



ENTERPRISE

CELEBRATING CANADA'S MOST INNOVATIVE COMMUNITY

Biz Under 40 group meets June 1 at The Landing

If you're in business and under 40, you are invited to the first gathering of a new business networking group in Western PEI: Biz Under 40.

The idea to create this group in Western PEI spun out of the Youth Entrepreneur Forum, held at the Rodd Mill River Resort in April. The forum focused on local success stories and during lunch, young business owners and professionals engaged in conversations. In some cases, those discussions planted the seed for working on joint projects.

"The future of our Island is dependent on the current and upcoming crop of business men and women who will

lead our Island into the new economy," says Resources West Small Business Officer David Gamble. "We recognize that there are very few chances for business people to mix locally; learn more about what each other's businesses do; and to work collaboratively to take advantage of upcoming opportunities."

He adds, "it's also great to have an opportunity to get to know or reconnect with like-minded people interested in business from your community."

Biz Under 40 is a unique opportunity to meet and network with your peers as part of an informal group. This will not be a formal meeting, just a gathering in

an atmosphere conducive to mixing.

The first meeting will be in the newly reopened Landing Oyster House and Pub in Tyne Valley on Wednesday, June 1, starting at 7 p.m. Please RSVP to dgamble@resourceswest.pe.ca, or call 853-4555.

David adds, "I plan on taking down a vehicle so anyone looking for a ride can let me know."

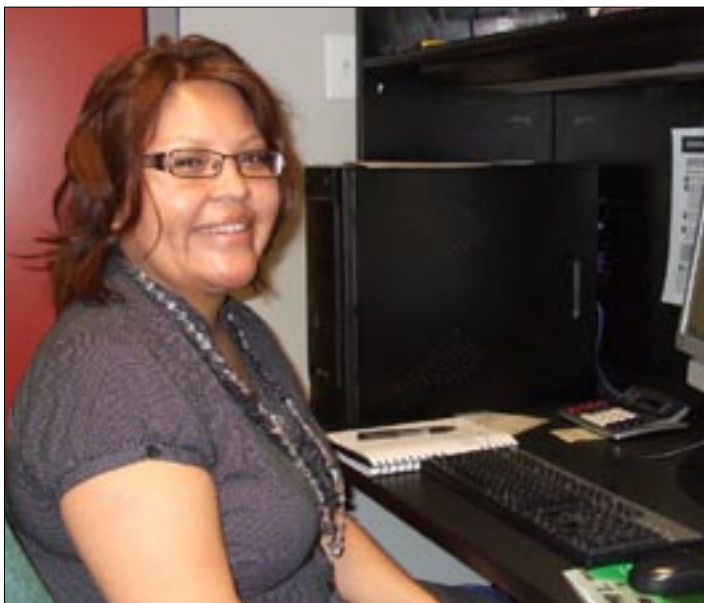
If the night proves successful and participants wish to continue this initiative, future events will be held throughout the communities of Western PEI.

Resources West is sponsoring the evening with complimentary appetizers.

ECONOMIC DEVELOPMENT INTERN WORKING ON FIRST PROJECT:

SOCIAL MEDIA WORKSHOP FOR BUSINESS OWNERS

Rosie Digout will be working this summer as an economic development intern while at Resources West.



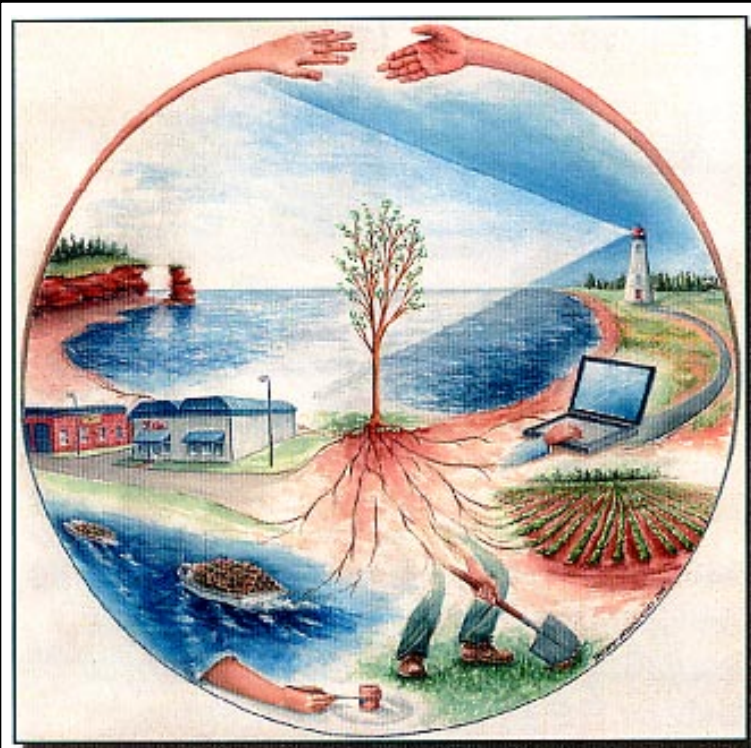
ROSIE DIGOUT is serving as the Economic Development Intern with Resources West.

She will be busy developing a social media workshop for small business owners. As well as working as an intern, she will assist coordinator Melissa Pitre facilitate workshops for the Young Millionaires program. Rosie will assist with any projects as required and look forward to providing administrative support to the Resources West team.

"I believe that proper training coupled with positive motivation brings out the entrepreneurial skills within a person who wants to embrace the business world," says Rosie.

She has more than five years' experience in business and economic development within Prince Edward Island. Her background is quite diverse, having worked in customer service, financial management, sales and marketing, program management, administration and several other service industry careers.

She recently completed her first year of Business Administration at Holland College and will return in the fall to complete the program. Rosie looks forward to supporting and promoting entrepreneurship and encouraging economic development. She can be reached by calling (902) 853-4555, or by email at rosie@resourceswest.pe.ca



ENTERPRISE is a monthly on-line newsletter produced by Resources West Inc. to keep Western P.E.I. residents and business operators informed of current trends and successes in the local business community.

The main focus of Resources West Inc. is to stimulate economic development in Western P.E.I., which encompasses the geographic area north of routes 132 and 128. This area also includes the provincially designated community development areas of Tignish, St. Louis-Miminegash, O'Leary, Tyne Valley, and Alberton.

Resources West Mission Statement:

'To actively promote and foster sustainable growth, economic prosperity and development in Western P.E.I. by providing a unique value added service to business, residents and targeted clients.'

Who we are:

David Anderson, Managing Director
Erkki Pohjolainen, Economic Development Officer
David Gamble, Small Business Officer
Mitchell Rennie, Strategic Development Officer

Where we are:

Resources West offices are in the Alberton Business Centre, 455 Main St., open Monday to Friday, 8:30 a.m.-4:30 p.m.

How to contact us:

Alberton Business Centre, 455 Main Street, Alberton
Mail: P.O. Box 220 Alberton, PE C0B 1B0
Phone: (902) 853-4555 Fax: (902) 853-3298
E-mail: info@resourceswest.pe.ca
Website: www.resourceswest.pe.ca

Seafood processors strengthen ties to market at Boston Seafood Show

Eleven Island companies have forged new leads and strengthened relations with existing customers following an Innovation PEI-backed trip to the Boston Seafood show, says Innovation and Advanced Learning Minister Allan Campbell.

"The Boston Seafood Show is a significant occasion for many Island seafood companies and it provides an international stage for business owners to showcase their new and existing products and also an opportunity to source new markets," said Minister Campbell. "Over 11,000 people attended this year's show. Valuable contacts were made with over 50 new business leads in North America, Korea, Japan and Russia. We expect sales of \$10 million-plus over the next 12 months for the Island companies that attended the show. I am confident that business will increase for the Island's seafood industry based on these new contacts."

This year, the Province of Prince Edward Island hosted the Premier's Gala Dinner. The relaxed atmosphere provided the perfect opportunity for over 90 guests including Island companies, show walkers and potential buyers to discuss new ideas and promote products.

"It was a beneficial trip for our business," said Sally Gaudet, Sales Manager for Royal Star Food Ltd. "We anticipate new customers in United States and Europe in the near future."

The Prince Edward Island Pavilion featured ten booths and showcased the work of Confederation Cove Mussels, PEI Mussel King Inc., Ocean Choice International, BJ Trading and Marketing, Atlantic Shellfish Products Inc. and Royal Star Foods Ltd. Charlottetown Metal Products, Atlantic Aqua Farms, Canadian Mussels/Confederation Cove, Prince Edward Island Aqua Farms and Master Packaging Inc. had displays in other sections of the show.

The Prince Edward Island Pavilion was located in the Atlantic Canada Pavilion of the International Boston Seafood Show. The Atlantic Canada Working group, consisting of Prince Edward Island, Nova Scotia, New Brunswick and Newfoundland along with the Atlantic Canada Opportunities Agency (ACOA) were the lead organizers for this year's Atlantic Canada Pavilion.

Young Millionaires program ramping up for summer

Melissa Pitre of Tignish is Resource's West Young Millionaires program coordinator for the summer of 2011.

After successfully coordinating the program in 2009, she says she is excited to be back again this year to help the youth get their businesses up and running.

She began work on May 16 and planned to conduct school presentations following the Victoria Day Weekend to seek out interested candidates for this year's program.

The Young Millionaires program encourages students from Grade 4 through 9 to develop their entrepreneurial skills by operating their own businesses over the summer holidays. In the process, the students attend a series of workshops that focus on key business skills such as money management, bookkeeping, responsibility, time management, and marketing skills.

"This program was interesting for me because I love to organize events and of course work with children," says Melissa.

Just having completed her third year at UPEI, Melissa continues to pursue her interest in becoming a school teacher.

To learn more about the Young Millionaire program, please contact

Melissa at Resources West, 853-4555, mpc@resourceswest.pe.ca.



MELISSA PITRE is again on staff at Resources West as the Young Millionaires program coordinator for summer 2011.

Nominate a Business of the Month

Candidates for Resources West Business of the Month represent the best of what Western P.E.I.'s business community has to offer and as such they must demonstrate significant achievements in one or more of the following categories:

- Ethical employer
- Continued Growth
- Ongoing product research and development
- Actively expanding markets
- Overcoming adversity
- Laying a solid foundation for future prosperity
- Responsive to changes in market demand
- Providing economic benefits to Western P.E.I.
- Corporate citizenship
- Sustainability

Know a business in Western P.E.I. that excels in one or more of the criteria outlined here? If so, we want to know about them. Feel free to nominate a deserving business for the monthly recognition. Contact edo@resourceswest.pe.ca or call (902) 853-4555.

Alberton Fisheries Limited is the Resources West May 2011 Business of the Month, See Page 6

Innovation PEI supports 8 projects under Island Prosperity Strategy's Development and Commercialization Fund

Innovation PEI has offered assistance to eight new innovative and commercially promising projects that will impact the growth and development of the Island economy, says Innovation and Advanced Learning Minister Allan Campbell.

Among the eight is PEI Juice Works Ltd., which is currently establishing a fruit juice processing facility

in the Bloomfield Business Park.

"The province is happy to support Island-based businesses and researchers as they transition from the product planning to the development stage," said Mr. Campbell. "We can now take that support one step further with funding that will allow these companies to move toward manufacturing and commercial production."

Developed as part of the Island Prosperity Strategy, the Development and Commercialization Fund contributes a maximum of \$100,000 towards products that are near the commercialization stage. Applications for the Development and Commercialization Fund are evaluated by a peer review committee and are required to align with one of the Island Prosperity Strategy's strategic sectors: bioscience (including agriculture and fisheries); information technology; renewable energy; and aerospace.

For more about the Development and Commercialization Fund visit www.innovationpei.com.

Pilot and Discovery Fund applications now accepted

Innovation PEI is now accepting applications from the Pilot and Discovery Fund, a program designed to support early stage proof-of-concept projects that will lead to the development of new products, services or processes in the strategic sectors.

The deadline for applications is June 22.

Information about this program can be found on the Island Prosperity (www.islandprosperity.ca) and Innovation PEI (www.innovationpei.ca) websites. Detailed inquiries can be directed to Cody Clinton, IPS Programs, Innovation PEI (902) 620-3441 ceclinton@gov.pe.ca

Development & Commercialization Fund recipients

The Development and Commercialization Fund supports Island-based businesses and researchers who have moved beyond the prototype and pilot stage, have tested and developed a product and wish to move toward manufacturing or commercial scale production.

The Development and Commercialization Fund can contribute a maximum of \$100,000 (or 50 per cent of eligible expenses) towards the completion of an approved project.

- Zengo Inc. ~ Commercialization of RS-2 Rupture Sealing Technology
- Ceapro (PEI) Inc. ~ Development and Commercialization of Therapeutic Bioactive Molecules from Indigenous Rose Varieties in PEI for Applications in the Cosmeceutical and Personal Healthcare Markets
 - PEI Berries Ltd. ~ Development and Commercialization of Innovative Natural Food Products from PEI Berries
 - Engineering Technologies Canada Ltd. ~ Development and Commercialization of ETC's Intelligent Valve Monitor - IVM6000 and related electronic monitoring equipment for on-site wastewater management systems
 - Baseline Business Geographics Inc. ~ Retailer Management Solution - Security and Compliance Module
 - Charlottetown Metal Products Ltd. ~ CMP Continuous Flow High Pressure Steam Processor
 - Halibut PEI Inc. ~ Evaluate the Establishment of a Purpose-built Land Based Halibut Aquaculture Facility on PEI
 - PEI Juice Works Ltd. ~ Establishment of a fruit juice processing facility in Alberton.

Provincial accounting clerk position open in Tignish

The provincial government recently posted an employment opening with the Department of Transportation and Infrastructure Renewal in Tignish for an Accounting Clerk (Accounts Payable). It is a full-time classified position and open to the public.

The posting states: "The purpose of this position is to execute finance-related functions required to meet program delivery by ensuring accuracy, verification and data entry of accounts payable into the Financial Information System, (Oracle). The primary role is to execute the

functions of Accounts Payable (AP), but will also provide assistance to other clerical staff on site as required."

Applications for this position, identified with the competition number 109822-1105TIPO, will be accepted until June 6.

For the complete job posting, outlining candidate qualifications and instructions for submitting an application, visit the provincial Public Service Commission website, <http://www.gov.pe.ca/jobs> and click the Job Opportunities button.



Community Services,
Seniors and Labour
Office of the Employer Advisor

www.gov.pe.ca/go/oea

40 B Burns Avenue, PO Box 2000, Charlottetown, PE C1A 7N8 Tel: 902-368-6132 Fax: 902-368-4382 Email: pmmcphail@gov.pe.ca

An electronic newsletter for Island employers on Workers Compensation and Occupational Health and Safety Matters

The Employer Advisor

May 2011
Vol. 7 Issue 5

WCB POLICY REVIEW

The Workers Compensation Board of PEI is in the process of reviewing several policies in accordance with policy POL-121 "Maintenance and Development of Policies". This policy requires all Board policies to be reviewed in 60 month review cycles. On April 29th the following policies were posted for review on the Workers Compensation Board policy consultation page:

POL-21, "Offset of Outstanding Assessments Against Benefits Due"

POL-24, "Retroactive Assessment of Non-Registered Employers"

POL-39, "Transfer of Employer Cost Experience"

POL-49, "Workplace Health and Safety"

POL-50, "Federal/Provincial Jurisdiction"

POL-51, "Telephone Emergency Response System"

POL-62, "Benefit of Doubt"

POL-79, "Carpal Tunnel Syndrome"

POL-132, "Service Awards"

POL-133, "Workplace Harassment"

If you have feedback or suggestions for improvement to these policies they should be forwarded to the Board prior to **May 29, 2011**.

In addition to the above-noted policies, others have been added to the policy consultation page as well:

POL-13, "Assessment Billing"

POL-15, "Clearance Certificate"

POL-45, "Audit of Employer Accounts"

POL-130, "Monthly Assessment Payment Options"

Feedback and suggestions for improvement to these policies should be forwarded to the Board prior to **June 10, 2011**.

The policies can be found under the Policy Consultation section of the Board's website:

<http://www.wcb.pe.ca/wcb/Information/PolicyConsultation>. Feedback and suggestions can be made online by clicking on the "Feedback" button beside each policy.

If you have any questions or comments about these or any other policies of the Workers Compensation Board, you can also contact Danny Miller, WCB Policy and Planning Coordinator, at 902-569-7713 or jdmliller@gov.pe.ca.

SAFETY CHAMPION OF THE YEAR AWARD

The PEI Chapter of the Canadian Society of Safety Engineering and the Office of the Employer Advisor presented Alan McCormick, Corporate Director of Health, Safety and Environment for Cavendish Farms, with the PEI Safety Champion of the Year Award for 2011.

Alan's health and safety initiatives at work and in his community made him an ideal candidate for this year's award. This 3rd annual award was presented during North American Occupational Safety and Health Week.

WCB REVISED RESIDENTIAL CONSTRUCTION GUIDE

The Workers Compensation Board has revised their Guide to Workplace Safety for Residential Construction Sites. In addition to the guide being available online it has also been produced in a small size, intended to fit into a tool belt.

This guide is intended to bring together the most common pieces of legislation that apply to construction workplaces on Prince Edward Island to help ensure employers are in compliance and workers are protected against health and safety hazards on the job.

This page is provided by its author, Elizabeth Murray. If you would like to be included on her monthly e-newsletter distribution list, please contact: Liz Murray, Program Assistant, Office of the Employer Advisor, Dept. of Community Services, Seniors and Labour, 40 B Burns Ave., P.O. Box 2000 Charlottetown, PE C1A 7N8. Tel: 902-620-3519. Fax: 902-368-4382 eimurray@gov.pe.ca

Longevity 'due entirely' to board, staff loyalty

"For any company to survive 80 years is a feat. For a company in the fishing industry to survive that long is even more so," says Alberton Fisheries Ltd. President/Manager Douglas Fraser.

This year marks the 80th anniversary of the Northport Harbour business and according to Doug, the credit for its ongoing operation is due entirely "to a combination of loyal shareholders and staff."

Dedicated to the community, Alberton Fisheries Ltd. supports local institutions, including the Prince County hospital and Western Hospital, as well as the local arena and countless other fund-raising initiatives and benefits.

Doug has served as the company's president/manager through the past 14 years, working with a six-member board of management. Through that time, Alberton Fisheries Ltd. has averaged between \$5 million and \$8 million in annual sales. That fluctuation is the result of prices and catch volumes, Doug explains.

About 80 per cent of the volume is lobster, with snow crab, herring mackerel and ground fish making up the remaining volume. In addition, the company provides ice, fishing equipment and fuel – both diesel and petrol – to fishermen and the public.

Doug notes, their ice-making machine produces 30 tons per day to serve fishers, other commercial operations and the public.

Through May and June, the staffing increases to a dozen full-time and up to 20 casual employees, then tapers off again to several core posi-



PRESIDENT/MANAGER DOUG FRASER insists the survival of Alberton Fisheries through 80 years is entirely due to the loyalty of its shareholders and staff.

tions through the fall and winter. There is little turnover in the full-time staff, with most positions filled year to year by the same individuals. There are also a few positions staffed through the year, some with reduced hours. Those positions, too, are staffed with long-time employees. The casual workers, mostly students, are engaged to help off-load the fishing fleet and other such duties. Doug points out that regardless of the time they are on the job, they are paid at least three hours for their effort. This, he notes, is not only in keeping with labour regulations, but

also provides incentive for students to take on the often-dirty jobs and initiative for them to promptly finish the day's work.

The board, comprised of seven representatives of the limited company's 80 shareholders, are elected for two-year terms, with two positions vacated every year and three position severy third year.

From the beginning, there have been 80 shares in the business, with several individuals holding multiple shares. Originally, they were all held by lobster fishers, but now have come to include about a dozen snow crab fishers. They all fish out of Northport Harbour.

Dividends are paid annually, based on the shore price and the individual shareholder's landings for the year. Those landings are shipped off-Island, daily to several markets mostly in New Brunswick.

ALBERTON FISHERIES LTD.
Northport Harbour, 278 Route 152
PO Box 15, Alberton PE C0B 1B0
(902) 853-2848 fax: 853-3810

Get listed, it's free!

ON THE WEST PRINCE ON-LINE BUSINESS DIRECTORY

If you're in business in Western P.E.I., Resources West is here for you! Our Website features a business directory, providing local businesses a chance to post their information for the world to see. Visit www.resourceswest.pe.ca, search the business listings for your entry and check it for accuracy. If you find errors or if you're not listed, please click on the link to get listed, or fill and send this questionnaire to Resources West at the Alberton Business Centre, 455 Main St., PO Box 220 Alberton, PE C0B 1B0, fax 853-3298, or e-mail edo@resourceswest.pe.ca.

Business name: _____

Contact Person: _____

Civic address: _____

Mailing Address: _____

E-mail Address: _____

WWW: _____

Ph. No.: (902) _____

Fax No.: (902) _____



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