

## ELP10 BIO PACKAGE

### Statistics

- Chosen from 411 nominees
- Ages 31-64
  
- 40 companies

### Locations

- 17 NB
- 4 NS
- 5 PEI
- 2 NFLD

### Revenue

- 13 @ \$0-1M
- 12 @ \$1-5M
- 3 @ \$5-50M
  
- Total \$63M

### Employees

- 15 @ 1-10
- 10 @ 11-50
- 3 @ 51-100
  
- Total 549



## Ginette Ahier

CEO / Co-owner  
Adorable Chocolat Inc.  
Shédiac, NB

[www.adorablechocolat.ca](http://www.adorablechocolat.ca)  
[ginette@adorablechocolat.ca](mailto:ginette@adorablechocolat.ca)

Ginette Ahier founded Choco Cocagne in 2008. This artisanal chocolaterie broke new ground with its dazzling array of world-flavor infused products. In 2013 she teamed up with her main competitor Mr. Frédéric Desclos, merging their collections under the Adorable Chocolat banner. Since then, this high end chocolate company has increased its production capacity, streamlined its operations through strategic investments and partnerships, and tripled sales.

Driven by passion and creativity, Ginette is determined to grow Adorable Chocolat to the forefront of this very challenging industry. Maximizing the use of local, organic and fair trade products, she strives to maintain product quality and integrity throughout the company's expansion.

Recipient of the 2015 CBDC Women Entrepreneur Award and recognized in 2013 as one of 20 emerging Canadian culinary entrepreneurs, Ginette resides in Cocagne NB with her husband Mathieu and two children, Florence and Louis. Sailing and karate keeps her focused.



## Joel Albert

Vice President  
NorthTaste Flavourings Inc.  
Anse-Bleue, NB

Northtaste.ca  
Joel.albert@northtaste.ca

Growing up in an entrepreneurial driven household Joel developed a passion for business at a young age. Graduating from UNB in 2004 in Business Admin, he immediately took over the daily management of the family Moving & Storage business. Throughout his time as active manager, he was appointed Marketing Chairmen for Allied Van Lines Canada at the age of 22. He holds over 10 year of Allied Sales Manager of the Year Awards and has lead his team to over 10 years of consecutive Customer Choice Awards in the industry. In 2009 Joel moved into the role of VP and co-founder of NorthTaste Flavourings Inc.(NT) - a leading expert in natural seafood flavors. They're known for their unique process of re-utilizing seafood waste materials. Through creating value-added ingredients for the food industry, they help Maritime processing companies minimize waste and the negative environmental impact to our oceans. As VP, Joel developed the company's business plan & sales strategy that would bring it from start-up to success over the past years. Joel has a passion for cooking, fitness and living a healthy lifestyle. He always looks forward to time and good laughs with is wife, family, and friends.



## Marc Albert

CEO

DPL

Moncton, NB

[www.dplwireless.com](http://www.dplwireless.com)

[marc@dplwireless.com](mailto:marc@dplwireless.com)

Marc has been pushing himself to achieve more since a very young age. At 14 he taught himself to code because he always preferred writing games over playing them. At 16, he took up guitar playing, singing and songwriting, which led to winning a national songwriting contest at the age of 19. Marc graduated with honours and first in class from NBCC Moncton's CET program in 1997 and was hired by DPL(est. 1974) in Saint John. DPL did a re-boot in 2003 and Marc became an owner. As CTO he moved back home to Shediac River and spearheaded a new era of ATM and Vehicle Tracking products that exploded onto the market. As CEO of DPL since 2014, Marc did a full rebrand and plugs in to new business and leadership ideas to create the best version of himself, and ultimately fuel a corporate culture that provides increased employee satisfaction.

Marc is involved in entrepreneurial mentorship in Moncton and relies heavily on social media for educating, promoting change and driving engagement for important causes. As a father of 2, husband and business leader, he exemplifies DPL's motto of "No Rules, Just Results", and is driven to achieve regardless of the obstacles.



## Serge J. Arsenault

President/Co-owner  
Goguen Monuments Inc.  
Ste-Marie, NB

[www.goguenmonuments.ca](http://www.goguenmonuments.ca)  
[serge@goguenmonuments.ca](mailto:serge@goguenmonuments.ca)

Serge is the president and co-owner of Goguen Monuments in the beautiful region of Ste-Marie-de-Kent, NB. Since purchasing the company in 2009 on the 100<sup>th</sup> anniversary, he has increased sales by 200% and was recognised by Enterprise Kent in 2012 with the Young Entrepreneur Award. He believes the key to his success is treating every customer and employee like family.

After being diagnosed at the age of 20 with cancer and going through chemo and radiation therapy, his outlook on life changed. After realizing life is fragile, it gave him the courage to one day pursue his dream of becoming an entrepreneur.

He also gives back to the community by volunteering with a non-profit group “les Richelieu de Richibucto” that helps fund rural francophone youth programs. Serge also serves as president of the Bouctouche Chamber of Commerce.

Goguen Monuments has been serving Southeastern New-Brunswick families for over 108 years through the grieving process by helping create lasting memories of their loved ones.





## Andrew Bedford

C.E.O.

The Hartt Shoe Company Ltd. /  
Ginger Design Inc.  
Fredericton, NB

[www.gingerdesign.ca](http://www.gingerdesign.ca)  
[andrew@gingerdesign.ca](mailto:andrew@gingerdesign.ca)

Andrew is the CEO of Ginger Design Inc. and The Hartt Shoe Company.

Ginger crafts brands, educates audiences, influences change and builds communities. Deriving passion from projects that matter and working to support leaders who are changing the face of the region.

Building on Ginger's success, The Hartt Shoe Company is a modern revival of the Fredericton based iconic 120 year old Canadian men's quality shoe brand. Andrew combines his passion for business, marketing, design, and quality in this new venture.

Andrew believes that business is the most powerful platform to make the world a better place. Ginger & Hartt have social missions and contribute resources to doing good.

Andrew is a proud step-father of two girls and is actively involved in his community.



## Adam Clawson

President/Founder

Red Rover Brewing Company .Ltd

Fredericton, NB

[www.redroverbrew.com](http://www.redroverbrew.com)

[adam@redroverbrew.com](mailto:adam@redroverbrew.com)

Born in Leeds (UK), Adam and partner Nicola moved to New Brunswick after completing an MEng in Mechatronics. His goal was to study and work designing prosthetic hands, a dream he achieved as lead mechanical engineer for the UNB Hand project.

Noticing the rise of cider in Europe and identifying a lack of the beverage in the Maritimes, Adam founded Red Rover Craft Cider in 2012, a craft producer that specialises in the production of dry and semi-dry English style ciders, made from 100% NB apples. Over the past five years the company has been able to expand both production and distribution across the Maritimes and now employs 16 full and part time staff. Red Rover was named Atlantic Canadian Cidery of the Year in 2015 and has been recognised as some of the best cider in the world, winning awards including four Gold medals at regional, national and international cider competitions.

He continues his passion for education, lecturing part-time in Engineering at UNB. As a founding member and current Vice President, of the NB Craft Alcohol Producer's Association, Adam actively lobbies for modernisation of the sector which recently contributed to him being named Fredericton Chamber Business Person of the Year 2016.



## Mitch Cobb

Co-Founder and CEO  
Upstreet Craft Brewing  
Charlottetown, PEI

[www.upstreetcraftbrewing.com](http://www.upstreetcraftbrewing.com)  
[mitch@upstreetcraftbrewing.com](mailto:mitch@upstreetcraftbrewing.com)

Mitch Cobb is the Co-Founder and CEO of Upstreet Craft Brewing, a production brewery, taproom and restaurant in Charlottetown, PEI working to create a positive impact in their community. Since opening in 2015, Upstreet has become one of the fastest growing breweries in Atlantic Canada with products in over 100 restaurants and liquor stores in PEI, NS and NB. In 2016, Upstreet was awarded the Start-Up Canada Regional Award for Social Enterprise, as well as the Charlottetown Chamber of Commerce's Emerging Business Award.

Upstreet was not Mitch's first crack at entrepreneurship. In 2008, after spending a year in South East Asia, he started Canadian Access, an online portal for international students applying to schools in Canada. While the business failed after two years, Mitch's passion for entrepreneurship remained.

Mitch moved on and completed his MBA in 2012, while teaching in the Business Administration program at Holland College. It was during his MBA that he took a keen interest in social entrepreneurship and the seeds of building a business with a positive community impact were sown.





## Darren Cousins

President

Twin Shores Camping Area  
Darnley, PEI

[www.twinshores.com](http://www.twinshores.com)  
[dcousins@twinshores.com](mailto:dcousins@twinshores.com)

Darren has been President and co-owner of Twin Shores Camping Area since 2010. In business since 1969 Twin Shores is one of the largest, highest rated campgrounds in North America. Darren and his wife were close friends of the family that started Twin Shores. When the business was going to be sold in late 2009 Darren and the youngest son of the original owners joined forces to purchase the campground.

Having grown up on a family farm in Darnley PE he was an entrepreneur from a young age. While growing a small business on the side he held jobs as a heavy equipment and forestry equipment operator, truck driver and farm machinery salesman. In 2000 an injury forced him to give up running equipment. With an uncertain future Darnley Development was incorporated to take in several small sideline businesses. Today Darnley Development Ltd. consists of a small golf course, 18 hole mini golf, 2 outdoor laser tag courses, a landscape and heavy equipment division, residential rentals, storage warehouses and laundromats.

Darren still lives next door to the family farm where he grew up with his wife Susan and two sons, Blake and Brent.



## John Dunphy

President  
Target Tours  
Morell, PEI

[www.targettours.ca](http://www.targettours.ca)  
[jdunphy@targettours.ca](mailto:jdunphy@targettours.ca)

John and his wife, Lynn, began Target Tours in January 2009. Target Tours first provided escorted group tours by motor coach and then built the business to include cruise, fly, and school tours. In 2015, Target Tours purchased a receptive tour business and now offers step-on guide services and itinerary planning to worldwide groups visiting the Maritimes of Canada. The Target Tours team currently includes 5 office staff, 3 Tour Directors, and 8 Step-on Guides. Target Tours plans on growing the company through further acquisitions and developing small group travel for both the outbound and inbound market in the Maritimes.

John graduated from Holland College in 1986 with a certificate in Accounting Technology. In 1987, he started a career in travel with The Travel Store and held the title of Operations Manager for 14 locations throughout the Maritimes. Starting in 2006, he became licensed to drive a motor coach and started developing group travel for the Travel Store. This became the motivation to start his own business and share the joy of group travel with others.

John and Lynn live in Morell, PEI and have two daughters, Sarah and Lindsay.



Dr. Heidi Eaton was born on PEI and grew up in Moncton, NB. She began working in her family business, Argus Hearing Center, in her teens and she still enjoys guiding patients through the delicate process of diagnosis and treatment of hearing loss.

Heidi attended UNB(BA) and then graduated with a Master's in Audiology from Dalhousie University. She became the first female Doctor of Audiology in New Brunswick (Au.D), in December 2006.

In 2013, she and her business partner, Norma Eaton, purchased Argus Hearing Center, with offices in Moncton and Miramichi. She embarked on office renovations and expansion to support business growth. Having hired new Audiologists and a support team of 14 employees, Heidi's primary role now is business development. Argus was a finalist in the GMCC Excellence in Business Awards in 2016.

Heidi is a member of the Moncton West and Riverview Rotary Club, and a SPCA board member. She's an avid reader and traveller. She is mother to a son, Wyatt, and a daughter, Jessie, and partner to Westley.

## Dr. Heidi Eaton, Au.D.

President  
Argus Hearing Centre  
Moncton, NB  
Miramichi, NB

[www.argushearing.com](http://www.argushearing.com)  
[heidieaton@hotmail.com](mailto:heidieaton@hotmail.com)



## Robert Gale

President

Rothesay Capital Partners

Saint John, NB

[robertgale@rothesaycapital.com](mailto:robertgale@rothesaycapital.com)

Robert Gale has owned and operated more than a dozen companies throughout Atlantic Canada, at times, with as many as 200 personnel. The companies have operated in areas ranging from food production, food service, hospitality, transportation, marine construction, marina operations, retail, manufacturing and finance. He is currently the CEO of Rothesay Capital Partners, a business providing bridge financing to qualified companies in specific circumstances. Robert is also the owner of the Charlottetown Marina and Peake's Quay Marina in downtown Charlottetown, Prince Edward Island.

Robert has had the advantage of having lived in all four Atlantic provinces as a result of his father's banking career which entailed being transferred on average, every 18 months.

He and his wife/ business partner of 28 years currently live between Saint John and Charlottetown and are the parents of two adult children. While Robert enjoys most sports, especially coaching and competitive sailing, his real passion has always been creating and growing businesses through his direct involvement.



## Blair Hyslop

President

Mrs Dunster's (1996) Inc.  
Sussex, NB

[www.dunsters.com](http://www.dunsters.com)

[blair.hyslop@dunsters.ca](mailto:blair.hyslop@dunsters.ca)

Blair has spent the last 25 years working to build great Atlantic Canadian food brands here at home and around the globe. His career started with Eastern Bakeries in Saint John N.B. managing brands like Butternut, Karnes and Fun Buns. He eventually moved on to other iconic Maritime Brands like Alpine, Moosehead and King Cole Tea. Blair spent most of his career with McCain International Inc. where, as V.P. of Marketing, his team had responsibility for building the McCain brand in more than 100 emerging markets around the globe.

In 2014 Blair and his wife Rosalyn achieved their goal of having their own family business when they purchased Mrs. Dunster's in Sussex, NB and in 2015 added Snair's Golden Grain bakery in Borden-Carleton, PEI. In three years the company has grown quickly with 125 employees and one of the most extensive line of fresh baked goods of any bakery in the region. Mrs Dunster's distributes fresh baked goods to just about every grocery store and many restaurants in the Maritimes and Maine at least twice a week.

Blair is active in many community organizations and initiatives. Blair lives in Quispamsis N.B. with Rosalyn, and their kids Josie (20), Emma(18) and Noah (13).





## Matthew Joyce

Owner

JTR Commercial Services  
Saint John, NB

[www.jtrservices.ca](http://www.jtrservices.ca)  
[matt@jtrdumpster.com](mailto:matt@jtrdumpster.com)

Matthew is the owner operator of JTR Commercial Services, a service based business focusing on portable storage container and construction dumpster rentals. JTR was founded in 2008, when Matthew purchased his first cargo trailer and started doing “you load, we haul “ moving services. The company services Saint John and surrounding areas, and has now grown to 90 containers and 5 employees including himself and his wife, Gina. After graduating from high school in 2000, he went on to work in the petroleum inspection business with his father and brother for almost 15 years. During his years of working as an oil inspector, Matthew spent his spare time purchasing and managing residential and commercial real estate in Saint John and parts of Nova Scotia. It was through these experiences and his knack for spotting an opportunity, that he noticed the need for a residentially friendly dumpster and portable storage container service.

Matthew was born and raised in Saint John, and enjoys spending time with friends and family. He loves to play hockey and golf, and has recently become a supporter of Pro Kids in Saint John. He feels that lifelong friendships can be formed through team sports and group activities.



## Scott Kennedy

President

Kennedy Metals Inc.

Pleasant Valley, PEI

[www.kennedymetals.ca](http://www.kennedymetals.ca)

[scott@kennedymetals.ca](mailto:scott@kennedymetals.ca)

Scott has a passion for business and developing mutually beneficial relationships with co-workers, customers, suppliers and industry contacts. He is the co-owner of Kennedy Metals Inc. along with his father (William) and brother (Blair). Kennedy Metals is a manufacturer of metal roofing and siding with a growing list of products for residential, commercial and agricultural projects.

Prior to joining the family business on a full time basis, Scott spent 10 years as the Sales Manager for Rollo Bay Holdings Ltd., a potato growing, packaging and marketing operation in Souris, PEI. Through his experiences working with the owners (the Keenan family) Scott gained valuable experience which focused on customer service and product innovation.

Scott and his wife Susan live in Charlottetown with their daughters Ainsley and Ivy.



## John Kimmel

Founder and Managing Director  
RevIQ  
Charlottetown, PEI

[www.reviq.co](http://www.reviq.co)  
[john@reviq.co](mailto:john@reviq.co)

John is Founder and Managing Director of RevIQ, a team specializing in revenue optimization and product management for live revenue exploitation products.

After spending his high school years consulting in IT for application development and system architecture design in his home town of Toronto, John moved east to study Philosophy and Economics at the University of King's College and Dalhousie University in Halifax.

After school, John moved into the film and TV production/post-production world, starting as as "Chief Geek" and Producer at a Halifax production house before returning to Toronto to start his own production company. A chance call from an old film friend in 2013 brought John back East to Moncton as Producer and then VP Ops at Gogii Games where John helped the Gogii team transition from Premium game development to the 'new world' of Free-to-Play (F2P).

Taking these experiences and skills, John founded RevIQ with partner George Donovan in 2015, focusing on growing RevIQ business with a skilled team, proprietary technology and tools, and and industry-leading expertise supporting the \$70BB F2P space.



## Jordan Kyriakidis

President & CEO

QRA Corp

Halifax, NS

[qracorp.com](http://qracorp.com)

[jordan@qracorp.com](mailto:jordan@qracorp.com)

Jordan is co-founder of QRA Corp and has almost 15 years leadership experience, guiding and inspiring teams of driven, high-performance individuals to collective success. Since 2002, he has been a professor of Theoretical Physics, and is an accomplished scientist with numerous international publications; about a year ago, Jordan left his tenured position at Dalhousie University to focus full time on QRA Corp.

Jordan created the initial algorithms powering the QVtrace engine and has successively taken fundamental research out of the university laboratory and developed it into compelling and necessary engineering tools.

Fond of saying “tech companies rarely fail because of their technology,” Jordan is most proud of the culture and team at QRA. He has recruited some of the top technical and business talent in order to collectively execute the strategic vision of QRA.

Jordan grew up in downtown Toronto, and has lived and worked abroad, in the US, and in Canada. Jordan holds a PhD, summa cum laude, in Quantum Theory from the University of Basel, Switzerland, and is also a board member of the Young Naturalists Club of Nova Scotia.



## Andrew Lovell

President

River View Orchards

Keswick Ridge, NB

[andrewlovell@hotmail.com](mailto:andrewlovell@hotmail.com)

Growing up in the farming community of Lower Queensbury, near Mactaquac Andrew developed a passion for agriculture at a young age. After graduating NBCC Agriculture Technician Program in 1999, Andrew held a number of management positions before starting his own landscaping company in 2004. Growing the company was difficult but the high quality work was noticed by a Fredericton area garden centre, and the two companies eventually partnered to create a new landscaping company in Fredericton and Moncton. With a goal of reaching \$1,000,000 in sales achieved after just two years, Andrew decided to move in a new direction. After becoming the interim General Manager and cleaning up a local Cabinet company Andrew started his own along with a new insurance restoration franchise since the businesses complimented each other. The Farm was also purchased in 2012. All three companies operated until 2014 when it was decided to shut down the cabinet and restoration companies and focus on the farm. The farm has gone well for the Lovell family, despite some unforeseen setbacks, and in 2016 Andrew and Jennifer were honoured as Canada's Outstanding Young Farmers of the Year.





## John McNair

President – Owner/Operator  
Outdoor Elements  
Sussex, NB

[www.outdoorelements.ca](http://www.outdoorelements.ca)  
[mcnair.oe@gmail.com](mailto:mcnair.oe@gmail.com)

John McNair is the President and owner/operator of Outdoor Elements; a specialty retail store, located in Sussex, NB. After graduating from Selkirk College in Nelson, BC, with a diploma in Ski Resort Operation & Management in 2004, John returned home to start his career in the ski industry. McNair soon decided to fill the void in the local market and opened a specialty ski shop in 2005. Outdoor Elements is an outdoor adventure store which quickly became known as the go-to ski shop in Atlantic Canada. The first store, only 300sqft, was soon much too small and they moved next door into a 1200sqft location. In 2012, fire destroyed the store and now Outdoor Elements is located in the heart of downtown Sussex in a beautiful 3500sqft location.

John and his wife Mary along with their two children are very active in the local community, volunteering for various organizations as much as possible.

John is an avid skier, cyclist and outdoor enthusiast. He loves a good cup of coffee in the morning and enjoys travelling in search of the next adventure!



## Dallas Mercer

President/CEO

Dallas Mercer Consulting (DMC)

Mount Pearl, NL

[www.dmconsulting.ca](http://www.dmconsulting.ca)

[dallas@dmconsulting.ca](mailto:dallas@dmconsulting.ca)

Growing up in rural Newfoundland, Dallas moved to St. John's where she earned her B.A. at Memorial University. She started her career with Workers' Compensation and later joined the Employers' Council. During this time, Dallas discovered that employers didn't have the time, knowledge or experience required to manage claims.

In 2002, Dallas founded DMC offering Disability Management services. As an employer advocate, she added efficiency to their claims process; saving clients time and money, allowing them to focus on their core business. DMC has expanded to offer Safety Training, Safety Consulting, and Industrial Hygiene services to hundreds of clients across Canada.

Dallas has grown from a one-person consultancy to 27 employees. Since 2008, DMC has grown 233%. The goal is to double revenues over the next 3 years. Dallas was recognized by Atlantic Business Magazine (ABM) as one of the 'Top 10' entrepreneurs to watch in 2012, received the NLOWE Entrepreneurial Excellence award in 2015, and named one of ABM's 'Top 50 CEOs' in 2017.

Dallas is Mom to 9-year old Max, and her husband Pete is the company's COO. Dallas finds solitude in a good book or by picking blueberries.



## Bob Mills

Partner / Producer

Accomplice Content Supply Co.

Halifax, NS

[www.accomplicecontent.ca](http://www.accomplicecontent.ca)

[bob@accomplicecontent.ca](mailto:bob@accomplicecontent.ca)

Bob's career has been anything but linear. After graduating from mechanical engineering at Dalhousie University and spending two years working in the field, he knew it wasn't what he wanted to do with his life. Music had always been a passion of his and he set off to pursue it. In between gigs, he was lucky enough to land a job at a post-production house in Toronto where he honed his skills as a video editor and animator while becoming an expert in broadcast delivery. In 2010, he returned home to Halifax to work as a post-production and music supervisor, a position that allowed him to combine his process-driven mind with his creative side. In that role, he post-produced and managed hundreds of projects of varied scope and scale.

Now, as a Partner/Producer at Accomplice Content Supply Co., a video production house, he is involved in every aspect of the company, from budgeting and scheduling to creative execution and delivery. He ensures that deadlines are met and clients' expectations are exceeded.

He is a strong believer that great creative work is limited only by one's talents and ambition, and not by geographical location.



## Clément Nadeau

President  
Evasion Air  
Charlo, NB

[www.evasionair.com](http://www.evasionair.com)  
[clement@evasionair.com](mailto:clement@evasionair.com)

Native of Edmundston, NB, Clement completed his Commercial Pilot License from a variety of flight schools in 1998. After Flight training, Clement Started as a Flight Instructor at the Moncton Flight College for a brief period and then was hired as an Air Taxi Pilot in Sept Iles, QC. He also worked in Rimouski, Winnipeg and is now established in Charlo since 2004. Clement was hired by a group of highly respected business owners established in Northern NB who purchased their own airplane to meet their growing needs to fly their company personnel in North America. In 2012, Evasion Air was created as a flight school at the Charlo Airport. It grew in a spectacular way. Today, Evasion air operates 5 aircrafts and employs 20 people. The company is offering, flight training, Air Taxi up to 8 passengers, Air Canada Airport Services, Aircraft Management and Aircraft Maintenance. Evasion Air is now contributing to making a difference for many companies located in Northern New Brunswick and Eastern Quebec. These companies can now access from our region, the markets and work sites typically restricted to those who lived in the largest cities in the country. Clement Also serves as a director with the Canadian Business Aviation Association (CBAA) in Ottawa.





## David Rafuse

President/Founder  
Blended Athletics  
Dartmouth, NS

[www.blendedathletics.com](http://www.blendedathletics.com)  
[dave@blendedathletics.com](mailto:dave@blendedathletics.com)

David Rafuse is originally from Pleasantville, Nova Scotia. David is the Founder and President of Blended Athletics, based in Dartmouth.

Personally motivated and passionate about business, fitness, and admired by his peers for being a natural salesman, David, obtained a BSc, in Human Kinetics from St Francis Xavier University in 2008.

David built his career in sales, working with firms such as Pitney Bowes and Johnson & Johnson across the country. David's quick success was acknowledged when he received Johnson & Johnson's National Rookie of the year award and later the Presidents' Club Award in 2011.

Since opening in November 2013 Blended Athletics has experienced significant growth. The facility has expanded to respond to that volume, increasing the facility square footage from 6400 to 9600 with plans to expand to 10,500 in June 2017. Blended Athletics has acquired two competitors in the last 2 years with the team growing from a coaching staff of 2 to 15. David aspires to create one of the strongest Brands in Canada, hoping that Blended Athletics will be a household name in the industry.





## Brian Schryer

President  
Kent & White Insurance  
Bathurst, NB

[www.kentandwhite.com](http://www.kentandwhite.com)  
[bschryer@kentandwhite.com](mailto:bschryer@kentandwhite.com)

Brian is a third generation insurance broker. He began working for his family business in 2009. After obtaining his insurance broker license, he quickly completed his Canadian Accredited Insurance Broker (CAIB) designation with honours. Brian began in Personal Insurance, eventually transitioning to the role of Commercial Producer. In 2010, he took part in the Insurance Brokers Association of Canada's Elite Force Producer Academy. This led to him obtaining his Associate in Insurance Production Canada (AIPC) designation. In 2015, Brian was promoted to President of Kent & White Insurance. In this role, he has instilled a new commitment toward growth and innovation throughout the organization, at the same time focusing on an upbeat positive culture. During his time in the insurance business, Brian has been a strong believer in giving back to the industry as a volunteer. He served 3 years as Chair of the NB Young Broker Network. In addition he has held a position on the board of the Insurance Brokers Association of NB for the last 7 years, where he is currently Vice President and incoming President for the 2017/18 term. Personally, Brian and his wife Erin keep busy chasing their son Nathan who was born Aug 2016.



## Jamie Seamans

Founder/President

Garage Kings

Moncton, NB

[www.garagekings.ca](http://www.garagekings.ca)

[james@garagekings.ca](mailto:james@garagekings.ca)

Jamie's entrepreneurial drive and passions to help others succeed in business has lead him through a lot of challenges in the emerging industry of seamless flooring.

After 3 difficult years of research and development, Garage Kings was launched to help others take advantage of the growth in the epoxy flooring industry.

As Founder and President, Jamie has grown the company from 1 location to 12 locations in the US and Canada during the past year.

The future presents exponential growth for Garage Kings as they expect to have over 200 locations by 2020 and launch a state of the art training facility in Moncton New Brunswick. Jamie's daily drive is to teach and help people get into business for themselves. Everyday that he can help someone get farther ahead is a good day.

Residing in Riverview, New Brunswick with his wife Rachel, they are the proud parents of twin girls Olivia and Chloe.



## Daniel Smith

President

Postech Moncton

Vice President

Postech Maritimes

Moncton, NB

[Postechscrew piles.ca](http://Postechscrew piles.ca)

[maritimes@postech-foundations.com](mailto:maritimes@postech-foundations.com)

Born and raised in the Moncton area, Daniel has been working along side his father with Postech for 10 years. When Doug (his father) purchased the business in 2007 it was a local small business that has since grown it to be the largest residential/ light commercial screw pile company in Atlantic Canada and has been awarded top Postech dealer in Canada in 2013, 2014, 2015 and 2016. In 2008 Daniel became partner and took over the GM position and now manages the 16 Postech sub-dealers they have in the Maritimes which he continues to develop the territory and grow.

Daniel also owns and runs the Postech Moncton business and is a part owner in the Postech Fredericton business. Always looking for a new challenge, his passion within the Postech world is to offer solutions for failing foundations via screw piles and performing complex installations.

Daniel is an avid sailor who spends a lot of his spare time working on his current sailboat which someday he plans to circumnavigate the globe with.



## Matthew Stockford

President

Stockford Reefer Services Inc.

Woodstock, NB

[www.stockfordreefer.com](http://www.stockfordreefer.com)

[matthew@stockfordreefer.com](mailto:matthew@stockfordreefer.com)

Matthew is the President and Service Manager of Stockford Reefer Services Inc. Specializing in the repair and sales of Transport Refrigeration Units, SRS is now in its 20<sup>th</sup> year of operation.

He started a full time position in the family business in the spring of 2003, then took time in the fall of that same year to attend NBCC Miramichi. There he earned his certification as a licensed Transport Refrigeration Service Technician. He served on the Provincial board for the trade from 2006 – 2007.

Matthew and his wife Hilary purchased the business from his father in 2013. In 2016 a new facility was built to move the business to a more strategic location. His focus in business is controlled growth and diversification while maintaining the quality workmanship and customer service that SRS has become well known for.

Matthew has two children, Halle and Robert that are the true pride and joy of his life.



## Brian Vallis

CEO and Founder

Piatto pizzeria+enoteca

St. John's, NL

[www.piattopizzeria.com](http://www.piattopizzeria.com)

[Brian@piattopizzeria.com](mailto:Brian@piattopizzeria.com)

Brian has had a varied career which has provided him with a broad base of experience at home and abroad, but it is his passion and commitment to the customer experience which is the driving force behind piatto.

Brian received his B Comm. at Mt.A, his CA with KPMG where he specialized in insolvency for 7 years before acquiring an insolvent manufacturing company. After nurturing it back to financial health, he sold the company and opted for a complete career change and became COO of NTV, the NL CTV affiliate, where he help the company achieve record sales and profits. He later moved to the UK to accept a managing director role with the UK's largest private radio network and helped establish its as a multi media industry leader.

After years on the road, he returned to St.John's in 2010, where he started piatto, which is an authentic Neapolitan pizzeria. Piatto is a family business where his wife and daughters work along side him in the daily operations, which Brian considers to be his greatest reward.

Piatto has become a trusted brand with 6 locations in Atlantic Canada. Brian believes it is well positioned for growth and that now is the time to develop a strong, passionate, motivated team that will take piatto to the next level and provide opportunities for their family's as it has for his.





## Mark Wood

President  
Ocean Sonics  
Great Village, NS

[www.OceanSonics.com](http://www.OceanSonics.com)

[Mark.wood@OceanSonics.com](mailto:Mark.wood@OceanSonics.com)

Mark has worked most of his career on or near the ocean. He is a product innovator and designer who specializes in studying how users interact with complex instruments, in order to simplify their lives.

Mark graduated from UNB with a BSc and MSC in Electrical Engineering, and has lived in the UK, Switzerland and Texas before coming home to raise his family on the shore of the Bay of Fundy.

He started Ocean Sonics in early 2012 to make and sell the icListen Smart Hydrophone, a unique instrument that adds value to sound recordings as it collects them. Users are scientists, operators, surveyors and seismologists located in Canada, USA, Europe, Asia and Australia.

Despite a recent lull in the ocean technology industry, his company continues to grow, and the company is now relocating to a larger facility. The company's strategy is to grow by introducing innovative ocean products focused on customers needs.

Mark has embraced his leadership role in the company and is keen to learn how to be even more effective in growing and managing his company.