



BUSINESS BRIEF

2016 SMALL BUSINESS AWARDS

Century Honda - Business Growth



Michelle Bursey, BDC presents Mike MacGillivray and the Century Honda team the 2016 recipient of the Business Growth Award. The award was sponsored by BDC And was one of two new awards presented this year. (Rees Photo)

One of two new awards to be presented this year, the Small Business Growth Award recognizes a business that has been in operation for more than two years demonstrating growth in a measurable way such as expansion, increased customers, new employees,

new products, etc.

During the past year the Century Honda dealership has undergone a full interior renovation, a parking lot expansion and mechanical upgrades, which has directly contributed to job creation increasing staff positions by

six, to a compliment of 20.

The dealership has plans to grow even more in the near future by expanding service personnel and adding tire storage to its present custom offering within the next year.

The renovations improved employee work spaces and allowed for the incorporation of new technology to improve customer comforts as they wait for service, as well as creating a porthole for online appointment booking and proving tablets for shop technicians improving efficiencies in the service department.

Growing its staff has promoted better customer service aiding in the development of lasting customer relationships. Honda Canada ranks the local dealership in the top 10 per cent in Atlantic Canada both in customer satisfaction and service delivery.

North River Fish Farms - 2016 Exporter of the Year



Mike Cameron, North River Fish Farms receives the Small Business Exporter of the Year award from David Copus, representing Nova Scotia Business Inc. the award sponsor. (Rees Photo)

The Exporter of the Year award recognizes a Truro or Colchester County business that has demonstrated excellence in exporting outside Nova Scotia, and has achieved noticeable growth as a result of entering expanded markets, while creating employment, contributing to the local economy.

North River Fish Farm Ltd. has operated in Upper North River for the past 16 years filling a demand for a niche market in North America.

The business started as a rainbow trout U-fish about 30 years ago; however, challenges to source fish for the ponds prompted the Cameron family to refocus its business plan

at a time the aquaculture industry was on the rise. Since then, the business has experienced continual growth reaching into new markets. They produce rainbow trout fingerlings for the aquaculture industry which are grown to marketable size and shipped to markets in US. They also produce striped bass, which is primarily shipped to markets in California and has an annual value of more than \$40,000. From 2014 to 2015, the business grew its export market by about eight per cent.

The locally based farm is the only location in North America to be producing "true" striped bass. There is a large demand for this species and plans to increase production are in the works. The farm employs six people year-round and more during harvest times. Remarkably 95 per cent of the farms product is exported to markets outside Nova Scotia,

TruLeaf Business Innovator of the Year



Ted Grant of TruLeaf is presented with the Small Business Innovator of the Year award by Don Locke, Royal Bank sponsor of the award. (Rees Photo)

The Small business innovator of the year award recognizes a Truro or Colchester County entrepreneur who has been in business for more

than five years, who is continually modifying to demonstrate innovative leadership through the use of technology, development of new or value-added products and services and improved productivity. Those nominated for this award portray community spirit and generosity, supporting community causes while growing the economy.

TruLeaf has been a part of Colchester County's business community since 2011. Based at in Bible Hill, the business has grown from the seed of an idea a world leader in the evolution of plant science. Their Smart Plant Systems® leverage multi-level farming technology to create controlled indoor farms that can be located anywhere from the heart of an urban centre to

remote locations or harsh climate areas, where growing would otherwise not be possible.

They have launched their product from concept to construction, generating revenue and establishing a wholesale customer base with their production of leafy green vegetables and most recently expanding into retail markets.

A unique business, it also developed innovative solutions to overcome regulatory burdens presented by traditional distribution models enable it to market product from the "farm" location where packaging and distribution also take place. The locally owned and operated company employees about 25 people, with plans for future expansion in this region in the near future, as well as in Toronto.

That Dutchman's Cheese Farm - Agriculture/Agri-Small Business



Maja Van den Hoek and daughter, Margaretha of That Dutchman's Farm receive the 2016 Agricultural- Agri Small Business Award from Greg Moser. This award was the second of new awards presented this year. Greg Moser represented WBLI Chartered Accountants sponsors of the award. (Rees Photo)

The second new award this year is the Agriculture/Agri Small Business Award which recognizes an individual, group or organization or business where the principles of running a successful agricultural or related operation are applied and result in a thriving and environmentally friendly endeavor. The enterprise must derive more than

50 per cent of its annual revenue from agricultural related activities.

That Dutchman's Cheese Farm of Economy, produces and direct sells quality, local artisan cheeses made from 100 per cent pure, local milk. Cheese is sold at farmers' markets, farm market-style shops and specialty shops and is also featured in many restaura-

rants. The "Farm" greets about 40,000 people on site each year, with the growth of That Dutchman's Farm, Animal and Nature Park.

The niche business is in the process of renovating cheese rooms and purchasing new equipment enabling it to provide a selection of fresh cheeses and cheese products.

The second generation is involved with plans to continue the business. It remains important for them to not grow too big that they lose touch with their customers and products, which have contributed to its ongoing success.

That Dutchman's Cheese Farm has been operating for 35 years, supporting and growing the agri-tourism sector on the Fundy shore in West Colchester. As Nova Scotia's Original Artisan Cheesemakers Maja and Willem have worked incredibly hard through good times and bad to achieve the successful business you see today.

Spread the news of your Community

Deadline for the December issue of **The Shoreline Journal** is November 22

Brookfield Bakery
Since 1953
(902) 673-2434

Hurricane Heidi's Cafe
(902) 673-2973

Now taking orders for your Christmas goodies!

BROOKFIELD, NS | [facebook](#)
Follow us on [Instagram](#) | brbakery@eastlink.ca

Our advisors go beyond the expected to add real value and deliver results.



<p>Dartmouth Office Tel (902) 835-7333 100 VENTURE RUN, SUITE 200 BURNSIDE BUSINESS PARK</p>	<p>Truro Office Tel (902) 897-9291 640 PRINCE ST.</p>	<p>Halifax Office Tel (902) 835-7333 5121 SACKVILLE ST. SUITE 602</p>
---	--	--