



Organization	Bay Resource Group Inc.
Region	Richmond, BC
Area of impact	Energy and Environment
Type of investment	Loan

Flooring specialist aims for clean footprint

Vancity's funding of a \$200,000 loan for Bay Resource Group Inc. in January 2011 tells a story of success. It's also an endorsement of the 'green' methods and materials this manufacturer and distributor of innovative flooring is committed to using in its operations—green methods that Vancity heartily endorses.

Bay Resource Group Inc. owner Ed Van Oene and his wife Lenore are excited that the majority of their flooring jobs are LEED Gold or Platinum compliant. LEED, which stands for Leadership in Energy and Environmental Design, is an internationally recognized green-building certification system, providing third-party verification that a building was designed and built with the intention of reducing environmental impact and improving energy savings.

Using their innovative products, including recycled rubber flooring used in fitness centres, recreational areas, ice arenas and ski hills, Bay Resource Group has just had its busiest quarter in its 19-year history. Its products include a line of cork flooring and vinyl plank flooring that is completely recyclable and offers recycled product in the backing. Ed says Bay Resource Group also uses 'green' glue and sealers in its flooring installations.

An important moment for the company was its first big break into flooring contracts for commercial office buildings. That break came from Peter Busby, co-founder and recent chair of the Canada Green Building Council, for the offices of his architecture firm Busby Perkins + Will. Ed says this break has led to a continued expansion of its office-building work for innovative companies such as Radical Entertainment and retail customers, which include the fashionable boutique chain Aritzia. Other clients include BC Hydro, with many projects around the province.

Account Manager Neil Toews says Vancity was pleased to provide a \$200,000 expansion on Bay Resource Group Inc.'s credit facility and adds that Vancity also handles the owners' personal business. Ed describes his relationship with Vancity as a very good one. "Our previous bank was difficult to work with and not supportive of the business, so seven or eight years ago, just around the time Lenore and I were married, we switched to Vancity and things have been great. Neil has given us help and direction with financial issues."

Bay Resource Group Inc. is the kind of company with which Vancity is proud to be associated. Its ongoing and increasing success proves it is possible to operate a healthy, profitable company while still caring about and honouring our environment.