



Best Small Business

Owned by Thomas Morrish and Darrell Wallace, Ryba Marine is a Cheboygan based marine construction company that offers a variety of services including breakwall construction, dredging, pipelines and other specialized marine project work.

Carl Bourdelais, Senior Business Consultant for the MI-SBTDC at Alpena Community College, was approached by the management at Ryba Marine in January of 2003 to review their business strategy and marketing efforts. It was determined that the company was a well-established service provider, experiencing stagnate operations. A recommendation to increase direct personal sales and diversify their client base resulted in the hiring of a full-time marketing representative which increased sales in excess of \$350,000 for the year.

Additional recognitions include the 2002 Civil Works Contractor of the Year by the U.S. Army Corps of Engineers and MTAC's Region 2 Contractor of the Year.



Ryba Marine Construction Company
Tug - Kathy Lynn