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- **Norm Cull, 1st Vice-President**
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- **Tony Richards, 2nd Vice-President**
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- **Wade Saunders, Secretary**
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- **Alick Pilgrim, Plant Workers**
St. Anthony Plant
- **Mamie Carroll, Plant Worker**
Other than St. Anthony Plant
- **Melvin Patey**
Communities Goose Cove to Great Brehat
- **Todd Hedderson**
Communities of St. Lunaire-Griquet to L'Anse aux Meadows
- **Ernest Simms**
Town Council of St. Anthony
- **Terry Smith**
Communities Big Brook to Ship Cove
- **Shawn Warren**
St. Anthony & Area Chamber of Commerce

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GLENDABURDEN



ALICIA PATEY

New staff at SABRI

Due to the increased number of activities SABRI has become involved in, additional staff were required. In August of 2003 Glenda Burden of St. Lunaire-Griquet was hired as Receptionist. Glenda has worked for the past 16 years as Town Clerk/Manager for the Town of St. Lunaire-Griquet. Her prior job has given her a great deal of experience in working with the public.

In September, Alicia Patey of St. Anthony was hired as the Aquaculture Coordinator for SABRI. She works out of the SABRI office in St. Anthony but spends a great deal of her time on site of the three mussels farms SABRI is in the process of developing. Alicia holds a Bachelor of Science Degree in Environment Biology from Memorial University of Newfoundland. She has worked as the Pool Supervisor for the Town of St. Anthony for the past three seasons.

SABRI welcomes both Glenda & Alicia and hope they both enjoy their time at SABRI.



Construction starts on cold storage facility

State-of-the-art operation makes St. Anthony port of call for offshore fishing vessels

Two years of hard work and long hours came to fruition on July 11, 2003 when ACOA Minister Hon. Gerry Byrne announced a partnership with SABRI to build a \$7.5 million state-of-the-art cold storage facility at St. Anthony. ACOA is providing a \$3 million interest free loan to SABRI to construct the facility with SABRI financing the additional funds.

Construction of the facility began in August of 2003 with expected completion date set for July 2004. SABRI has entered into a lease operating agreement with St. Anthony Cold Storage who brings the expertise of operating such a facility to the table. The facility will include a mobile racking system, a tunneled conveyor offloading system and a computerized online inventory system.

This facility will help to make St. Anthony the port of call for offshore vessels fishing shrimp, turbot, etc. It will also be utilized by existing seafood processors who could store their product until it's ready to be shipped to market.

This cold storage facility is the starting point to turning St. Anthony into a container port as interest has already been shown by an existing shipping company. Eimskip is interested in making St. Anthony the first stop for vessels leaving Europe and the last stop when vessels return to Europe. This will create unlimited opportunities for businesses to ship supplies.



Taking part in a ground-breaking ceremony were: (l-r) – Jon Johannsson, Sam Elliott, MP Gerry Byrne, Charlie Reardon and Jerome Ward.



Helping entrepreneurs help themselves

Just over a year ago, SABRI entered into a partnership arrangement with Great Northern Peninsula Development Corporation to offer an innovative approach to providing business development services. The Atlantic Canada Opportunities Agency is also partnering with this new business development initiative and is providing a financial contribution for a period of three years.

The business development support is based around the concept of business facilitation. This involves providing professional enabling assistance to help local entrepreneurs take their business ideas from the conceptual stage to a practical reality. There has been a tremendous response to the business facilitating services with over seventy (70) clients having requested assistance to date. And, an ongoing supportive relationship has been created with a number of local groups and individuals. These clients are spread

throughout the whole of SABRI's geographic area from Big Brook to Goose Cove.

The business facilitation approach taken by SABRI is designed to encourage and nurture new business activity with existing and aspiring entrepreneurs. This involves getting to know local people and assisting them with the development of their business ideas. The free confidential facilitating services are being managed by David Simms and are available to anyone who wants to start or improve a business. The support provided involves spending as much time as necessary helping local entrepreneurs to assess, plan and organize potential ideas before they can be launched as business ventures.

In order to achieve success with their ideas, entrepreneurs are being helped to address all essential business formation requirements. In particular, this includes an examination of key technical, marketing and

financial matters. The business facilitating assistance also provides entrepreneurs with access to critical outside information and expertise. When ready, entrepreneurs are helped to link with government agencies and other groups that can provide financing resources and other forms of business start-up support.

The largest number of new business ideas being pursued are centered around different aspects of the tourism sector. Over the past two years, the number of tourists visiting the L'Anse aux Meadows National Historic Site has increased significantly with over 33,600 visitors recorded in 2003. This has resulted in an increasing number of local entrepreneurs wanting to capitalize on new tourism-related business opportunities. In particular, several new businesses are being pursued around the hospitality industry, especially involving the establishment of new

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BUSINESS PROFILE: Hillsview Bed and Breakfast

Assistance provided in development of tourist accommodations

Ina and Wilbourne Hill of Gunners Cove utilized SABRI's business facilitating services to obtain assistance with the establishment of Hillsview Bed and Breakfast. The business plan was developed around renovating the old family home and adding an extension to create an eight bedroom facility. Each room has its own private bath and other amenities allowing the operation to be awarded an initial three and one half star rating by Canada Select. The SABRI support services helped with business planning, accessing financial resources and



addressing operational requirements, including the provision of ongoing advice and guidance. Hillsview Bed and Breakfast

has recently concluded a successful start-up season after opening for business in July of this year.



Investment in mussel farming paying off

SABRI continued its investment in mussel farming in the region.

Two new employees were hired to work the mussel farms, Keith Pilgrim of St. Anthony Bight and Paul Burden of St. Lunaire-Griquet. They set up two developmental farms in St. Lunaire-

Griquet area, one in Southwest Bay and the other in Northwest Bay. This added to the already existing farm in Northwest Arm, Griquet Harbour.

In October the employees began putting mussel seed on the lines. They finished up in November with 8900 lbs

(865 socks) of seed in Southwest Bay and 9100 lbs (752 socks) in Northwest Bay.

The socks are now sunk for the winter where they will be grown out for a period of 12-24 months with periodic checks. The lines will be refloated in the Spring.

Company pursuing crab licence through courts

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the reduced tariff volume from 5,000 to 7,000 metric tonnes. The processing capacity continues to expand with existing factories adding equipment as well as idle capacity being restarted.

From a multi-species perspective the business was involved in the purchase of toad crab, rock crab, snow crab, herring,

mackerel, and whelk. Plans for whelk processing were delayed due to the escalating shore price. The business suffered a severe setback when the courts turned down its legal case to have the provincial government issue the snow crab licence as agreed to when the business commenced operations. The case is now being appealed. The company continues to

lobby government on this matter.

St. Anthony Seafoods partnered with Atlantic Shrimp Company (Clearwater's offshore shrimp division) to catch 500MT of NOFTA's quota and process 25% of it at its facilities in St Anthony. It is working aggressively on putting together a proposal to catch and process all this quota in the future.



Cold storage project launched

Community leaders and representatives of St. Anthony Basin Resources Inc and St. Anthony Cold Storage Inc. came together last July to announce that a \$7.5-million cold storage and offloading facility would be constructed at St. Anthony. Jon Johannsson, president of St. Anthony Cold Storage Inc.,

declared that St. Anthony was poised to become the "shrimp capital of the world." Taking part in the official announcement were: (l-r) – Mayor Ernest Simms of St. Anthony, Wayne Noel and Charlie Reardon of SABRI, Humber-St. Barbe-Baie Verte MP Gerry Byrne and Mr. Johannsson.

FISHERIES DEVELOPMENT

Progress being made on aquaculture, whelk

Rock/Toad Crab

SABRI continues to be involved in this fishery which it spearheaded in 1999 in the SABRI region. Rock/Toad crab is the fishery that fishermen has been able to rely on the past few years when it seemed other fisheries were decreasing.

Again this year SABRI contributed funds to this important developing fishery in SABRI's region. Again in 2003 St. Anthony Seafoods bought the crab and shipped it out to be processed. There was a total of over 627,000 lbs of crab caught in 2003 and SABRI contributed \$35,000 which was used to purchase pots for new fishermen, and provided subsidies to fishermen to cover the cost of bait and the costs of trucking the product.

Whelk

Once again SABRI provided subsidies

to whelk fishermen to help offset their costs of trucking and bait in the amount of \$30,000. Over 479,000 lbs of whelk was landed and sold by fishermen in the SABRI region. Carroll's Fisheries in Cook's Harbour purchased the whelk and shipped it out to be processed. The amount of whelk caught in SABRI's region continues to increase as more and more fishermen become involved. Due to closure of cod fishery more fishermen took advantage of the whelk fishery to help supplement the income they lost from the cod closure.

St. Anthony Seafoods

St. Anthony Seafoods expects to conclude its processing season by December 6th or earlier depending on available raw material supply. This will conclude the worst season on record from a production perspective with financial results reflective

of the poorest season in its 5 year history. The three shifts have worked 25, 13 and 2 weeks according to seniority with 10 weeks of retail repack work.

The company invested heavily in new processing technology this past season with the introduction of central cooking. As well monies were spent on smoothing the process flow with a revamped retail processing line and mastering area. The property purchased from our previous landlord was renovated to accommodate the maturation operation.

The industry continues to be chaotic with strikes, protests, and closures rampant. The market has taken a huge drop in the US due to the dramatic strengthening of the Canadian currency. The Tariff barrier in Europe continues with a slight increase in

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BUSINESS PROFILE: Viking RV Park

Park catering to families, small groups under new ownership

Grace Barney and Clyde Hedderson became the new owners of Viking RV Park in April 2003. Located on Route 436 at the Quirpon intersection, the park had been operating by its previous owners for the past three years. The SABRI business development services helped with the ownership transfer by assisting with such matters as business planning and accessing the required financing. Operations began under the new ownership arrangement at the beginning of the 2003 tourist season with the park offering thirty semi-serviced and unserviced RV sites and ten tent sites. Viking RV Park also promotes unique boat tours in the local area that are customized to accommodate families and small groups who want to schedule their own sightseeing experience.



Business development services

(Continued from page 2)

Bed and Breakfast facilities. Other ideas include developing businesses around touring, crafts and heritage resources.

In the fisheries sector, entrepreneurs are assessing new development opportunities in value-added processing. And, in the manufacturing sector, new business ventures are being planned around the local production of food and beverage products. Also, there is increasing interest to realize new business potential in the local marine service industry, especially in response to the establishment of the new St. Anthony Cold Storage facility.

The SABRI business development services are helping to satisfy a vital requirement for stimulating local business creation. This approach is tailored to supporting local entrepreneurs by helping to facilitate new business development from within our communities. This involves providing increased business support capacity in our region and helping to respond to emerging economic development opportunities. As more and more people look to pursue new ideas, the



David Simms (left) and Glenda Noble review case studies.

SABRI business facilitating assistance can provide the caring and cooperative support that can assist with new business start-ups in an ongoing and responsive manner.

Anyone requiring assistance with the development of a business idea should contact the SABRI office by calling (709) 454-3484.

Marine Scholarships awarded to students by SABRI, Clearwater

For the fifth straight year SABRI and Clearwater has partnered to award Marine Scholarships to students pursuing a career in marine-related fields. Eligible careers include Marine Engineering, Bachelor of Science, Diploma in Food Technology, Electrical Engineering, Mechanical Engineering, Marine Diesel, Millwright, Welding and Aquaculture Diploma. Recipients for 2003 were:

Scott Anderson of Lanse aux Meadows; Mark Cull of Goose Cove; Brent Elliott of Raleigh; Robert Pilgrim of St. Anthony. All will receive \$2500 per year until they graduate provided certain criteria are maintained.



(l-r) – Glenda Noble of SABRI, Scott Anderson, Brent Elliott and Mark Cull.

Three students awarded entrance scholarships

SABRI continues to support the Youth in the SABRI region by providing entrance scholarships to three Level III students. Each scholarship is valued at \$1000.00. Recipients for 2003 include:

Lori Colbourne of James Cook Memorial in Cook's Harbour. Lori is enrolled in the Programmer Analyst course at College of the North Atlantic in Corner Brook.

Alan Hillier of Bayview Collegiate in St. Lunaire-Griquet. Alan is currently pursuing a Bachelor Degree in Engineering at Memorial University in St. John's.

Amanda Cull of Harriot Curtis Collegiate in St. Anthony. Amanda is attending Memorial University in Corner Brook and working towards a Bachelor of Commerce Degree.

Changes were made for future years.

Scholarship recipients must not accept more than \$5000 per term in order to be eligible for SABRI Scholarship. In addition to three scholarships, beginning in 2004

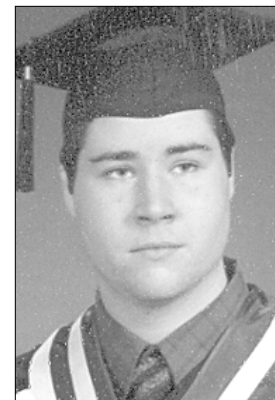
SABRI will offer seven (7) \$1000 bursaries for Level III students in the SABRI region. That brings our annual scholarship/bursary awards to \$10,000 per year.



LORI COLBOURNE
Cook's Harbour



AMANDA CULL
St. Anthony



ALAN HILLIER
St. Lunaire-Griquet

SABRI administering ACOA projects

In 2003, SABRI administered a number of projects from ACOA. Due to the cod fishery closure, ACOA introduced a sum of money which was available to groups who would employ affected cod fishers in their area and who presented good ideas for worthwhile projects that would enhance their communities and possibly provide some long-term employment.

As an incorporated body SABRI has been administering projects for those groups who are not incorporated and also administering one of our own.

Two projects have finished for this year. SABRI continued with the partridgeberry project it started in 2002. There were 22 employees hired for 2003 who cleared the remaining of the two lots and also picked some berries from the site that was cleared in 2002 to check the quality of the berries. Over 65 gallons were picked in 2003 which were sold to Dark Tickle and local residents. There seems to be an excellent market for partridgeberries even locally.

SABRI also administered a project for the communities of Wild Bight and North Boat Harbour. Each of the communities received a beautification and cleanup project. A total of 21 people were hired for a total of 123 weeks of employment.

Currently SABRI is administering three more ACOA projects. Great Brehat has received funding to repair the community wharf and to renovate their community hall. Nine people are employed for 14 weeks each. St. Carol's has received funding to repair damage to a walking trail and to renovate their community hall. Eight people are employed for a total of 14 weeks each. The other project takes in 4 communities, Wild Bight, North Boat Harbour, St. Anthony Bight and Great Brehat. This involves constructing walking and hiking trails, rests areas, camping areas, etc. in those communities so tourists will be encouraged to make their stay a little



Workers employed on a partridgeberry clearing project near St. Anthony Airport.

longer. Currently there are 29 people employed and the project will be completed in the spring. A total of 916 weeks of employment is required to

complete these projects.

For all projects SABRI is responsible for administering funds from ACOA, completing payroll, and providing reports to ACOA.



Improvements to the Great Brehat community hall were nearing the final stages in January as workers added some of the finishing touches. The 14-week project, funded by ACOA and administered by St. Anthony Basin Resources Inc., included the installation of new windows, siding, floors, ceilings, walls and pipe. Lorne Carter is shown applying plaster to touch up spots on a wall.