

Atlantic Canada Virtual Trade Mission to Jamaica and Miami

July - September 2020



Atlantic Canada
Opportunities
Agency

Agence de
promotion économique
du Canada atlantique

Canada 

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Atlantic Canada Virtual Trade Mission

Hello and welcome to the 2020 Atlantic Canadian Virtual Trade Mission to Kingston, Jamaica and Miami, USA. The Atlantic Canada Opportunities Agency (ACOA) and Centre for Women in Business (CWB) are excited to be collaborating to offer new market diversification strategies for Atlantic Canadian companies. This year COVID-19 shut down our 2020 in-market mission plans, so we adopted our approach. This resulted in the creation of this virtual mission strategy.

The response to the virtual mission has been strong. Atlantic Canadian companies plan to continue to be tenacious in diversifying their markets during these times and have been waiting for initiatives to assist with coordination. As a result, we will be adapting our approach to other market diversification events and support Atlantic Canadian companies with virtual initiatives throughout 2020.

Like everyone, we are adapting as we go and are completely open to trying new approaches. We are willing to adjust as we learn!

I want to wish our delegates the very best of success in opening new businesses for their families, companies and our Atlantic economy. Best wishes,



Craig Williams
Account Manager - International Business
Development
Atlantic Canada Opportunities Agency (ACOA) -
Nova Scotia

Welcome

to our Atlantic Virtual
Trade Mission

Atlantic Canada Virtual Trade Mission

"Cead Mile Failte" or 100,000 welcomes from Atlantic Canada! While the global COVID-19 pandemic has changed the way that we do business, we are excited about our pivot that will continue to allow Atlantic Canadian companies to connect and develop international business opportunities in Kingston, Jamaica and Miami, USA.

Our 14 delegates represent all four Atlantic Canadian companies and a variety of sectors - from manufacturing to cosmetics, to food products and education training. These companies pivoted as quickly as we did to ensure that we didn't miss an opportunity to develop connections between our countries.

Although we are not in-market this year, our future plans will include in-person introductions and continuing these important conversations that we are having virtually this year.

We look forward to connecting with you.



Best wishes,
Tanya Priske
Executive Director
Centre for Women in Business

Thank you

**for your interest
in our delegates**

Ashanti Leadership & PDS



OVERVIEW

Ashanti Leadership & Professional Development Services (**PDS**) was founded in 2011 by Ann Divine.

Ann Divine, CEO of Ashanti Leadership & PDS has a proven career history in change management, leadership development and strategic thinking. She has considerable experience in executive and management roles in Canada and the UK.

Since 2014, Ashanti Leadership & PDS has offered advisory services to all levels in government, businesses, academic institutions, non-profits, community groups and individuals. Ashanti provides effective solutions to meet organizational needs in the area of adult education and training, facilitated workshops, speaking engagements, organizational reviews and business advice.



Ms. Ann Divine
CEO



www.ashantileadership.com



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AWENS

OVERVIEW

Association of Workplace Educators in Nova Scotia (**AWENS**) is a registered non-profit that provides high level adult education that aids organizations in maximising the potential of their most valuable asset; their employees. Through its network of subject matter experts that span many industry sectors, AWENS is able to offer customized education and training programs. The benefits of working with AWENS network goes beyond the workplace, improving skills in everyday life for workers.

AWENS works to build the capacity of the human resources of the organizations to support their path in increasing productivity and performance. This is done by offering internationally recognized instructional skills program as well as creating custom education and training programs with its network of industry sector experts.



AWENS delivers programs globally
by building capacity from within



Ms. Nancy Thompson
Executive Director



www.awens.ca



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Educated Beards

OVERVIEW

Educated Beards produces and exports all-natural and organic men's grooming products. Established in 2017, they've grown their product line over the last 2.5 years and want to continue to expand.

Educated Beards strives to give you and your beard the best experience and outcome possible. As beard owners themselves, they understand the importance of using top quality products. Their products promote healthy hair, eliminates itching, irritation, beardruff and gives control over your beard.



Educated Beards products promote healthy hair, eliminates itching, irritation, beardruff and gives control over your beard



Beard Owners



100% natural & organic ingredients



Ms. Alicia Phillips
CEO



www.educatedbeards.com



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alicia@educatedbeards.ca

Fancy Pokket Bakery

OVERVIEW

Fancy Pokket was established in 1989, originally specializing in the production of pita bread and bagels. Over the last 31 years, it has grown to become one of Atlantic Canada's leading manufacturers of pita bread, tortilla wraps, bagels, naan bread, flatbreads and more. Its facility is BRC, Kosher and Halal certified, spanning over 45,000 square feet.

Fancy Pokket has also mastered the art of baking gluten-free products branded as Timani Gluten-Free. Its 58,000 square foot dedicated gluten-free facility is one of the largest gluten-free plants in the world with state-of-the-art equipment. It produces loaf bread, hotdog/hamburger buns, loaf cake, muffins, cookies, brownies and more. It offers retail and foodservice products as well as private label and copacking services.



Quality Ingredients,
Premium Products



Retail, Foodservice, Private
Label, Co-Packing Services



Gluten-Free Products



Fancy Pokket
Bakery

timani

GLUTEN FREE • SANS GLUTEN



Ms. Jessica Swinamer
Marketing Executive



www.fancypokket.com



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Indigena Skincare

OVERVIEW

They are Indigena - healing beauty powered by the wonders of nature. 100% natural skincare created with wild grown botanicals hand harvested in the Canadian province of Newfoundland and Labrador. Their formulations balance scientific innovation with the natural power of this unique, resilient landscape. A blend of pure ingredients sustainably distilled from sea botanicals and indigenous northern boreal extracts. Working in harmony with the seasons, Indigena locally grow these indigenous ingredients. They craft pure, safe and effective products, on Newfoundland island, to care for your skin and the environment.



100% Natural Skincare
Line of products



Blend of sustainable
ingredients from the land
and sea of Newfoundland



Botanical Pharmacy
Hand Sanitizer



Ms. Lisa Walsh
Founder & Chief Mermaid



www.indigenaskincare.com



2390 Topsail Road Conception Bay
South, NL, Canada A1W 2H2



1 709 240 2213



lisa@indigenaskincare.com

Louisbourg Seafoods

OVERVIEW

Louisbourg Seafoods is a community based, family-oriented business. From its inception in 1984, Jim and Lori Kennedy have built one of the largest, privately-held seafood companies in Atlantic Canada while paying close attention to the communities they do business in; which is one of their core values. Former National Sea workers and Jim, a former fisherman, both have deep family roots dating back hundreds of years to Newfoundland and St. Pierre & Miquelon, France. This rich history and experience passed down from generation to generation, gives the company inherent knowledge in producing a seafood product with superior quality and excellence.



Sustainable Harvesting
Policies



World-renowned Seafood



Supreme Quality
Control Practices



Ms. Lori Kennedy
Co-Founder & Owner



www.louisbourgseafoods.ca



P.O Box 5609 Louisbourg,
NS, Canada B1C 1B5



902 565 9512



lori.k@louisbourgseafoods.ca

Northern Abrasives

OVERVIEW

Established in 1991, Northern Abrasives Inc. is an innovative manufacturer and supplier of coated abrasive products to the Building Supply, Home Improvement, Retail, Hardware Professional Drywall, Paint & DIY Markets.

Northern Abrasives management team extensive experience in innovative product development, marketing, manufacturing, and distribution of coated abrasive products and sanding tools.



Innovative Product Development and flexibility to create custom value packs with short lead times



Rapid order fulfillment and tri-lingual Packaging (English, French & Spanish)



Logistic capabilities of cross docking and store direct shipping anywhere in North America



**Ms. Ruth Grady
President**



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PEI, Canada C0B 2A0



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Penny Doherty Literacy Consultants



OVERVIEW

With over four decades of experience in education, Penny Doherty Literacy Consultants Incorporated was established in 2013 and is a privately held, 100% woman owned small business located in Halifax, Nova Scotia, Canada. The company's brand name is ONE THIRD because ONE THIRD of all the people in the world learn differently. The brand name reflects the magnitude and importance of adapting teaching styles to create inclusive learning for all.

Ms. Doherty is an award-winning educator who brings exceptional experience within the Education sector as a teacher, principal, and founder of her own private day school and qualitative research center. She has further advised international governments and Ministries of Education on special education and inclusive learning strategies and policy to enhance educational outcomes for youth.



Ms. Penny Doherty
President



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Roswall



OVERVIEW

Roswall Development Inc. is an experienced developer of renewable energy projects, encompassing all aspects from financing and construction to operation. They are focused on enabling regions, industries, and public institutions to become energy self-sufficient. Roswall specializes in onsite, community scale, and transmission connected renewable energy projects.

Roswall Development Inc. has a unique approach to helping our clients reduce their energy costs and increase their competitiveness without taking on any performance risk or any upfront investment. Their approach can work with any sizable energy consumer, private or public. They build custom solutions to best fit the needs of our clients.



Mr. Daniel Roscoe
Managing Director



www.roswall.ca



397 Bedford Highway

Halifax, NS, Canada B3M 2L3



1 902 489-6787



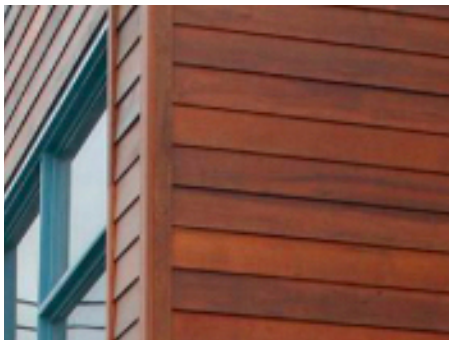
dan@roswall.ca

ThermalWood Canada

OVERVIEW

ThermalWood Canada offers high-quality, thermally modified lumber and wood products for a wide range of indoor and outdoor applications. Using a specially designed kiln, wood is heated at high temperatures, essentially "cooking" the lumber, making it very stable, highly rot-resistant and esthetically pleasing. Its thermal modification process can be applied to all wood species and ThermalWood Canada have processed a variety of species over the years with great pride on the expertise that it has developed.

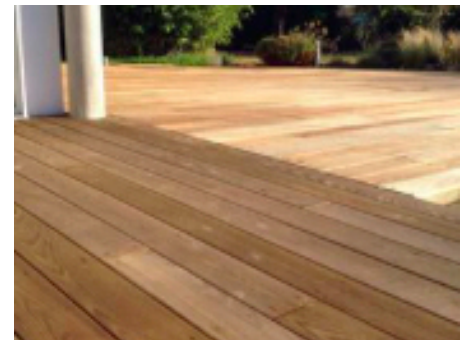
All wood is sourced from North America.



High-quality thermally modified wood products



Wide range of indoor and outdoor applications



Best quality specialty lumber



Mr. Robert Lennon
International Marketing
& Sales Director



www.thermalwoodcanada.com



1750 Connolly Ave. Bathurst,
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1 506 548 9126



thermalwoodcanada@yahoo.ca

Upfront Cosmetics

OVERVIEW

Upfront Cosmetics is an eco-friendly haircare company committed to minimizing the needless waste associated with brand packaging. It has an entire line of shampoo and conditioner bars that each replace 2-3 bottles of regular, liquid alternatives. Its products contain no sulphates, parabens, or synthetic fragrances and provide a salon-quality finish.



Eco-friendly, no plastic packaging, travel friendly



Vegan &
Leaping Bunny certified



PH balanced shampoo
no sulfate

UPFRONT
COSMETICS



Ms. Alicia Sharp
Founder



www.upfrontcosmetics.ca



4301 Route 105, Upper Queensbury
NB, Canada, E6G 1X8



1 506 461 2528



hello@upfrontcosmetics.ca

Velsoft



OVERVIEW

Velsoft is the leading provider of customizable training materials, enabling customers to deliver high quality and engaging content to their staff or students using proven materials that can be edited and localized to suit any training situation or audience. Velsoft training solutions enable customers to enjoy the confidence of knowing they are delivering relevant content while avoiding the extremely costly and time-consuming process of developing internal training materials.

velsoft



Mr. Jim Fitt
CEO



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Jim@velsoft.com

Ven-Rez

OVERVIEW

Ven-Rez is a leading Canadian manufacturer of educational, institutional and library furniture. Its reputation for product quality and durability has been tested by decades of use in both local and international markets. Schools who choose our student chairs, desks, and tables know that their investment will deliver long-term value. Ven-Rez is committed to “Building Better Classrooms” through design innovation and uncompromising quality!



Limited Lifetime Warranty
Made in Canada Quality



A Tradition of Innovation
Customizable Options



Mobile furniture - great
resource for COVID-19



Ms. Flora MacLeod
Vice President of Business
Development



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W.A. Grain & Pulse Solutions

OVERVIEW

W.A. Grain & Pulse Solutions is a Canadian owned, vertically integrated pulse processor that sources directly from Canadian farmers. W.A. Grain & Pulse Solutions own and operate facilities that clean, sort, mill, blend, and process NON-GMO Canadian grown pulse products for shipping worldwide. Its primary product line includes pulses such as Green, Yellow, and Maple Peas; Lentils; Chickpeas; Faba, Black and other Beans; in Conventional and Organic formats. W.A. Grain & Pulse Solutions also processes dehulled and pearled barley, rye and mustard seed.



Packaging capacity of products in 25kg bags, 1,000kg totes, bulk trailers, 20ft. sea containers



NON-GMO Canadian grown pulse products for shipping worldwide



Customer service orientation - a family-owned business



Mr. Wayne Maclean
General Manager



www.wagrainsolutions.ca



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Slemon Park, PEI, Canada, C0B 2A0



1 902 724 2170



Wayne.maclean@wagrainsolutions.ca

Our Organizers



Centre for Women in Business

The Centre for Women in Business (CWB) is dedicated to helping women succeed as entrepreneurs through exposure, connection and learning. This includes one-on-one business advice, business skills training, trade missions, networking opportunities, and a membership program designed to develop and support women in business. The CWB operates with the support of Mount Saint Vincent University and the Atlantic Canada Opportunities Agency (ACOA).



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Canada 

Atlantic Canada Opportunities Agency

The Atlantic Canada Opportunities Agency (ACOA) works to create opportunities for economic growth in Atlantic Canada by helping businesses become more competitive, innovative and productive, by working with diverse communities to develop and diversify local economics, and by championing the strengths of Atlantic Canada.

kisserūp
INTERNATIONAL TRADE ROOTS®

Kisserup International Trade Roots Inc.

Kisserup is a global consultancy firm focused on the development and sustainability of micro, small and medium size businesses around the world. Kisserup's global presence includes direct project experience and a network of experts in over 90 countries.

Canadian Trade Commissioner Services

In Kingston, Jamaica

Territories/Responsibilities: Jamaica, Bahamas, Cayman Islands, Turks and Caicos Islands

Ms. Yasmin Chong

Trade Commissioner

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Mrs. Lesley-Ann Ennevor

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Territory covered: State of Florida, Puerto Rico and the U.S. Virgin Islands

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Mr. Matthew Waldron

Trade Commissioner

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Sector: ICT | Craft Beer

Discover Atlantic Canada

Atlantic Canada is a truly global industry, with a mix of post-secondary education institutions, established multinational firms, and an active entrepreneurial and start-up community.



We specialize in

- Information communication technology... Take advantage of world-class infrastructure
- Financial technology... Join us in transforming the banking, insurance and IT consulting industries
- Digital media... Partner on emerging collaborations and connections
- Ocean technology... Collaborate with Canada's Ocean Supercluster
- Clean technology... Take advance of natural bio-resources
- Life sciences... Learn from and with advanced biotechnology
- Bio sciences... Learn from expertise in ag-bio, specialty oils, animal and human health products
- Agri-food... Experience our global reputation for safe, high-quality agriculture and agri-food products
- Aquaculture... Experience our global reputation for coldwater, high-water seafood
- Advanced manufacturing... Access and leverage renewables and innovative technology
- Oil, Gas & Mining... Access robust supplies and world-class deposits

Ask about incentives including

- Operation cost advantages (typically 15% cost-savings over the U.S.)
- Research & development tax credits
- Accelerated capital cost allowances
- Energy efficiency and productivity incentives
- Payroll rebates
- Trade and export support programs