

Building a business in construction and home improvement

by Heidi Riley

The PEI Provincial Home Show, held in April in Charlottetown, attracted a huge number of construction, renovation, and home improvement companies.

Here's what three exhibitors had to say about their companies and their staff:



Chris Cahill is from Cahill Construction in Souris.

Cahill Construction Ltd. is based in Souris. The company employs between seven and 16 people, including **management/owners, labourers, carpenters, concrete finishers,** and a **bookkeeper**. "Our workers do a little bit of everything, so they need skills in many areas of construction," says owner **Chris Cahill**.

"It's not easy to find workers. Four of our core people are in their 60s. They all have a great work ethic and are skilled at what they do. They will be hard to replace. We also have a good base of people ages 30 to 45, but it's hard to find younger people. As well, some of my workers take time off in our busy season to fish, and that leaves us short.

"We are looking for experienced people or people who really want to learn construction skills and stay with us long-term."

For more information, call **687-4482** or visit **www.peibuilders.com**.



Aaron MacLeod, Assistant Manager, and Rodney Gauthier, Manager of NutriLawn.

NutriLawn is a company that understands the importance of using an ecologically friendly approach to lawn care. The company does aerating, fertilizing, lime spreading, and takes a careful approach to pesticide use.

"We use biological methods of pest control and we use chemical sprays only when necessary," says **Rodney Gauthier**, Branch Manager. "The ban on cosmetic pesticides will take effect on PEI in 2010. We expect the demand for our services will continue to increase as our customers find out about alternative methods of lawn care."

This five-year old company, under new ownership this year, is a seasonal business with two staff members. They are located in Charlottetown and plan to expand to Summerside this year. "Depending on how well the business grows, we may hire one more employee," says Rodney.

For more information or for a free estimate, call **626-3800** or visit **www.nutri-lawn.com**



Joe MacKinnon is the owner of Foams on Homes.

Foams on Homes was started in 2008 by **Joe MacKinnon**, a professional firefighter who needed a way to supplement his income. "When I started the company, I looked for a product I could believe in," says Joe. "This product is a great choice."

The product is polyurethane foam insulation, which is made from recycled plastics and soya. The foam is sprayed on the inside or outside of homes and commercial buildings. It forms a barrier that is waterproof, prevents heat loss, and is environmentally friendly.

"I have just hired a technician, and I hope to hire more," says Joe. "I would be looking for people with a background in construction, physically fit, and willing to work off hours, mostly in the evenings and week-ends. Each installer must be CUFCA certified, which requires one week of training in Kitchener, Ontario."

Joe has had experience working in construction and in the oil fields. He runs this business from his home in Charlottetown and will take on work anywhere on PEI.

For more information, call **393-6648** or visit **www.foamsonhomes.com**

The **Employment Journey** is a monthly publication available to residents and businesses of PEI. The publication is produced by Gloria Welton. Funding for The Employment Journey is provided by the Canada/Prince Edward Island Labour Market Development Agreement (**www.lmda.pe.ca**).

The views expressed in this publication are those of the authors and do not necessarily reflect the views of the Government of Canada, the Government of Prince Edward Island or the Publication Manager.

Publication Manager/Sponsor: Gloria Welton
Queens County Reporter/Copy Editor: Heidi Riley
Kings County Reporter: Stella Shepard
Prince County Reporter: Patricia Roy
Researcher/Reporter: Stacy Dunn
Design/Pre-press/Webmaster: Graphic Communications

The Employment Journey
 Box 8816, Yorkdale Estates, PE C0A 1P0

Telephone: **Charlottetown** (902) 894-4100

Montague (902) 838-4106

Facsimile: **Charlottetown** (902) 368-4548

Montague (902) 838-3518

E-mail: **employ@pei.aibn.com**

Employment Journey © 1998