nine in the past year and it's working out really well for us. They're generally a huge help on the farm. Our last two volunteers were Ladla from Switzerland, who was blind, and Thomas from Germany, who was deaf. Our greatest take away from these two people was how you can overcome obstacles if you put your mind to it. We enjoy sharing our knowledge with young people and it's a great opportunity for the woodmen to learn about life in Canada away from the tourist traps.

My wife tells me that beekeeping keeps me calm. For myself, I love to learn from the bees – they really are the best teachers. Michael Perrin told me in my first year "You're not a beekeeper till you've done it for five years." After six years of keeping bees, I am starting to become a beekeeper. 🐝





**Royal Winter Fair 2016**  
**Ribbons for honey section**

**A Taste of Canada!**



**Canada  
Sweet Sticks**

















## Maple syrup addiction – 5 taps to 2500 taps



# MAPLE BEE NECTAR

NATURALLY SWEET



**Same Health Benefits MUCH Better Taste**



# What is Honey Vinegar

- Honey vinegar is Honey wine(Mead) converted into vinegar.
- Zero Sugar – all sugars were converted in process.
- 5% acetic acid



# Sial 2019 Pitch Competition

14 Competitors for Innovation in  
Canada Food

First Place – MapleBee Nectar  
“Honey Vinegar”



# Opportunity

- Nutrition Doctors tell us that everyone should take vinegar. Problem is 70% of population cannot stand taste of apple cider vinegar.

**Honey vinegar tastes MUCH better.**

- 100's of testimonials for this product since Sept 2018.
- Vinegar is \$750m industry growing 5-16% per year.
- Priced similar to apple cider vinegar.
- Repeat and loyalty to this product is humbling.





# Goal Setting

## Where do you want to be in 5 years

- Fantasize about it, create list of 30.
- Reduce list to 1-2 lines in 202?
- Write it out on piece of paper, read it 2-3 times a day.
- Goal will come true, guaranteed

*Success is the progressive realization of a worthy goal  
Napoleon Hill*





**The gold rush of the 21<sup>st</sup> century**

## Dare 2 Dream Farm – Altum Extracts

- Extraction facility 90% complete for license – license approval 2019
- Drying processing facility 75% complete
- Goal in 2020 is to obtain LP license for 50 acres of grow.
- Establish a network of new growers on old tobacco farms
- Implement a clone to sale arrangement Pre buy crop

*Honey and Maple Syrup Edibles -- 2020*

*Are you a miner or shovel salesperson?*





**Steve Lawrence**

**Dare 2 Dream Farm**

**Maplebee Nectar – Sweet Dream Foods Inc.**

**8169 Langstaff Rd. Kendal Ontario**

**[steve@dare2dreamfarm.com](mailto:steve@dare2dreamfarm.com)**

**905 447 9815**

