

TOP 100 SASKATCHEWAN COMPANIES

2009

A STARPHOENIX SPECIAL SECTION

New Top 100 list showcases Sask.'s diversification

By Katie Boyce

This year's Top 100 Saskatchewan Companies list is filled with surprises.

Besides a new company in the No. 1 spot, 23 businesses are featured for the first time in the 2009 ranking, which is based on 2008 gross revenues and sales. The additions — headquartered in Carlyle, Davidson, Estevan, Lampman, Melfort, Regina, Rosetown, Saskatoon, Warman, and Yorkton — show off the incredible economic growth that our province has experienced during the last year.

Covering a wide cross-section of industries in our province, newcomers to the list include Allan Construction, Kelsey Group of Companies, Partner Technologies Incorporated and Reho Holding Ltd. (owner of several Warman companies) in the manufacturing and construction field, and Arch Transco Ltd. and Saskatoon Airport Authority in the transportation sector. Businesses involved in oil and gas industry that are new to the list include Eagle Drilling Services Ltd., Carson Energy Services Ltd., Villanova Energy Corp., Panther Industries Inc. and Keystone Royalty Corp.

The list also features several financial institutions for the first time, including Cornerstone Credit Union, Advantage Credit Union, TCU Financial Group, Prairie Centre Credit Union and Spectra Credit Union. Other newcomers include Young's Equipment Inc., Saskatchewan Lotteries, Percy Hunt Travel Group Inc. (which operates as Marlin Travel), Saskatchewan Abilities Council, PrintWest Communications, Paradigm Consulting Group Inc. and the Saskatchewan Roughriders Football Club Inc., with more than \$28 million in revenue.

The top five on the list have not changed from last year, except for a continued boost in revenues and, more notably, a switch at the No. 1 spot. Taking over first-place billing from Federated Co-operatives Ltd. is PotashCorp, one of the province's most lucrative mining companies. Since 2007, the Saskatoon-based potash business has increased its gross revenue by more than \$4 billion.

Coming in second is Federated Co-operatives Ltd. (FCL) — the traditional leader in the province in terms of gross revenue — which, despite being knocked down a ranking, deserves recognition for its major growth. Owned by 270 retail co-operatives across Western Canada as well as Consumers' Co-operative Refineries Limited in Regina, FCL has increased revenues by

almost \$3 billion since 2007.

Viterra Inc., in its second year of operation, has also experienced significant growth in revenue, jumping by almost \$3 billion in the last year to claim third ranking. Long-standing leaders Canpotex Limited and Cameco Corporation continue to make the top five, backed by the profitable potash market.

One major modification to this year's list has been to exclude the province's individual retail co-operatives, instead allowing Federated Co-operatives Ltd. to represent these businesses. Another change has been in how SaskEnergy reports its revenue. Rather than providing gross revenue amounts, the crown corporation started this fiscal year to report only net revenue, which accounts for the significant drop in rankings.

The Top 100 Saskatchewan Companies is a ranking of private and public companies based on gross revenue/sales of the last fiscal year or interim. The companies included in the list have a head office in Saskatchewan.

Benchmark Public Relations was contracted by Canwest Global to compile the Top 100 list. A Regina-based public relations and communications firm, Benchmark contacted companies by phone, e-mail and fax to request participation and corporate information. Benchmark staff also consulted annual reports and researched previous Top 100 publications to develop a database of companies. Several companies also provided information by responding to advertisements in the Regina Leader-Post and the Saskatoon StarPhoenix.

Every attempt has been made to make the list as accurate as possible. Please note some Saskatchewan-based companies declined to participate.

Our thanks to those companies who participated in this initiative by providing the information needed to complete the project.

— Katie Boyce is a representative of Benchmark Public Relations, a Regina-based public relations and communications firm.

1

PotashCorp

2

Federated Co-operatives Ltd.

3

Viterra Inc.

TOP 100

SASKATCHEWAN COMPANIES

Rank	Name	Location	Revenue	CEO/President	Number of SK Employees	Major shareholders
1	PotashCorp	Saskatoon	\$9,898,000,000	William J. Doyle	1810	Widely Held
2	Federated Co-operatives Limited	Saskatoon	\$8,400,368,000	Arthur Postle	1500	Retail Co-operatives in Western Canada
3	Viterra Inc.	Registered in Regina	\$8,777,566,000	Mayo Schmidt	1600	Widely Held
4	Canpotex Limited	Saskatoon	\$5,200,000,000	Steve Dechka	63	Potash Corporation of Saskatchewan Inc., Agrium Inc., Mosaic Canada Crop Nutrition, LP., a subsidiary of the The Mosaic Company
5	Cameco Corporation	Saskatoon	\$2,859,000,000	Jerry Grandey	1820	Widely Held
6	SaskPower	Regina	\$1,489,000,000	Pat Youzwa	2500	Crown Investments Corporation of Saskatchewan
7	SGI and SGI CANADA	Regina	\$1,241,684,000	Andrew Cartmell	1894	Government of Saskatchewan
8	SaskTel	Regina	\$1,138,000,000	Robert Watson	5063	Government of Saskatchewan
9	Saskatchewan Liquor and Gaming Authority	Regina	\$960,980,000	Barry Lacey	1085	Government of Saskatchewan
10	Farm Credit Canada	Regina	\$951,700,000	Greg Stewart	760	Government of Canada
11	Co-operators Life Insurance Company	Regina	\$857,700,000	Kevin Daniel	720	The Co-operators Group Ltd.
12	Saskatoon Health Region	Saskatoon	\$808,000,000	Maura Davies	12000	Government of Saskatchewan
13	Mega Group Inc.	Saskatoon	\$800,000,000	Benoit Simard	48	Member Owned Buying Group
14	Brandt Group of Companies	Regina	\$797,467,000	Gavin Semple	575	Gavin Semple, Shaun Semple
15	Regina Qu'Appelle Health Region	Regina	\$742,717,194	Dwight Nelson	9500	Government of Saskatchewan
16	University of Saskatchewan	Saskatoon	\$710,572,000	Peter MacKinnon	6923	Government of Saskatchewan
17	Alliance Grain Traders/Saskcan Pulse Trading	Regina	\$328,672,293	Murad Al-Katib	240	Widely Held
18	SaskCentral (Credit Union Central of Saskatchewan)	Regina	\$317,860,000	Ken Anderson	97	Saskatchewan Credit Unions
19	AREVA Resources Canada Inc.	Saskatoon	\$302,000,000	Vincent Martin	500	AREVA S.A. (Paris)
20	Siemens Transportation Group	Saskatoon	NP	Erwen Siemens	942	Erwen Siemens, Lil Siemens
21	Interprovincial Co-operative Ltd.	Saskatoon	\$276,635,000	Art Postle	n/a	Member Owned
22	Saskatchewan Workers' Compensation Board	Regina	\$260,900,000	Peter Federko	460	n/a
23	Redhead Group of Companies	Regina	\$255,333,000	Gary L. Redhead	349	Gary L. Redhead
24	Saskatchewan Indian Gaming Authority	Saskatoon	\$243,699,429	Zane Hansen	2100	74 First Nations of Saskatchewan
25	Conexus	Regina	\$232,989,000	Ross McClelland	1138	Member Owned
26	Dundee Developments/Homes by Dundee	Saskatoon	\$228,800,000	Joel Teal	48	Dundee Realty Corporation
27	Concorde Group Corp.	Saskatoon	\$210,460,000	L. David Dube	450	L. David Dube, Leslie Dube, Irene Dube
28	Saskatchewan Housing Corporation	Regina	\$196,276,000	Larry Chaykowski	n/a	Government of Saskatchewan
29	Carson Energy Services Ltd.	Lampman	NP	Ron Carson	727	Ron Carson
30	PIC Investment Group Inc.	Saskatoon	\$190,357,000	Greg Yuel	184	-
31	Saskatchewan Institute of Applied Science and Technology	Saskatoon	\$190,000,000	Robert G. McCulloch	1568	Government of Saskatchewan
32	University of Regina	Regina	\$175,486,000	Vianne Timmons	2500	Government of Saskatchewan
33	Saskatchewan Lotteries	Regina	\$162,685,838	Ian Cook	47	Sask Sport Inc.
34	The Hill Companies	Regina	NP	Paul J. Hill	290	Paul J. Hill
35	Yanke Group of Companies	Saskatoon	NP	Russel Marcoux	274	Russel Marcoux, Bonnie Marcoux
36	Saskatchewan Gaming Corporation	Regina	\$137,362,371	Twyla Meredith	1122	Government of Saskatchewan
37	Affinity Credit Union	Saskatoon	NP	George Keter	610	Member Owned
38	Big Sky Farms Inc.	Humboldt	\$126,025,063	John LaClare	403	Investment Saskatchewan Inc., Saskatchewan Government Growth Fund III Inc., B & F Holdings Inc.
39	Vecima Networks Inc.	Victoria, B.C., with majority of operations in Saskatoon	\$120,557,000	Surinder Kumar	796	Surinder Kumar, Hugh Wood
40	Weyburn Inland Terminal Ltd.	Weyburn	\$119,377,092	Rob Davies	62	Widely Held
41	South West Terminal Ltd.	Gull Lake	\$109,506,316	Mark Schell	35	Cargill Ltd., Widely Held
42	Saskatchewan Blue Cross	Saskatoon	\$105,000,000	G.N. (Arnie) Arnott	132	Non-share Capital
43	Young's Equipment Inc.	Regina	\$97,725,879	Tim Young	130	Young family
44	Saskatchewan Municipal Hall Insurance Association	Regina	\$83,946,299	Rodney Schoettler	120	Policy Holders
45	Millsap Fuel Distributors Ltd.	Saskatoon	\$82,352,353	Gus Millsap	56	Gus Millsap
46	Innovation Credit Union	Swift Current	\$81,630,000	Brian Maunula	439	Member Owned
47	Reho Holding Ltd.	Warman	NP	David Holst	170	David Holst, Karen Holst
48	Supreme Office Products Limited	Regina	\$78,231,000	Brian Mikuliak	188	Doreen Bosche, Diana Bosche, Derek Bosche
49	CAA Saskatchewan	Regina	\$75,559,255	Fred Titanich	246	Member Owned
50	North Ridge Development Corporation	Saskatoon	NP	Walter Mah	140	Walter Mah, Julius Calyniuk

Health region serves many

The Saskatoon Health Region is No. 12 on the 2009 list of the Top 100 companies in the province.

But that is not the only number the health region could use to define their significance as an employer and service provider.

According to the website, it is the largest health region in the province, serving 291,000 local residents in more than 100 cities, towns, villages, RMs and First Nation communities.

Services and programs provided in more than 75 facilities, including 10 hospitals (including three tertiary hospitals in Saskatoon), 29 long term care facilities, and numerous primary health-care sites, public health centres, mental health and addictions centres, and community-based settings.

The region is the largest employer in the province with more than 12,000 registered nurses and other health care service and support workers and managers.

There are 800 physicians employed. A team of more than 8,000 registered volunteers also work in the region.


The financial scale of the operation is also impressive, with the 2008-09 annual operating budget running at \$744 million, equivalent to spending \$2 million a day.

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