

## OMEGA NUTRITION HEALTHFOOD PROVIDER GETTING HIT BY UNHEALTHY OVERHEAD COSTS

- Robert founded the business over 30 years ago
- The business now employs 20 local residents
- The goal: provide high-quality organic health products such as flaxseed oil, pumpkin protein and apple cider vinegar (amongst others) to improve customers' quality of life
- Skyrocketing taxes and overhead costs, a shortage of labour, and mass-produced corporate competition has made it increasingly difficult to run the business



*"Quality is where we stand out. My mantra is you need to get the best out of the products you are buying. There is a big difference between what our products offer and what the big guys offer."*

— Robert Gaffney, CEO of Omega Nutrition

### THE CHALLENGE

Scheduled rent increases over the next three years will cost an additional \$160,000 compared to the business' previous lease. Add on the 2019 property taxes of \$54,000 - nearly twice as high as in 2013 - and Omega Nutrition is facing a huge challenge. "Despite no upgrades to the building and no new city services, my rent and property taxes are growing rapidly."

### THE OUTCOME

*Robert has to put off plans to expand and hire new employees. He prides himself on giving his employees a good salary and benefits, but it is becoming more challenging. "We care about our employees and consider them family. Our employees have mouths to feed, and it's important to provide good wages and benefits. But the massive lease and tax bill we face makes it increasingly hard to give the raises we want to."*

*The business might be forced to relocate. "We can't sustain this. Eventually we need to think about doing something major like moving outside of Vancouver. But even that is a challenge."*

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For more information on the business see: <https://omeganutrition.com/>**