

DOUGLAS COLLEGE SELF EMPLOYMENT PROGRAM *entrepreneur*s

VISIONS OF EXCELLENCE SPONSORS

We also want to thank each of the Award Sponsors for their contribution to the Awards Evening.



High Tech Category Sponsor

Westminster Savings understands the complexity of business today and the importance you place on having a financial partner that offers real solutions. Their experienced commercial bankers will evaluate your financial needs and help you choose the right combination of services and products to position your business towards growth and long-term success. After all, our business is making your business prosper.

Westminster Savings has \$1.2 billion in assets, 51,000 members and eight retail branches in New Westminster, Coquitlam, Port Coquitlam, Maple Ridge, Surrey, and White Rock. The credit union also operates two subsidiaries, WS Leasing Ltd, and Westminster Savings Financial Planning Ltd.

604 528 3803 www.wscu.com

Our programs business advisor phone numbers have been changed. Please note the new numbers:

Max Attwood	604 761 5902
Carolyn Cooper-McOuatt	604 761 4175
Barbara Harkness	604 761 5793
Graham Hill	604 761 2637
Judy Johnson	604 761 7259
Valerie Lockyer	604 761 3782
Ray Peterson	604 761 6159
Chris Ricard	604 761 5794
Alex Sim	604 761 7548

We are looking for input from graduates finding out what presentation ideas you would like to see in future round table evenings. Please email Carolyn at ccm@douglas.bc.ca with your creative suggestions.

ROUND TABLE – December 5th 2005
"TARGET FRAUD BEFORE IT TARGETS YOU"

Fraud detection: Fraud Protection for your business. Presented by, he Better Business Bureau. Remember to bring door prizes, business cards and your questions.

STORIES WANTED

In future newsletters we are looking for you to share your business expertise, knowledge, and stories about your experiences, your challenges or wins as an entrepreneur. The focus can be either educational or inspirational. Please contact Carolyn @ 604 777 6013 or email at ccm@douglas.bc.ca.



Service Category Sponsor

Explore the Executive Experience.

Executive Hotels and Resorts is a chain of four-star plaza and boutique hotels with four locations in Vancouver close to restaurants, shopping, and entertainment. Each location offers beautifully appointed guest rooms and state-of-the-art meeting facilities. Amenities include complimentary newspapers and free access to recreational facilities. Guests at our Burnaby and Coquitlam locations can enjoy a signature, complimentary, 15-minute, Executive massage. Executive Reward Club Members earn airline points, room nights, and merchandise.

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Steinman Et Company is a law firm specializing in commercial litigation and employment law and is located in Vancouver's central business and financial district. The law firm's practice includes acting as counsel to clients involved in all manner of business disputes, including contract disputes, negligence and misrepresentation cases, shareholder and partnership disputes, fraud claims, banking litigation, insurance claims, commercial tenancy disputes, and employment cases.

604 692 2525 www.steinmanlaw.ca



Home Based Business Category Sponsor

Coast Capital Savings is Canada's second largest credit union with \$7.2 billion in assets, 300,000 members and 46 branches across the Lower Mainland, Fraser Valley and Vancouver Island. The credit union was the first full-service financial institution to introduce free chequing in Canada. Coast Capital Savings is one of Canada's 50 Best Managed Companies and was the recipient of the 2004 Imagine Award for being the best corporate citizen in Canada's financial services industry.

604 941 8183 www.coastcapitalsavings.com



SelfEMPLOYMENT PROGRAM *entrepreneur*s

Where successful entrepreneurs begin

Funded by Service Canada and offered through The Training Group at Douglas College. We provide practical training, advice and income support for eligible participants. Our program has provided assistance through training to over 2000 new business start-ups.

Coquitlam

Retail Category Sponsor

Coquitlam is home to the New R&R™ - where Retail and Recreation come together to attract visitors and residents alike.

604 927 3000 www.coquitlam.ca



Construction and Manufacturing Category Sponsor

Rockingham Engineering provides a consulting engineering service for residential and commercial projects.

604 921 1394



Perseverance Category Sponsor

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604 464 1156 email: lmichael@dowco.com



Entrepreneur of the Year Category Sponsor

The Training Group at Douglas College has been a leader in customized training for industry, government and business for more than 10 years. We specialize in responsive career and workplace training solutions that meet the customer's needs.

Past clients include: BC Hydro, Motor Dealers Council of BC, Private Investigators Association of BC, BC Ministry of Human Resources, Human Resources Skills Development Canada, Canadian Airlines, Flavelle Cedar, Interlink Transportation, Canadian Auto workers, Forest Renewal BC and Quebecor.

604 777 6150 www.douglas.bc.ca/traininggroup

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SelfEMPLOYMENT PROGRAM *entrepreneur*s

Where successful entrepreneurs begin

A newsletter by and for graduates of the Self Employment Program co-ordinated through The Training Group at Douglas College.

VISIT US AT OUR NEW WEBSITE www.douglas.bc.ca/selfemployment

Do you know that small business accounts for almost 98% of all businesses in BC?

These businesses employ 971,000 people. 83% of small businesses are considered to be Micro-business meaning they have less than five employees. One in Five people in BC is self employed. Of those, more than 388,000 are self employed individuals working alone. (BC Government- Small Business Profile 2005)

On October 19th we celebrated our 9th Year of the Visions of Excellence / Entrepreneur of the Year Awards. There were 350 people in attendance who celebrated our graduates business success and accomplishments. We honored 24 people, representing 22 businesses, from 19 different intakes who have dared to be remarkable. It was also a chance for everyone to mix and mingle, enjoy some great food, win some cash and prizes.

Congratulations To Our Visions Of Excellence Award Winners



From left to right – Back row: Jamie Maclure, Nafees Chaudhry, Deneen Tizya, Mark Tizya, Chris Richardson
Front row: Susan Cumberland, Ray Medway, Jade Burnside, Stephanie Lathigee, David Kelly.

Read more about this year's winners inside!

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Congratulations To The Visions Of Excellence 2005 Award Winners



Jade Burnside
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Marketing Services
New Westminster
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results@aheadoftheweb.com
www.aheadoftheweb.com



Chris Richardson
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604 780 3020
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Mark & Deneen Tizya
Heritage Shade & Shutter Inc.
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604 277 5700
deneen@heritagess.com
www.heritagess.com



Stephanie Lathigee
Best Friends School Age Care
Pitt Meadows
604 465 3090
rlathigee@shaw.ca

Westminster Savings Credit Union High Tech Award

In just 2 years of operation, Ahead of the Web has helped dozens of clients earn higher profits through their websites, cumulatively helping them to increase sales by more than half a million dollars. Sixteen months ago they became the chief SEO referral for the Internet Marketing Center, one of the world's top internet marketing firms. Over 90% of Ahead of the Web's business comes from client referrals from around the world. Ahead of the Web has also built websites for SEP grads, including some of this year's Entrepreneur of the Year finalists.

Jade thanked the SE Program, HRSDC and the love of his life, Olga for their support. He also spoke about the other finalist in his category and complimented him on the quality of work done by Steven Morehouse of Critical Node Systems, noting that they often worked together. Jade also spoke about how much he enjoyed working with his clients and what a privilege it was to do something he loved.

Steinman & Company Consulting Award

BNAC Environmental Solutions is making the work place and our environment a safer place to be by working with partners to develop solutions that use ingredients that are the "Natural" Born Killers of Industrial soils like tar, Oil, Paint, Protein and Calcium deposits. We want our friends, customers and neighbors to work with products that kill these bad soils and not people and the places that we live. BNAC Environmental has a product line over 20 products that do just that from dissolving paint to removing, proteins, tar and oil.



Susan Cumberland
Academic Advantage
Burnaby
604 439 1790
susan@schooliseasy.com
www.schooliseasy.com

Coast Capital Savings Home Based Business Award

Academic Advantage provides in home tutoring sessions from certified teachers. Personalized lessons help students who are struggling or students who need to be challenged. Academic Advantage carefully screens teachers and keeps an active database of 250-300 teachers at all times. Academic Advantage will put a student in touch with a certified teacher living in their area within 48 hours or less. Academic Advantage began in 2002 and has provided tutors to more than 400 families. Academic Advantage has become one of the largest and most respected tutoring agencies in the Lower Mainland.



Nafees Chaudhry
Nard Accounting Services Ltd.
Coquitlam
604 472 7776
nardservices@canada.com

Coast Capital Savings Home Based Business Award

Nard Accounting Services Ltd. provides full accounting services including, Canadian and US taxation, bookkeeping, consultation, computerized accounting setup and training, corporate year end and financial statement preparation, as well as representation in audit appeals. The company has increased its sales by almost 200% from 2003 to 2004, and increased its profit by 30 times from 2002 to 2005. With one full time and two part time employees, Nard Accounting Services will handle your record keeping, so that you can stay focused on management, revenue growth and maximizing your profit.

The City Of Coquitlam Retail Award

Deneen Tizya and her husband Mark started Heritage Shade and Shutter in November 2003. The company sells and installs customized fixed and retractable shutters and awnings for security or weather protection. After completing the Self Employment Program, Deneen and her husband secured financing, rented space in North Vancouver and began advertising. Frustrated by the 4 to 6 week delivery time from existing suppliers, the company has recently expanded into manufacturing. In September 2005, a manufacturing facility was opened in Richmond and has enabled Heritage Shade and Shutter to cut delivery time down to 2 weeks. In addition to the owners, the company currently has 2 full-time and 2 part-time employees.

Deneen talked about the importance of having a mentor and in treating people well and how that translates into increased business. She also told attendees that having a positive attitude in life is critical if you want to succeed.



David & Lisa Kelly, Jamie MacLure
& Robert Ruzzi (missing)
Offshore Interiors Inc.
Abbotsford
604 557 1165
offshoreinteriors@shaw.ca

Rockingham Engineering Construction & Manufacturing Award

Offshore Interiors Inc. is one of the only woodworking shops in the North West that specializes in yacht joinery. We offer design, fabrication, and installation of our product to both boat builders and private yacht owners. Offshore employs 8 full time employees, the 3 owners and 3 part time employees. The company is planning to double the size of its facility in the near future.

Offshore Interiors Inc. has supplied woodwork on a number of yachts – from 36 feet to 225 feet, from new builds to boats originally launched in the early forties. Projects have been as small as one piece of furniture and as extensive as the whole boat, including design and installation.

Douglas College Entrepreneur Of The Year Award Winners

David Kelly & Jamie MacLure & Karen Maynes (VP Finance at Douglas College)
Offshore Interiors Inc.
Abbotsford 604 557 1165
offshoreinteriors@shaw.ca

Westcoast Impressions Perseverance Award

Best Friends School Age Care offers flexible, high quality care in a home-like and enriched environment. The centre provides a fun place for kids to "hang out" and relax after school. The centre promotes wellness, outdoor play, opportunities for socialization and exploration. The centre encourages creativity, social responsibility, and the type of environment where we can all become best friends.

Starting and sustaining this business has been a roller coaster. The business was 3 months late starting because of licensing challenges. The following month the owner's spouse ended up on disability with a back injury, cutting the family income drastically. This created a lot of financial and family stress for the owner. Contributing to her "kids" motivated the owner everyday to keep going. After 6 months of operation the owner was forced to consider finding a part time job to supplement the family income. The month after the Self Employment Program support ended, 6 new clients came on board, all by referral. Her youngest son developed serious behavioral issues and after 8 months of difficulty he was admitted to Children's Hospital for 4 weeks. She traveled from Pitt Meadows to Vancouver to visit him in the hospital everyday. All the while, keeping the business fully operational.

As of September, the business is operating at its maximum capacity. Stephanie continues to succeed in the face of many challenges – her husband, a teacher was recently on strike. Overcoming adversity has demonstrated this individual's commitment and determination to succeed as an entrepreneur.

In her acceptance speech, Stephanie noted that 3 years ago today, she had been hospitalized for depression and that she has her husband – her rock to thank for being there for her and helping her through. Stephanie loves what she does and is thrilled to get up each morning to look after her "kids" as she affectionately calls them. Doing something that she loves makes all the difference in the world and motivates her to keep going.



Congratulations To All Of The Nominees & Good Luck Next Year!
For More Information On Our Sponsors, Turn To The Back Page