



## North American Hardware and Paint Association

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### FOR IMMEDIATE RELEASE

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## Local Entrepreneur Receives 2023 Young Retailer of the Year Award

**INDIANAPOLIS**—Scott Fines, owner of Fines Home Hardware Building Centre, which has two locations in Ingleside and Cornwall, Ontario, Canada, was recently named one of the independent home improvement industry's 2023 Young Retailer of the Year honorees by the North American Hardware and Paint Association (NHPA).

The Young Retailer of the Year program, now in its 27th year, identifies and promotes the next generation of aspiring independent home improvement, paint and decorating retailers. It recognizes individual achievement by industry retailers age 35 and younger throughout the U.S. and Canada. Honorees are chosen based on a number of criteria, including professional milestones, community engagement, continuing hardware industry education and extracurricular activities.

Sponsors of the 2023 Young Retailer of the Year program include American Hardware and Lumber Insurance (AHLI), Arrow Fastener, Intertape Polymer Group (IPG), Midwest Fastener, Pony Jorgensen, PPG, STIHL and The Wooster Brush Company.

Scott grew up in the home improvement industry, working at the original Fines Home Hardware Building Centre, owned by his parents, in Shelburne, Ontario. He worked at the store from ages 12 to 19 when he left for university. Scott's parents sold the store in 2012 after 25 years of ownership.

After graduating from Dalhousie University in 2011 with a degree in civil engineering, Scott began his career in Fort McMurray, Alberta, as a quality control coordinator for a heavy civil/structural contractor.

Over the next two years, he rose through the ranks. By 2014, Scott earned the prestigious Project Management Professional (PMP) designation from the Project Management Institute (PMI), and a year later, he became a professional engineer specializing in structural and geotechnical engineering. By this time he was managing over \$50 million in annual contractual obligations and worked on numerous residential and commercial projects.

In 2016, Scott and his wife Amanda purchased two struggling Home Hardware stores in Ingleside and Cornwall, Ontario, adding a lumberyard to Ingleside and renovating the Cornwall store to improve its operating



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potential. In 2018, they founded Fines Design & Consulting, an engineering firm that works in conjunction with the stores. In 2020, they retrofitted an abandoned building into a lumberyard and moved his Cornwall store to the new location, which includes a 35,000-square-foot building center, a 35,000-square-foot indoor lumberyard and a 5-acre outdoor lumberyard.

Each year since its inception, the number of house plans produced by the engineering company has increased significantly, and Scott is the principal engineer, meaning he reviews and approves all designs.

"Moving from hardware stores into a very competitive local building industry, it was important to figure out what could be done to earn business and continue to grow," Scott says. "Being involved early in the home design process allows us to drive business to our contractors, lumberyards and stores."

Scott's achievements have not gone unnoticed by the industry. In 2022, he was recognized as a Best Young Retailer for the Central Region at the Proud of My Home Achievement Awards and Celebration event put on by Home Hardware Stores Ltd. He has also been involved in various industry education programs, such as Dale Carnegie's Effective Communications and Human Resources program and Home Hardware's Solid Base training, Home Installs training and Beaver Homes & Cottages training.

For Scott, learning and training is an ongoing pursuit. He has continued growing his professional engineering knowledge, enrolling in courses and attending seminars related to residential and light commercial construction. He is also taking French courses at St. Lawrence College to better interact with French-speaking customers and contractors.

Aside from his professional accomplishments, Scott is also an active member of the community. He has served on the board of United Way and the Cornwall Construction Association, and he is currently a board member of the Cornwall & Area Chamber of Commerce. Scott's businesses are the title sponsors of the Boys and Girls Club of Cornwall annual golf tournament fundraiser. He has sponsored and donated to over 300 different causes during the past seven years.

"Being recognized by NHPA is truly a testament to our team, which has worked hard to establish a loyal customer and contractor base over the past eight years," Scott says. "Starting our business from scratch was frankly, very difficult, but our teams have continued to roll with the punches and never hesitate to support my crazy ideas."

Scott's innovative approach to business allows his operation to offer customers a seamless transition from design to material supply, and his quest for knowledge will continue to position the company for success for years to come.



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“Being chosen as a Young Retailer of the Year is a high honor. Each year, manufacturers, retailers and wholesalers in the industry join us in celebrating the honorees’ contributions to their communities and the industry,” says Scott Wright, executive director of advanced retail education programs for NHPA. “Scott exemplifies the dedication and innovation that keep our industry growing.”

For more information on the Young Retailer of the Year awards program, honorees and more, visit [YourNHPA.org/yroty](http://YourNHPA.org/yroty).

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### About the North American Hardware and Paint Association

Founded in 1900 by a group of retailers, NHPA is a not-for-profit trade association whose mission is to help home improvement, paint and decorating outlets in the U.S. and Canada become better and more profitable retailers. Governed by a board of independent hardware and paint retailers, NHPA fulfills its mission by providing how-to management resources, product discovery, training programs and networking opportunities for the industry it serves. Learn more at [YourNHPA.org](http://YourNHPA.org).

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