



Barrelling Tide Distillery wins one of two Agriculture Innovation Accelerator Awards

Investing in new instruments will speed up the testing process and expand exports

NEWS SUMMARY: Barrelling Tide Distillery won the \$15,000 prize in the Agri-Tech category of the Agriculture Innovation Accelerator Award, announced in December by the Annapolis Valley Chamber of Commerce. Creation Care Farm won the \$15,000 Agri-Food prize.

An Annapolis Valley distillery is poised to expand its export markets through a planned investment in new instruments to analyze alcohol content in spirits and fruit liqueurs. The move also promises to increase the distillery's purchase of locally grown fruit, which currently stands at more than 11.5 tonnes a year.

Barrelling Tide Distillery in Port Williams produces six spirits and more than 10 liqueurs. Along with on-site sales, its products are distributed through provincial liquor corporations in Nova Scotia, New Brunswick, and Newfoundland and Labrador. Colleen and Russell Murphy launched the business in 2016 and are committed to adding value to locally grown produce through their award-winning line of spirits and liqueurs.

This year, Barrelling Tide competed at the inaugural Canadian Artisan Spirit Competition for independent Canadian distillers. The Murphys left the Vancouver event with 10 medals – more than any of the 53 competitors. “Our raspberry liqueur won gold, best in category for Canada,” said Russell. “Our other gold medal winners made with local Valley fruit and berries were cherry and black currant liqueurs.”

To keep pace with demand and break into new export markets, the husband-and-wife team need to speed up the production process. Their solution is to invest in an on-site alcohol analyzing system, replacing their current practice of sending samples to a laboratory to be tested for alcohol levels.

“This will enable us to open up more markets, because we will be able to test samples faster,” said Russell. To meet export requirements, their product must be tested to ensure the alcohol content conforms with the percentage on the label.

To offset the cost of the specialized instruments, the partners applied to the Annapolis Valley Chamber of Commerce (AVCC) for its annual Agriculture Innovation Accelerator Award. In December, they won \$15,000 in cash and in-kind business services in the Agri-Tech category. The winner in the Agri-Food category was Creation Care Farm, a new enterprise developing a low-impact aquaponic greenhouse.

The testing instruments “would be un-attainable” without this financial support, said Russell. “I can’t tell you how much it means to us. This award will allow us to grow our business and support farmers around us.”

Since creating the award in 2013, the AVCC has awarded more than \$190,000 in cash and in-kind services to help Valley entrepreneurs advance projects to the next phase development. The prize package comes from local enterprises that are committed to sustaining and growing the agriculture sector in the Annapolis Valley.

***Written by Rachel Brighton,
Research Analyst at the Valley
Regional Enterprise Network –
a supporter of the 2018 Agriculture
Innovation Accelerator Award.***





Agriculture Innovation Accelerator Award



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Colleen Murphy of Barrelling Tide Distillery in Port Williams, centre, accepts the Agriculture Innovation Accelerator Award from the Annapolis Valley Chamber of Commerce on December 4 at the Berwick and District Lions Club. Joining in the presentation were the **Honourable Leo Glavine**, Minister of Communities, Culture and Heritage (left) and judging panel member **Ruphina Kaulback** of Bishop & Company Chartered Professional Accountants (right).

Quick facts

News summary

Barrelling Tide Distillery won the \$15,000 prize in the Agri-Tech category of the Agriculture Innovation Accelerator Award, announced in December by the Annapolis Valley Chamber of Commerce. Creation Care Farm won the \$15,000 Agri-Food prize.

Agriculture Innovation Accelerator Award

→The Annapolis Valley Chamber of Commerce (AVCC) created this unique community-sponsored award in 2013 to recognize outstanding agri-business innovators, producers, processors, suppliers and organizations in the Annapolis Valley.

→The Agriculture Innovation Accelerator Award helps the successful applicant advance their project to the next phase of development.

→To date, more than \$190,000 in cash and in-kind business services has been awarded.

→In 2018, the AVCC offered two awards (\$15,000 each), for outstanding innovators in Agri-Tech and Agri-Food.

→The 2018 award ceremony was held on December 4 at the Berwick and District Lions Club.

Past winners

2017: Integrated HACCP Solutions / renamed FoodByte (food safety software platform)

2016: TapRoot Fibre Lab (machinery development)

2015: Frostbyte Interactive Inc. / Aerhyve Division (aerial imaging)

2014: Hillcreek Family Farm in Grafton (pumpkin seed processing)

2013: HarvestHand New Media Communities (sales platform)

Media contacts

Gary Morton

Chair, AVCC Agriculture Committee
mha@bellaliant.net

Colleen or Russell Murphy
Barrelling Tide Distillery

barrellingtidedistillery@gmail.com

Hippolyto Tshimanga

Creation Care Farm

hmtshimanga@gmail.com