

OUTSTANDING BUSINESS ACHIEVEMENT AWARDS RECIPIENTS ANNOUNCED

November 30 , 2005

The Saint John Board of Trade has announced the recipients of its 2005 Outstanding Business Achievement Awards. At its 21st awards dinner, Brovada Technologies Inc. was honoured with the award for Emerging Enterprise, and Fundy Engineering & Consulting Ltd. accepted the Entrepreneurial Achievement Award. In the Business Excellence category, the award went to ADI Limited.

The Board of Trade also presented silver and bronze awards in each of the award categories. In the Emerging Enterprise category, the silver award was presented to Claire Driscoll & Associates Inc. In the Entrepreneurial Achievement award category, silver was awarded to Millennium Mist Springs Ltd. and bronze went to Fitworks Equipment Ltd. The silver award in the Business Excellence category was given to T4G, with bronze awarded to CenterBeam Inc.

In the Emerging Enterprise category, Brovada Technologies took top honours. Founded in Halifax by Karl Greenlaw in February 2003 to develop software solutions for the auto financing sector, Brovada moved to Saint John in early 2004 and was one of the first four companies introduced by Propelsj in its Launch32 initiative aimed at creating 32 new ICT start-ups in Saint John within 36 months.

In early 2004, Brovada's focus shifted to developing leading edge software products for the insurance industry to provide a seamless connection for insurance brokerages to synchronize their customer and policy data with their insurance carrier partners, with minimal re-keying of data and minimal changes to customers' systems. Brovada also developed software which allows brokerages to offer and administer financing plans for insurance premiums. The company's latest product - just being released - incorporates advanced web-based communications techniques to provide an estimated 20%-plus productivity improvement for insurance brokers, with minimal user training. Brovada's clients now include some of the largest insurance companies and credit unions in Canada and one of largest insurance brokerages in the world.

The company has seen impressive sales growth since 2004, with 25% of its sales going to the US. Distribution partnerships have been established with an Ontario company focused on insurance clients, and a Saint John company for telecom clients and other vertical markets.

Employment has grown from four employees in 2004 to 19 today, with growth expected to continue. Fully half of Brovada's new workforce is composed of newcomers and returnees to Saint John.

Fundy Engineering & Consulting Ltd. was established in 1989 with an initial staff of four, including current principals and engineers Gordon Moulard and Peter McKelvey. Since its inception the company has demonstrated continued growth in service offerings, staff size, markets served and client base. Fundy Engineering has completed in excess of 4,400 project assignments for private companies, individuals and government agencies in the Atlantic region. In 2001 Fundy Engineering acquired the assets of a materials testing firm in Prince Edward Island, further increasing its ability to serve clients in PEI and Atlantic Canada.

Since Fundy Engineering purchased and renovated its historic premises in uptown Saint John in 2003 to accommodate its growing workforce, staff size has doubled to over 30.

Fundy Engineering is continually looking for market niches it can fill, particularly those project assignments that require a cross-over of one or more of the electrical, civil, mechanical, project management, and environmental engineering disciplines they offer. The company's marketing approach is to establish and foster long-term relationships with clients that will in turn result in loyal and satisfied customers. In the past five years, the projects completed by Fundy Engineering have grown in scope, size, complexity and significance. The majority of these projects are a direct result of repeat business and word of mouth. They believe that if the core values established by Peter and Gordon in 1989 are maintained as the company continues to grow and evolve, they will remain successful in serving their clients needs first.

ADI Limited had its beginnings sixty years ago in 1945 when two professors at UNB's Department of Engineering founded a company to undertake design engineering. The need for this service across New Brunswick became increasingly evident in the following years as the firm grew in size and scope. ADI now provides architecture, consulting, design, project and construction management, environmental management, design-build services, and water and wastewater treatment solutions to industries and governments worldwide. ADI has twelve offices in Canada and the United States, and projects in over 30 countries around the globe. The growth of the company can be attributed to an entrepreneurial spirit within a

professional services business framework, with a high degree of concentration on customer satisfaction. A large percentage of ADI's projects come from repeat customers.

The Saint John office was established in 1972, with the Saint John lab performing geotechnical and materials testing for client projects from Woodstock to St. Stephen to Sussex. A number of the projects with which ADI has been involved have been instrumental in the economic growth of the city.

ADI employs over 300 people in Atlantic Canada, fostering an environment of open expression where employees can carve their own road to success. As an engineering firm, innovation is a cornerstone of the company's success. To continue to foster innovation, ADI has developed a research and development alliance with the University of New Brunswick and funds four renewable scholarships to UNB.

This year's recipient of the "Young Entrepreneur" award is Tao Tao Liu. This award recognizes young business leaders (30 years and under) just beginning to make their mark.

The Board of Trade presented this evening for the third year "The Big Heart" Award. The recipient of this award is The United Way of Greater Saint John Inc.

Also this evening, Board of Trade Chair, Nancy Thorne presented Our Five Regional Mayors with the Chair's Award. This marks the twelfth year in which a deserving individual or organization has been selected by the Board's Chairman for their achievements within, and contributions to, the community.