



**Canadian Farm Business Advisory Services**

**APPENDIX A**

**NEW BRUNSWICK CONSULTANT PROFILES**

**Updated: February 11, 2008**

<p><b>Name</b> Carl Ash, FCA  <b>Location</b> 108 Point Lane  Green Mountain, NB E6H 1X8  <b>Phone #</b> 506-894-1018  <b>Fax #</b> 506-328-4449  <b>E-Mail Address</b> <a href="mailto:Carlash@nb.sympatico.ca">Carlash@nb.sympatico.ca</a>  <b>Professional Association</b> New Brunswick Institute of Chartered Accountants</p> <p><b>AGRICULTURE EXPERIENCE</b></p> <p><b>Years of Agr Experience</b> 2  <b>Years of Farm Financial:</b> 22  <b>Area of Specialization</b> Business Planning, Finance, Business Valuation and Litigation support  <b>Official Languages</b> English</p>	<p><b>Name</b> Mr. Laurie Bourque  <b>Location</b> 795 Main Street, Suite 303, Moncton, NB E1C 1E9  <b>Phone #</b> (506) 389-7893  <b>Fax #</b> (506) 382-8887  <b>E-Mail Address</b> <a href="mailto:lbourque@kensington-associates.ca">lbourque@kensington-associates.ca</a>  <b>Website Address</b>  <b>Professional Association</b> CMC-Canadian Association of Management Consultants</p> <p><b>AGRICULTURE EXPERIENCE</b></p> <p><b>Years of Agr Experience</b> 20  <b>Years of Farm Financial</b> 2  <b>Areas of Specialization</b> Worked in Mediation to save an Agricultural Farm from failure, directly involved in negotiating with banks, the Farm Board and major creditors to accept re-financing package, successful in preparing business and financial plans for hte past twenty years.</p> <p><b>Articles Printed</b>  <b>Official Language</b> Bilingual</p>
<p><b>Name</b> David A. Close, CA  <b>Location</b> 100 Cameron Street, Suite 2002  PO Box 903  Moncton, NB E1C 8N8  <b>Phone #</b> 506-862-1991  <b>Fax #</b> 506-862-1993  <b>E-mail</b> <a href="mailto:Daclose@nb.aibn.com">Daclose@nb.aibn.com</a>  <b>Professional Associations</b> Canadian Institute of Chartered Accountants (CICA); New Brunswick Institute of Chartered Accountants</p> <p><b>AGRICULTURE EXPERIENCE</b></p> <p><b>Years of Agr Experience</b> 2  <b>Years of Farm Financial</b> 31  <b>Area of Specialization</b> Accounting, income tax, and financial advise to small and medium sized owner managed businesses.  <b>Official Languages</b> English</p>	<p><b>Name</b> Bev. T. Connell, ProAgri Consulting Ltd  <b>Location</b> 501 Gabriel Rd., Falmouth, NS, B0P 1L0  <b>Phone #</b> (902) 798-2114  <b>Fax #</b> (902) 798-2542  <b>E-Mail Address</b> <a href="mailto:proagri@eastlink.ca">proagri@eastlink.ca</a>  <b>Website Address</b>  <b>Professional Association</b> Nova Scotia Institute of Agrologists Canadian Farm Business Management Council</p> <p><b>AGRICULTURE EXPERIENCE</b></p> <p><b>Years of Agr Experience</b> Professional – 17 years; Practical – 25 years  <b>Years of Farm Financial</b> 12  <b>Areas of Specialization</b> Farm Business Assessment, Production Economics, Analysis of financial and production information, Business Structures, Farm Rollovers, Asset Evaluation and Strategic Planning for Fam Transfers.</p> <p><b>Articles Printed</b>  <b>Official Language</b> English</p>

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<p><b>Name</b> Lewis Cummings, CA  <b>Location</b> 28 Meadow Lane  Moncton, NB E1A 6T7  <b>Phone #</b> 506-382-3815  <b>Fax #</b>  <b>E-mail Address</b> <a href="mailto:Meadow@nb.sympatico.ca">Meadow@nb.sympatico.ca</a>  <b>Professional Associations:</b> New Brunswick Institute of Chartered Accountants</p> <p><b>AGRICULTURE EXPERIENCE</b></p> <p><b>Years of Agr Experience</b> 2  <b>Years of Farm Financial</b> 15  <b>Area of Specialization</b> Strategic and Market Planning, Financial Statements and Projections, Cash Flow Management, Bank Refinancing, Budgeting and Expense Control, Inventory Management, Merchandise Strategies  <b>Official Languages</b> English</p>	<p><b>Name</b> Jean Francois DeGrace  <b>Location</b> 146 des Peupliers St., Shippagan, NB, E8S 1J9  <b>Phone #</b> (506) 336-9424  <b>Fax #</b> (506) 336-9424  <b>E-Mail Address</b> <a href="mailto:jfdegrace@avisor.ca">jfdegrace@avisor.ca</a>  <b>Website Address</b>  <b>Professional Association</b></p> <p><b>AGRICULTURE EXPERIENCE</b></p> <p><b>Years of Agr Experience</b> 2  <b>Years of Farm Financial</b> 2  <b>Areas of Specialization</b> Business plans, marketing plans, strategic planning, strengths &amp; weaknesses assessment, budget planning, market and export research, business processes and information systems.  <b>Articles Printed</b>  <b>Official Language</b> Bilingual</p>
<p><b>Name</b> Claude Hamel  <b>Location</b> 3480 Woodstock Rd, Fredericton, NB, E3E 1A5  <b>Phone #</b> (506) 442-1210  <b>Fax #</b> (506) 453-0633  <b>E-Mail Address</b> <a href="mailto:claudaha@nb.sympatico.ca">claudaha@nb.sympatico.ca</a>  <b>Website Address</b>  <b>Professional Association</b></p> <p><b>AGRICULTURE EXPERIENCE</b></p> <p><b>Years of Agr Experience</b> 9  <b>Years of Farm Financial</b> 9  <b>Areas of Specialization</b> Mr. Hamel has ten-year experience in consulting services in management; he possesses excellent knowledge in development and turn around of companies. He developed a specialty in diagnostic and turn around . Mr. Hamel worked previously for the department of agriculture as a farm management and credit officer and worked for the consulting firm Mallette Maheu.  <b>Articles Printed</b> Wrote some articles in the North East Journal published by the department of agriculture.  <b>Official Language</b> Bilingual</p>	<p><b>Name</b> Eric Long, CA, Raymond Chabot  Grant Thornton  <b>Location</b> 507 Victoria Street, Edmundston, NB, E3V 2K9  <b>Phone #</b> (506) 739-1144  <b>Fax #</b> (506) 739-1145  <b>E-Mail Address</b> <a href="mailto:long.eric@rcgt.com">long.eric@rcgt.com</a>  <b>Website Address</b> <a href="http://www.rcgt.com">www.rcgt.com</a>  <b>Professional Association</b> Institute of Chartered Accountants of NB and Canada</p> <p><b>AGRICULTURE EXPERIENCE</b></p> <p><b>Years of Agr Experience</b> 14  <b>Years of Farm Financial</b> 14  <b>Areas of Specialization</b> Financial planning, tax planning, and estate planning; Farm business transfer plans.  <b>Articles Printed</b>  <b>Official Language</b> Bilingual</p>

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<p><b>Name</b> Paul Martin, CA, Grant Thornton LLP <b>Location</b> P.O. Box 1054, Barker House, 4<sup>th</sup> Floor, 570 Queen Street, Fredericton, NB, E3B 5C2 <b>Phone #</b> (506) 458-8200 <b>Fax #</b> (506) 453-7029 <b>E-Mail Address</b> <a href="mailto:pmartin@grantthornton.ca">pmartin@grantthornton.ca</a> <b>Website Address</b> <a href="http://www.grantthornton.ca">www.grantthornton.ca</a> <b>Professional Association</b> Canadian Institute of Chartered Accountants NB Institute of Chartered Accountants</p> <p><b>AGRICULTURE EXPERIENCE</b></p> <p><b>Years of Agr Experience</b> 22 <b>Years of Farm Financial</b> 22 <b>Areas of Specialization</b> Accounting, Financial Consulting, Taxation</p> <p><b>Articles Printed</b> <b>Official Language</b> English</p>	<p><b>Name</b> Susan J. McIsaac, C.A. <b>Location</b> P.O. Box 217, Amherst, NS, B4H 3Z2 <b>Phone #</b> (902) 661-1027 <b>Fax #</b> (902) 667-0884 <b>E-Mail Address</b> <a href="mailto:susan.mcisaac@sjmisaac.ca">susan.mcisaac@sjmisaac.ca</a> <b>Website Address</b> <a href="http://www.agrapointmarket.ca/sjmisaac_ca.shtml">www.agrapointmarket.ca/sjmisaac_ca.shtml</a> <b>Professional Association</b> Institute of Chartered Accountants of NS NB Institute of Chartered Accountants</p> <p><b>AGRICULTURE EXPERIENCE</b></p> <p><b>Years of Agr Experience</b> 19 <b>Years of Farm Financial</b> 15 <b>Areas of Specialization</b> Succession planning, tax planning and compliance, financial statements, business analysis and advice.</p> <p><b>Articles Printed</b> <b>Official Language</b> English</p>
<p><b>Name</b> André Nadeau, CA <b>Location</b> C. P. 7394, 796, boul. E. H. Daigle Grand-Sault, N.-B., E3Z 3C8 <b>Phone #</b> 506-473-4240 <b>Fax #</b> 506-473-9450 <b>E-mail Address</b> <a href="mailto:andre.nadeau@lnb.ca">andre.nadeau@lnb.ca</a> <b>Website Address</b> <a href="http://www.lnb.ca">www.lnb.ca</a> <b>Professional Associations</b> Canadian Institute of Chartered Accountants, the New Brunswick Institute of Chartered Accountants and the Ordre des comptables agrés du Québec.</p> <p><b>AGRICULTURE EXPERIENCE</b></p> <p><b>Years of Agr Experience</b> 3 <b>Years of Farm Financial</b> 3 <b>Area of Specialization</b> Taxation, estate planning, business planning and advisory, the Canadian Agricultural Income Stabilization Program <b>Official Languages</b> Bilingual</p>	<p><b>Name</b> Patrick Ouellet <b>Location</b> 170 Joyce Ave, Apt #8, Moncton, NB, E1A 0N1 <b>Phone #</b> (506) 204-2979 <b>Fax #</b> (506) 204-2969 <b>E-Mail Address</b> <a href="mailto:ouelpat@rogers.com">ouelpat@rogers.com</a> <b>Website Address</b> <a href="http://www.agricoweb.ca">www.agricoweb.ca</a> <b>Professional Association</b> New Brunswick Institute of Agrologists Agricultural Institute of Canada Entreprise Restigouche</p> <p><b>AGRICULTURE EXPERIENCE</b></p> <p><b>Years of Agr Experience</b> 25 <b>Years of Farm Financial</b> 12 <b>Areas of Specialization</b> Financing and financial assessment, special studies and analyses, milk production and crop production, economic development strategy.</p> <p><b>Articles Printed</b> <b>Official Language</b> Bilingual</p>

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<p><b>Name</b> Gerry Peters <b>Location</b> Fredericton, NB <b>Phone #</b> (506) 455-0990 <b>Fax #</b> (506) 454-0990 <b>E-Mail Address</b> <a href="mailto:plan@nb.sympatico.ca">plan@nb.sympatico.ca</a> <b>Website Address</b> <b>Professional Association</b> Canadian Evaluation Society</p> <p><b>AGRICULTURE EXPERIENCE</b></p> <p><b>Years of Agr Experience</b> 23 <b>Years of Farm Financial</b> 23 <b>Areas of Specialization</b> Strategic Planning, Marketing, Financial Analysis, New Product Development, Quality Management. <b>Articles Printed</b> <b>Official Language</b> English</p>	<p><b>Name</b> Robert L. Ross <b>Location</b> R.R. #1, St. Marys ON, N4X 1C4 <b>Phone #</b> (519) 229-6595 <b>Fax #</b> (519) 229-6900 <b>E-Mail Address</b> <a href="mailto:rlross@quadro.net">rlross@quadro.net</a> <b>Website Address</b> <b>Professional Association</b> Ontario Federation of Agriculture, Ontario Institute of Agrologists, Appraisal Institute of Canada, Canadian Consulting Agrologist Association</p> <p><b>AGRICULTURE EXPERIENCE</b></p> <p><b>Years of Agr Experience</b> 32 <b>Years of Farm Financial</b> 32 <b>Areas of Specialization</b> Farm management, farm finance, dairy production, cash crops, corn and soybeans <b>Official Language</b> English</p>
<p><b>Name</b> Yvonne Thyssen-Post, P. Ag., Thyagrissen Consulting Limited <b>Location</b> 35 Talon Court, Bible Hill, NS, B2N 7B4 <b>Phone #</b> (902) 895-1414 <b>Fax #</b> (902) 895-5188 <b>E-Mail Address</b> <a href="mailto:thyagrissen@ns.sympatico.ca">thyagrissen@ns.sympatico.ca</a> <b>Website Address</b> <b>Professional Association</b> Professional Agrologist, Member of NS Institute of Agrologists, Agricultural Institute of Canada, NS Federation of Agriculture</p> <p><b>AGRICULTURE EXPERIENCE</b></p> <p><b>Years of Agr Experience</b> 26 <b>Years of Farm Financial</b> 22 <b>Areas of Specialization</b> Business Planning; Business &amp; Financial Management; Financial Analysis; Succession Planning. <b>Articles Printed</b> <b>Official Language</b> English</p>	<p><b>Name</b> Peter Van Zoost, C.A. <b>Location</b> P.O. Box 217, Amherst, NS, B4H 3Z2 <b>Phone #</b> (902) 661-1027 <b>Fax #</b> (902) 667-0884 <b>E-Mail Address</b> <a href="mailto:peter.vanzoost@sjmisaac.ca">peter.vanzoost@sjmisaac.ca</a> <b>Website Address</b> <b>Professional Association</b> Institute of Chartered Accountants of NS</p> <p><b>AGRICULTURE EXPERIENCE</b></p> <p><b>Years of Agr Experience</b> 15 <b>Years of Farm Financial</b> 3 <b>Areas of Specialization</b> Financial accounting, cash flow preparation, Tax and Succession Planning and business management in the agricultural sector. <b>Articles Printed</b> <b>Official Language</b> English</p>

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<b>Name</b>	Robert Watson, R.M Watson Agri-Consulting	<b>Name</b>	Jeff Walker
<b>Location</b>	15284 Rte 105, Drummond NB, E3Y 2G9	<b>Location</b>	74 Blake Rd, RR#4 Shubenacadie, NS B0N 2H0
<b>Phone #</b>	(506) 473-2379	<b>Phone #</b>	902-758-3770
<b>Fax #</b>	(506) 473-5810	<b>Fax #</b>	902-899-1380
<b>E-Mail Address</b>	<a href="mailto:rpwatson@nbnet.nb.ca">rpwatson@nbnet.nb.ca</a>	<b>E-mail Address</b>	<a href="mailto:Jeff.walker@xplornet.com">Jeff.walker@xplornet.com</a>
<b>Website Address</b>		<b>Website Address</b>	
<b>Professional Association</b>	NB Institute of Agrologists	<b>Professional Association</b>	
<b>AGRICULTURE EXPERIENCE</b>		<b>AGRICULTURE EXPERIENCE</b>	
<b>Years of Agr Experience</b>	30+ years; 22 years in own farm operation	<b>Years of Agr Experience</b>	18
<b>Years of Farm Financial</b>	27	<b>Years of Farm Financial</b>	10
<b>Areas of Specialization</b>	Farm business planning & advisory, situation analysis and restructuring proposals. General Practice: Farm Business planning & advisory consulting for farm clients, restructuring proposals for farm clients and lenders, commodity profiles, program evaluations.	<b>Area of Specialization</b>	Dairy Industry-expansion planning; enterprise analysis; farm management analysis; production economics; nutrition; production of herd health analyses; break-even analysis for quota purchase and leasing; bench making and goal setting
<b>Articles Printed</b>			
<b>Official Language</b>	English	<b>Official Languages</b>	English