



ELP5 Summary:

35 companies are currently (or previously) operated by the 16 members
Age range is 30 - 50+

Location

2 outside NB (NS/PE)
3 Fredericton
5 Moncton
2 Saint John
2 Miramichi
2 Northern NB

Revenue

8 @ 0-\$1M
3 @ 1M – 5M
5 @ 5M – 50M

Employees

5 with 1-5
1 with 6-9
5 with 10-39
5 with 40-100



Patrick Albert

President
Acadia Group of Companies
Dieppe

www.acadiafire.ca
patrick.albert@acadiafire.ca

Patrick is the President of the Acadia Group of Companies. The group specializes in providing emergency restoration services, environmental contracting and waste petroleum management.

Patrick is a dynamic, results-oriented leader with a strong track record of performance in business acquisition, takeover and succession planning. utilize keen analysis , insights and team approach to drive organizational improvements, implementation of best practices and motivating employees to peak performance.

Dedication to his community has inspired him to become involved in numerous organisation and charities including the Atlantic Cancer Research Institute and the Conseil Économique du Nouveau-Brunswick.



Justin G. Beaulieu, PTech

Director, Ventilation Division
Beaulieu Plumbing &
Mechanical Inc.
Edmundston

www.beaulieumech.ca
justin@beaulieumech.ca

Justin is director of the ventilation division of Beaulieu Plumbing & Mechanical Inc. The company was founded in May 1984 by his father in a 10'X10' bedroom. Today the company is located in a 62,500 square foot building.

Justin envisioned being part of his father's company at a very young age. Therefore, after graduating high school, he went on to college and became a mechanical technologist/HVAC. He then joined the company and climbed the ladder to the position he is today.

BPM has grown considerably in the past 5 years, working within the Maritimes on high scale construction projects. The vision of the company is to grow nation wide and south of the border. Being part of that vision gives Justin the drive to bring the company to a whole new level.

Justin is active on different comities in the community. He enjoys coaching his son's soccer team and is involved in his children's activities. Justin's goal is to prioritize balance between family, work, health, spirituality and a social lifestyle.



René V. Blanchard

President
Blanchard Group
Dunlop

www.blanchardgroup.ca
rene@blanchardgroup.ca

Founded in 1977 and currently employing 40 New-Brunswickers, the Blanchard Group is comprised of concrete plants, a bagging facility, a pre-cast facility, a hardware store as well as multiple construction aggregate quarries. It has participated in major construction projects in the Chaleur area and has worked with several international organizations.

René has been involved in the company, on a continual basis, since the age of 14, having worked in every department and unit. After completing his post-secondary studies, René joined the Blanchard Group full time as Vice-President and President in late 2012. He is also a board director for Enterprise Chaleur and the Chaleur Community Economic Leadership Group.

René's strong vision for the company includes a focus on diversification, exploration of potential opportunities for growth, and commitment to uphold the highest quality of products and service in markets served by the Blanchard Group. René holds a Bachelor's degree in Administration from St. Francis University and a marketing diploma from CCNB Dieppe.



Chris Boudreau

CEO
ClinicServer
Saint John

www.clinicserver.com
Chris.Boudreau@clinicserver.com

Chris took a 10 year old business , created a new plan and officially restarted ClinicServer in September 2010. He secured ClinicServer's initial angel investment \$1M and moved ClinicServer to a full "Cloud based" solution in 2011. He secured exclusive access to the Chartered Society of Physiotherapy (50,000 Physios in the UK) and has seen 13% compounded monthly growth in subscriptions since Dec 2011 to today.

As a serial entrepreneur Chris's creations have included ARVISE Technologies that focused on language technology research and development. The Babel Fish Corporation where he served as the Vice President of Localization R&D and Transetix GSI. Chris has sat on the Industry Canada's National Language Technology Roadmap (TRM) Sectorial Committee.

Chris shares his knowledge of industry and business with associations, academic institutions and individuals looking to make their ideas a reality. Chris sits on the Boards of NBITC, UPTown Saint John and Vault 15. He has a keen interest in growing the local economy especially in the ICT Sector and contributing to his community. You will always see Chris both promoting and encouraging innovation. For him challenges are just opportunities waiting to happen.



Glenn Cox

President/Founder
Zengo Innovations Inc.
Charlottetown PEI

www.ruptureseal.com
gcox@zengo-world.com

Zengo Inc. is an innovation company developing life safety and environmental protection products. Zengo moved into their first commercial space in June of 2010 occupying 2000 sq. ft. They are moving into a new 12,000 sq.ft. building in the summer of 2012.

Their lead product the RuptureSeal™ is a hand held device that seals accidental ruptures in less than 2 seconds. The product went from conception to commercialization in less than a year, and is now sold around the world through a global distribution network.

Glenn loves to invent which he says is essentially solving a problem. His company continues to invent new products keeping the innovation pipeline full with products that are equally as exciting as the RuptureSeal™.

Glenn hopes that his success will allow him to someday give more than he takes. Glenn is married and lives on PEI where they enjoy all the wonderful things the island has to offer!



Hélène Eusanio

Sales & Marketing
Atlantic Compressed Air Ltd.
Moncton

www.atlanticcompressedair.ca
helene.eusanio
[@atlanticcompressedair.ca](mailto:helene.eusanio@atlanticcompressedair.ca)

Atlantic Compressed Air, established 1973, provides superior industrial air compressor sales and service throughout the Atlantic Provinces. Head office in Moncton, NB, fully operational branch in Dartmouth, NS, a satellite office in Fredericton and most recently St. John's NL.

Hélène has been with ACAL since 2006 and is a second generation minority shareholder since 2009. She plays an integral role in the operations as well as being an outside sales representative, marketing lead, public relations and overall go-to person.

Her background in technical lighting design has proven to be very useful in the understanding of the machinery, systems design and allows her to have creative input. Hélène's passion is to support the local manufacturing market in order to provide a sustainable future within the Atlantic Provinces. She is driven by the desire to grow and enhance the already well established family business.

She holds a BA from Bishop's University and a certificate in Management Development, UNB '08.



Donnie Fillmore

President & Co-Owner
Atlantic Pacific Transport
Moncton

www.fillmoretrucking.ca
donnie@fillmoretrucking.ca

Donnie has worked his way to President and co-owner of Atlantic Pacific Transport Ltd. which is recognized as a Platinum Rated Carrier for safety coupled with an employer of choice designation. His company's leadership in these areas coincide with Donnie's personal values and mission to inspire, encourage and empower people around him to reach their full potential.

Donnie applies his strengths of business leadership and mentoring to his community involvement. He presently serves as Vice Chair of the Atlantic Provincial Trucking Association, is a Director of the local recreation council, past VP of Saint-Antoine gun club, member of the Road Builders Association and a volunteer fireman.

Donnie's vision for his company is to be the premier choice for quality service to clients in flat bed hauling of building supplies, components and construction equipment.

Donnie knows his family of 4 children and wife Tammy are essential to his complete life's success.



Marc Gallant

CEO

FIC Holdings Inc.
(group of companies)
Rosaireville

www.terracesoncliffe.com
marc@terracesoncliffe.com
marc@ficholdings.com

FIC Holdings Inc. (group of companies) is a real property development/management group involved in: general construction (commercial), multi-residential development, seniors' care facilities, commercial property development, trucking and agriculture.

FIC Holdings Inc. is a second generation family owned business. Marc, the eldest of two sons involved in the family business started by his father, is primarily responsible for the development of new projects, finances and leadership on all fronts. The group has grown over 500% in the past 5 years with no signs of slowing down.

Marc's goals are to increase revenue streams, rebuild cash reserves and set a long term plan of action to secure a successful future

A father of two and devoted husband, Marc is able to value the importance of proper time investments, and truly believes in the bright future he holds for himself and his family.



Crystal Lavallée

Chief Executive Officer
ViTRAK Systems Inc.
Charlottetown

www.vitraksystems.com
crystal@vitraksystems.com

ViTRAK Systems Inc. (ViTRAK) is a federally incorporated Research and Development company dedicated to the development and commercialization of its two patents in the field of movement tracking and analysis.

The company's first product is a pressure sensitive flooring system with sophisticated footprint analytic software with applications including security, sports training and medicine, clinical drug trials and various forms of research.

Crystal started working with the inventor and founding shareholder of ViTRAK in 2007 as a Bioscience Consultant and after completing a R&D plan, Business Plan and successfully raising the capital needed to move forward she took on the role as full time CEO.

Crystal has a MSc and MBA and has over eighteen years research and business management experience obtained in the private and public sectors.



Mathieu LeBlanc

President
ACFOR Forestry Management
BAUMIER Heat inc.
Moncton

www.acforinc.com
mathieu@acforinc.com

In 2006, while working for a forestry consulting firm in the Ottawa region, Mathieu decided to move back to his home province to start his own forestry management company “ACFOR” in the midst of the worst forestry crisis in history.

Mathieu describes himself as a social entrepreneur, to further environmental and social goals. ACFOR “Acronym for Acadian Forest” restores and increases the quality of the Acadian Forest through sustainable forestry management and, as a result, enhances the quality of life of the people and wildlife that animates and surrounds those forests.

Mathieu recently founded a second company that delivers renewable heat to commercial buildings and rural communities with wood biomass, using the most advanced biomass boilers in the world.

Mathieu has six core values that have helped him be a successful entrepreneur: family, transparency, passion, simplicity, optimism and humility.



Ian Lucas

President
Scene Sharp Technologies
Fredericton

www.scenesharp.com
ianlucas@scenesharp.com

Scene Sharp Technologies is a start up company established as a receptor to commercialize technologies invented by Dr. Yun Zhang Ph.D. at UNB. We have patented software that creates high resolution digital colour images in low light conditions.

Ian Lucas has been involved with high technology sales and marketing for 25 years. He has enjoyed progressive responsibilities in a number of high growth companies. Ian has been involved in commercializing over 20 products and has had significant international marketing and sales experience.

Recently Ian was the commercial strategist behind the high growth phase of Ocean Nutrition Canada, a successful Canadian Biotechnology Company, where he thrived in a highly entrepreneurial environment.

In 2010 he started a consulting business and in 2011 became co-founder and President of Scene Sharp.



Yan Simard

Founder & CEO
Zaptap Inc
Fredericton

www.zaptap.com
yan.simard@zaptap.com

The spark for Zaptap came in early 2010 when Yan realized that the huge amount of information available about retail items is often not available when we need it, which is when we are in a store or when we are using the item. Zaptap was the result of trying to fix this.

Prior to Zaptap, Yan spent his career in IT Management working for companies such as CGI, Bell Canada, Gameloft, NBCC, Industrial Alliance and Irving Oil.

Yan has huge expectations for Zaptap as he wants it to become the global leader in the budding Augmented Consumer Experience field. With the right execution, Zaptap can really achieve this.

Originally from Quebec City, Yan now calls New Brunswick home. He's the proud and busy father of 4 great kids, who remain his driving inspiration. As an advocate of life balance, Yan is also an enthusiastic martial artist, traveler and never misses a chance to play outdoor.



Paul Simmonds

President
Robert Simmonds Inc.
Fredericton

www.robertsimmonds.com
paul@robertsimmonds.com

Paul Simmonds has been in the retail clothing and footwear business for 35 years, all at the independent level.

In 1998, Paul founded his own independent clothing business and has since expanded four times in different markets affiliated with the company's core business.

Paul has been on the past boards of Junior Achievement, Women in Transition house and The Fredericton Community Foundation. In addition, Paul is associated with many local charities, from supporting the homeless, to helping many other non-profit organizations.

Paul has been a Retail Council of Canada board member for ten year. Mr. Simmonds is current chair of the Canadian Independent retail committee and a current board member of the Retail Council of Canada.

Paul has lived in Fredericton, New Brunswick, for most of his life and graduated from the University of New Brunswick with a Bachelor of Business degree.



Cathy Sweet

President
Comztar Inc.
Moncton

www.comztar.com
Comztar@gmail.com

Comztar Inc. is a commercial property company that brings new life and opportunity to mature commercial buildings within New Brunswick's Industrial Business community.

Comztar Inc. offers property management, leasing and lease hold improvements. We provide newly renovated, decorated and move-in ready office and warehouse space.

Cathy Sweet's experience includes Business Development at Coca-Cola and Property Management with two Commercial Investment companies. In the past twelve years Sweet has excelled as a Pharmaceutical Sales Representative, currently as Territory Manager for NB/PEI. Travel Clinics, Gynecologic Oncologists and GPs are her primary focus. She is known to be customer oriented and patient focused and is the recipient of several awards including Leadership Watch and Top Performer.

Cathy is a member of The Real Estate Investment Organization, Business Professional Women, and volunteers with non-profit organizations such as Habitat for Humanity and the SPCA.



Dave Veale

Founder/Partner
Vision Coaching Inc. &
Coaching Out of the Box
Saint John

www.VisionCoachingInc.com

www.CoachingOutoftheBox.com

Dave@VisionCoachingInc.com

Luctor et Emergo – ‘Struggle and Emerge’

This mantra has guided Dave and his passion for coaching. In 2005, he founded Vision Coaching Inc. which is now the largest coaching company in Atlantic Canada with highly credentialed coaches who share Dave’s vision for coaching leaders one-on-one or in teams.

In 2008, Vision Coaching earned the Board of Trade’s Outstanding Achievement Award in the “Emerging Enterprise” category.

In 2010 Dave became a partner at Coaching Out of the Box a company that teaches individuals and organizations how to leverage the power of coaching with products like our flagship 5/5/5 Coaching Skills Training Program™.

Vision Coaching and Coaching Out of the Box clients range from entrepreneurs of small businesses to executives of multinational corporations from a wide range of industries.



Lisa Williams

President and CEO
Unicare Home Health Care Inc.
Miramichi

www.unicaremiramichi.com
unicarehealthcare@nb.aibn.com

Lisa is the founder of Unicare Home Health Care Inc., a home support company, that serves all of Northumberland County, NB. Her vision is to educate, support and assist families in maintaining quality of life in their homes by providing exceptional personal care by highly qualified professionals. Unicare began with two employees and has now grown to include 90 employees

Lisa is seeking opportunities to expand and diversify her business by enlarging her territory to include more of the NB home support market and by investing in housing projects that will help combat the housing shortage for both seniors and people with disabilities. She is also strongly committed to investing in employee training and education with the belief that it creates a unified and stronger workforce to better serve her clients.

Lisa received her Bachelor of Business Administration from UNB Fredericton. She currently serves on the boards of three not for profit organizations in New Brunswick.