

SMALL BUSINESS BC PRESENTS

# THE ENTREPRENEUR SHOWCASE

A "MIX & MINGLE" BUSINESS NETWORKING EVENT

★  
Wednesday  
October 7th  
2009

Showcase Exhibitors:



**Blenz The Canadian Coffee Company**  
**George Moen, President**

George Moen proudly describes himself as a Serial Entrepreneur. With more than 30 years of experience in food and franchising, he specializes in transitioning small businesses into big business success stories. As President of Blenz The Canadian Coffee Company, he's used that expertise to grow the franchise to more than 100 locations around the world.



**Blo Dry Bar Inc**  
**Judy Brooks, CEO & President.**

If you can't find what you need, create a business to fill that market niche yourself – and create an amazing brand and culture while you're at it. That's what Judy Brooks of Blo Blow Dry Bar did, after realizing that sometimes a girl's just got to have great hair.



**Browns Social House**  
**Scott Morison, Founder**

"The greatest victory is happiness – being content as a person and fulfilled in life. I'm working harder and earning less money now than I ever have before, but I'm happier than ever. It's been an awesome adventure, I'm on the right track, and I wouldn't change a thing."



**Flying Wedge Pizza**  
**Harvey Chiang, President & CEO**

When he was a student at UBC, Harvey Chiang and his friends wanted to do something fun and creative with food. They decided pizza was something they could all relate to – and that they could vastly improve – so they put their money and their efforts together and opened the first Flying Wedge Pizza on April 22, 1989.



**GumDrops Wet Weather Boutique**  
**Shanda Jerrett, Owner**

It was January of 2007, and Shanda Jerrett knew she wanted to start her own business. She was three weeks into a self-employment program, developing a plan to start an interior design company. She'd bought a pair of playful pink and black gumboots to make it through Vancouver's soggy winter, and people were constantly asking her where she got them. Suddenly she realized she had a market.



**Hip Baby**  
**Michael Ziff, CEO & Jen MacCormack, President**

To be successful in business, you have to be willing to evolve, according to Michael and Jen. They should know – they've been in business together for six years, and a retail baby store is a long way from where they began.





**Holeys**  
**Joyce Groote, President & CEO**

Holeys started in 2002 with Joyce Groote's neighbor selling the colorful foam clogs out of her garage. Joyce was working with the angel investor community in BC, focusing on life sciences and biotechnology. When her neighbor came looking for support for HOLEYS in 2004, Joyce bought the business. Since then, Joyce has grown HOLEYS into a multi-million dollar business that's experienced 6000% growth.



**Chef Ann Kirsebom's Gourmet Sauces**  
**Ann Kirsebom, Chef**

When there are people literally knocking on your door asking for your product – and you haven't even got a product yet, you sit up and pay attention. That's what happened to Chef Ann Kirsebom, of Chef Ann Kirsebom's Gourmet Sauces.



**Men In Kilts**  
**Brent Hohlweg, CEO & Nic Brand, President**

Find a tight niche market, understand their needs, and develop a brand that practically sells itself to that group. This is the simple strategy that Brent Hohlweg and Nic Brand have used to grow Men In Kilts, a Steveston-based window and gutter cleaning company, to over \$1 million in revenues in a hugely competitive industry.



**Kin's Farm Market**  
**Kin Wah Leung, President & CEO**

When Kin Wah Leung opened his first produce stand in 1987, he was "just trying to make a living." Twenty-two years later, he and his family are running a produce empire with 26 stores and revenues of \$63 million per year. "We wanted to market a product that we knew would sell," Kin says. "We always enjoyed eating healthy, so it was a no-brainer to go into the vegetable business."



**Rayne Longboards**  
**Graham Buksa, President**

"I got my first longboard, and three months later I was designing a new one," Graham says. "Six months later I built one, and eight months later I was ordering wood to make more." The early days were full of challenges, as Graham ran the business with a few employees out of his studio apartment. After moving into his own shop in 2007, he now operates one of Canada's most vibrant longboard production shops.



**Le Petit Spa**  
**Nancy Mudford, Owner**

Nancy Mudford was working as a call centre manager when she realized that unlike many of her colleagues, she really enjoyed talking to customers. Figuring there was no better way to be close to customers than by starting her own business, she quit her call centre job and opened Le Petit Spa in Point Grey in September 2003.



**Twin Berry Farms**  
**Ricki Sahota, CEO & Newton Sahota, Principle**

Twin Berry Farms had humble beginnings. Ricki, working as an environmental engineer, used to send an annual e-mail to his coworkers, asking if they'd like to order blueberries from the Sahota farm. In the summer of 2005, when his 65 colleagues ordered 450 pounds of blueberries, he thought he might be onto something.





**West Coast Air**  
**Rick Baxter, President**

While working on his commercial pilot's license in the early 1990s, Rick went to work for his father at Nanaimo-based Baxter Aviation, establishing a presence for the company in Vancouver. Seven years later, an opportunity presented itself: West Coast Air was looking for a new partner. Rick bought a 40% stake in 1998, which he renegotiated to 50% two years later. He invested a ton of sweat equity, got the business on the right track, then bought it outright in 2004. Today, he's the President and CEO of West Coast Air, one of the largest floatplane operators on the west coast.



**Silver Hills Bakery**  
**Brad Brousson, CEO & Founder**

Twenty years ago, Brad Brousson had a simple dream and a simple plan: to make healthy, organic, sprouted breads for the guests at Silver Hills Spa Resort in Lumby, BC, where he and his family all worked and lived. But the dream took on a life of its own, and now Brad runs Silver Hills Bakery, a company separate from the spa, with 11 varieties of bread and bagels sold in major stores throughout Canada.



**webnames.ca**  
**Cybele Negris, Co-Founder & Chief Operations Officer**

When Cybele Negris and her partners started an online business in the middle of the dot-com crash, they raised a few eyebrows from skeptical friends and family. Nine years later, that business – webnames.ca – is a thriving company that manages domain registrations and other online services for more than 40,000 clients, including many Fortune 500 companies.



**Sisters Secret**  
**Marsha Simons, President**

As the owner of a successful Bed and Breakfast in Vancouver, Marsha was dedicated to serving quality, delicious foods to her guests. Unable to find products she felt good enough about to serve at her table, Marsha created her own. Soon, her guests were telling her they'd like to be able to buy her soft-style granola, scones, and fragrant chili flavor enhancer in stores to enjoy at home.



**BROUGHT TO YOU BY THE FOLLOWING PROUD SPONSORS:**

Official Host:	Title Sponsor:	Media Sponsors:	Guest Speaker Sponsor:	Wine Sponsor:

Entrepreneur Showcase Event 2009 | Small Business BC | For more information call: 1-604-775-8151