

Brandon Chamber of Commerce

# 2017 BUSINESS ACHIEVEMENT AWARDS

# BRANDON CHAMBER OF COMMERCE

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The Brandon Chamber of Commerce is pleased to announce the recipients of the 2017 Business Achievement Awards:

- ❖ Business Person of the Year Award – Jared Jacobson
- ❖ Lifetime Business Builder – Ray Redfern
- ❖ Community Service Award – Jim Brannan
- ❖ Business Excellence Award – Brandon Source for Sports
- ❖ Outstanding New Business Award – Daughter on Call

### BUSINESS PERSON OF THE YEAR – Jared Jacobson

*To recognize a business person that exemplifies outstanding business practices and achievements, that demonstrates leadership, vision, and the creation of economic growth, while contributing to the community. This award recognizes individuals who are at the peak of their career.*

Born in 1979 and raised in Brandon, Jared has been actively involved in the third generation of the Jacobson family business. As young as age 12, under the guidance of his father and grandfather, Jared spent parts of his summers picking weeds at job sites. Over the years, he transitioned into learning innovative construction practices and retail operations on construction sites and in the lumberyard. While attending Vincent Massey High School and Brandon University, Jared played competitive hockey and met life-long friends and colleagues.

In 2003, after graduating with a four-year Bachelor of Business Administration at Brandon University, he returned to his roots and continued working as an estimator for the family business; which at the time was comprised of Jacobson and Greiner, J&G Supply and Vionell Holdings. Always looking to improve his industry knowledge, he completed his MREA courses in 2004 and became a licensed Realtor for Homelife Realty. In fall of 2004, Jared acquired and became President of Jacobson and Greiner and J&G Supply under the mentorship of his father, Jack Jacobson. Today, through Jared's leadership, determination and vision, the organization has grown to 23 vertically integrated and complementary businesses along with numerous other investments. If you ask Jared, his most valued asset is his family; his wife Robin, daughter Halle and son Jaxon are his motivation in life and he continually strives to find the perfect work/life balance.

In addition to his business achievements, Jared has volunteered time to several organizations, most notably the Construction Association of Rural Manitoba, Brandon University, Hockey Brandon, Manitoba Home Builders Association, and The Young Presidents Organization. Jared is a very genuine and giving individual who has a soft spot for kids and families in need. He doesn't believe in tallying financial contributions, as tracking destroys the purpose. He strives

to build an organization that not only gives back monetarily, but demonstrates and teaches employees the importance of community involvement.

Jared's success has transpired through hard work, dedication, mentorship, understanding the value of a dollar and a passion for innovation. The business accomplishments he has received are a true testament of his business acumen and he is very honored to be receiving this prestigious award.

The Brandon Chamber of Commerce congratulates Jared Jacobson for being awarded the Business Person of the Year for 2017.

## LIFETIME BUSINESS BUILDER – Ray Redfern

*To create an honor roll designed to recognize those who have successfully achieved, toiled and contributed to Brandon's success through a lifetime commitment to business and community service. This award is differentiated from Business Person of the Year in that it recognizes those who have finished/are finishing their business careers as opposed to those at their peak.*

Ray grew up on a family farm near Kenton, Mb. where he and his 6 siblings were fully involved with daily farming operations and used 4- legged horse-power winter and summer to get to their one room school. Ray's father believed this was a character-builder! Ray participated in sports, 4-H and High School Student council, including school President. The family moved to Brandon during Ray's final year.

Ray went on to attend the University of Manitoba, participating in numerous sports and activities including the International Agriculture Students Association, debating league program and faculty activities. He spent summers gaining valuable work experience with the Brandon Ag Research Station, the Cdn. Soil Survey mapping program, and with Manitoba Ag as Soils & Fertility Associate. Ray completed his Bachelor of Science in Agriculture, with majors in soil science and economics, and is certified as a P.Ag. (Professional Agrologist) and has held designation with the Canadian Consulting Agrologist Association.

After University, Ray was employed with Imperial Oil for several years as an Agronomist and then as a Marketing Manager. In 1973 Ray became an entrepreneur in Ag retail, starting the business which has become the Redfern Farm Services Ltd. of today. Redferns has grown to 11 locations and is recognized as a leader in innovation and Crop Input Programs in Western Manitoba.

Ray is also active in the operations of Redfern Family Farms; producing small grains, oilseeds and pulse crops including soybeans, and forages. This farm also incorporates a significant irrigation component with an extensive water pumping and pipeline system.

Ray is also President and partner of Redsper Enterprises Ltd., located in Rivers, Mb. which is a certified seed retailer, providing extensive seed processing and which provides specialized seed treatment programs, and grain storage. Redsper Enterprises operates a CFIA accredited seed laboratory, "Accu-Test Labs", which is one of only two operating in Manitoba and Eastern Saskatchewan.

Ray served as an executive member and President of the Western Fertilizer and Chemical Dealers Association (WFCDA), which today is the "Canadian Association of Agri-Retailers". He supported this organization during a period of significant change and increasing demands for regulatory programs and the developing of relationships with government entities.

He also served as advisor in a research grants program that awarded government funding for agricultural research projects.

Ray has served as the industry representative to the Prairie Certified Crop Advisor Program, a professional certification organization and was active in the development and ongoing revisions to certification examinations.

Ray is once again serving on the Executive of Manitoba Institute of Agrologists (MIA) as the chair of the committee, charged with reviewing processes for registered Agrologists.

Ray has been a long time contributor to the international community. In 1977, he was selected for a Rotary International Study Exchange to Australia and has since participated in numerous international travels.

He served as an executive member and President of the "Marquis Project" which is a Brandon based Non-Governmental organization that is internationally recognized for its success in providing Manitobans with education on global issues and has partnered with locally based NGO's in Africa and Central America. Ray was part of a mission to rural Uganda, working with a local Ugandan development organization active in education and community development initiatives.

At home, Ray is a dynamic member of the community, serving on executives of community and regional developmental organizations, including the Ag committee of Brandon and the Area Development Board, and now the Ag Committee of the Brandon Chamber of Commerce, and as a long term member of Assiniboine Community College advisory boards.

He has been active with Child & Family Services, sitting on the Board and was President during a time of change and during a massive fundraising campaign for building of the Elspeth Reid Resource Center, which is so valuable for many Brandon families today.

Ray is Chair of the Westman Opportunities Leadership Group. This Group is comprised of individuals respected for their leadership of community and Ag development and who have the daunting mission to attract a world scale soybean processing plant to Western Manitoba, through a comprehensive assessment process of feasibility analysis and attraction program for a capable builder/operator. They have created important strategic partnerships with the Rural Development Institute (RDI), an arm of Brandon University, to utilize its valuable administrative and research resources and with the City of Brandon represented by the Office of Brandon Economic Development and now with a growing number of Westman Municipal governments and economic development offices.

Ray is not “just involved” in the community and Manitoba agriculture and its future, he is totally “committed to it” by way of his extensive financial investments in the Westman community and the Agricultural industry. Ray lives it every day by his passion and commitments to service in his community and to his efforts to strengthening the sustainability of Westman’s primary strength, Agriculture.

The Brandon Chamber of Commerce congratulates Ray Redfern for being awarded the Lifetime Business Builder for 2017.

## COMMUNITY SERVICE AWARD – Jim Brannan

*To recognize an individual or business for outstanding community service to business and community endeavors and have contributed to the well-being of the community as a whole.*

Jim Brannan retired as V.P. Contract Services in 2014. He joined Cando in 2002 his responsibilities included new business development, railway contract services, materials procurement and sales in Canada. He was a member of Cando’s Board of Directors from Oct 2012 to 2014 and is currently filling a second term from 2016 to 2018.

In 2001, prior to his career with Cando he was the President and co-owner of Practical Concepts Inc. providing consulting services to businesses in Manitoba and Alberta. Jim was one of the originals who started Inventronics Limited in Brandon. He was the V.P. of Manufacturing and a Director for IVT where he gained 31 years of experience in Sales, Engineering, Manufacturing, Out Sourcing, and Human Resources.

He is currently the Board Chair for Westman Immigrant Services and Servants of Service (Seniors Housing). Jim has been a member of the Travellers Day Parade committee for ten years and President since 2014. He has been a UCT member since 1979. Jim has been a member of a committee that is currently exploring opportunities with Brandon University on the downtown development project.

Jim was a member of the Premiers Economic Advisory Council from 2011 to 2015. He was co-Chair of the Oil and Gas task group for south-west Manitoba in 2014 and Chair of the housing committee task group. Jim was a member of the 2010 City of Brandon Aboriginal Task Group, a past member of the Manitoba Marketing Board, Brandon Chamber of Commerce Board, past chair of the Brandon Community Development Corporation, and past board member of the Westman Recycling Council and COR Enterprises.

He has volunteered for events such as the Memorial Cup, the Western Canadian Music Awards, Special Olympics, and the World Curling Championships

Jim was born and raised in Brandon. He graduated from Assiniboine Community College and received the ACC Distinguished Alumni Award in 2014.

The Brandon Chamber of Commerce would like to congratulate the 2017 Community Service Award Winner: Jim Brannan.

## **BUSINESS EXCELLENCE AWARD – Brandon Source for Sports**

*Honors a business that demonstrates continual business excellence through positive business growth, exemplifies superior customer service and embraces an outstanding commitment to quality.*

Brandon Source for Sports started in 1988 as Sports Traders Brandon as a retail sporting goods store selling both new and used sports equipment. The store started in a leased space at 601-9th street in April of 1988. Sports Traders was a franchised operation with 10 stores across Canada.

In 1993, they joined a member buying group, Sports Excellence, and changed our name to Sports Excellence Brandon. The new and used product mix was kept, which was a niche in the Westman market. In 2003, some huge steps were taken; construction of a new building and joining the largest member buying group in Canada, Sports Distributors of Canada, which had about 160 stores nationwide. This is when the name changed to Brandon Source for Sports.

Now selling mainly new equipment while still offering the trade in policy that helped them survive in the very competitive Brandon market. They continue to sell all sports, but specialize in hockey, curling, golf and baseball. Full services for all sports are offered as well.

In 2014, the store expanded to the present size of 10,000 square feet and now offers clothing and shoe lines as well as team sports wear with full embroidery available.

“We believe that customer service is the number one priority, we wouldn’t be successful if we didn’t know that our customers are the reason we are in business.”

The Brandon Chamber of Commerce congratulates Brandon Source for Sports on winning the Business Excellence Award for 2017.

## OUTSTANDING NEW BUSINESS AWARD – Daughter on Call

*This award recognizes the accomplishments of a business owner who has succeeded through innovation and risk-taking or achieved success in introducing new products or services or growing an existing product line through a unique approach.*

Daughter On Call was founded by Gail Freeman-Campbell in November of 2012. Gail realized that there was a need in Brandon for private home care services for the elderly and for those living with a disability. After doing some market research and a solid business plan, she hired one casual health care aide and rented some office space.

Daughter On Call has grown extensively in the last four years, and now employs almost 50 health care aides, nurses, companions, and handi-van drivers. They provide services such as bathing, toileting, giving medications, wound care, housekeeping, laundry, taking clients to appointments, travel companions out of country, consulting services, public speaking and recently purchased a handi-van. All services are available 24 hours a day, 7 days a week; and when you call after hours they answer the phone and provide prompt care.

Daughter On Call has embraced technology and uses it to ensure that they are providing transparent care at all times. Family members can log in at any time and view their loved ones site where they can see what caregiver was there and how their loved one is doing. This system also allows the caregivers log in and out info to be linked automatically to payroll and billing - which ensures high accuracy at all times.

Daughter On Call "spoiling you like a daughter should"!

The Brandon Chamber of Commerce congratulates Daughter on Call for winning the 2017 Outstanding New Business Award.