



The story behind the Top 50

By Katie Boyce

For L-P Specialty Products

The strength of Saskatchewan’s economy is having an impact all over the province and Regina is no exception. Several major projects are soon to be underway in the Queen City, including the formation of a Logistics Park around the CP intermodal facility, developments at Evraz Place, and the Consumers’ Co-operative Refineries Ltd. \$1.9 billion expansion. The developments reflect the strength of Regina companies, including the Top 50 in the city.

“Growth is occurring in Regina in all areas,” says Larry Hiles, President and CEO of the Regina Regional Economic Development Authority (RREDA). “The growth is not just happening in small niches, but across the city’s economy. There are opportunities for both businesses and individuals.”

Doug Elliott, publisher of the Sask Trends Monitor, agrees that Regina can be “fairly optimistic” about the future. “Regina is a

late-comer in the economic boom, which has been happening in the province over the last three to four years and started in Regina in 2007,” says Elliott. “There is still capacity for increase left in Regina.”

Elliott expects the agri-service sector to continue to succeed in the coming years. The sector has a strong showing in the 2008 Top 50 Regina Companies, which is based on the 2007 fiscal year or most recent interim. Six companies involved in the agricultural industry make the top 25 — Viterra Inc., Farm Credit Canada, Brandt Group of Companies, Saskferco, Redhead Group of Companies, and Alliance Grain Traders Income Fund.

Two of the agri-businesses are new to the Top 50 list. Alliance Grain Traders Income Fund was formed in August 2007 after the amalgamation of Saskcan Pulse Trading Inc. and Agtech Income Fund. Also, Viterra Inc. appears on the list for the first time since it was formed in 2007 following the merger of Saskatchewan Wheat Pool

and Agricare United.

Another major economic strength for Regina is the public and crown corporations in the city. A total of 13 public or crown corporations make the Top 50 list, with seven ranking in the top ten. Together, the corporations employ almost 25,000 individuals in Regina and the province.

Regina’s private companies should not be overlooked. Covering a variety of industries — agriculture, transportation, manufacturing, real estate, information technology, construction, tourism, retail, and finance — the private companies in the Top 50 list are expanding nationally and internationally. Many have partnerships with other businesses in Saskatchewan, Canada and the United States.

“Regina is gaining a reputation internationally,” says Hiles, who adds that the city’s economic growth is being balanced by an equal increase in infrastructure and population, and a focus on “quality of life.”

“We expect the Regina economy to show sustainable growth — not a boom and bust situation,” says Hiles.

Both Elliott and Hiles concur that a major challenge for Regina’s economy is the ongoing labour shortage. Other challenges are obtaining funding for adequate infrastructure, increasing Aboriginal participation, and continuing to boost Regina’s image.

An annual publication, the Top 50 Regina Companies, is a revenue-based ranking of private and public companies that are headquartered in Regina.

To develop the Top 50 list, CanWest Global contracted Regina-based Benchmark Public Relations. After researching previous Top 50 rankings, Benchmark contacted companies by phone, email, and fax to ask for their participation and for corporate information. A submission form was made available online at www.benchmarkpr.ca. Several companies provided information in

response to advertisements in the Leader-Post.

Every attempt has been made to present accurate information. Please note that several Regina-based companies declined to participate. Also, three companies that appeared in past lists — Uponor Canada, Evraz Inc. (formerly IPSCO), and NewGrade Energy — are no longer eligible to participate, due to either a relocation of head office or an acquisition of the company. In August 2008, Uponor moved its headquarters from Regina to Mississauga, Ontario. In June 2008, IPSCO was acquired by Evraz Inc. NA, based in Portland, Oregon. NewGrade Energy was wholly acquired by Saskatoon-based Federated Co-operatives Ltd. in November 2007, after Crown Investments Corporation of Saskatchewan sold its 50 per cent interest in the company.

Our thanks to each of the companies included in the list for participating in this initiative.

Regina’s Top 50 companies 2008

2008 Rank	Company	Head Office	2007 Gross Revenue/Sales	CEO/President	Sask. employees	Major Shareholders
1	Viterra Inc.*	Regina	\$3,875,816,000	Mayo Schmidt	1600	Widely Held
2	Saskatchewan Power Corporation	Regina	\$1,469,000,000	Pat Youzwa	2500	Government of Saskatchewan
3	SGI Canada	Regina	\$1,210,682,000	Jon Schubert	1811	Government of Saskatchewan
4	SaskEnergy Incorporated	Regina	\$1,171,000,000	Doug Kelln	1150	Government of Saskatchewan
5	SaskTel	Regina	\$1,067,359,000	Robert Watson	4400	Government of Saskatchewan
6	Farm Credit Canada	Regina	\$912,900,000	Greg Stewart	722	Government of Canada
7	Brandt Group of Companies	Regina	\$893,134,000	Gavin Semple	617	Gavin Semple, Shaun Semple
8	Co-operators Life Insurance Company	Regina	\$838,951,000	Kevin Daniel	632	The Co-operators Group Ltd.
9	Saskatchewan Liquor and Gaming Authority	Regina	\$789,481,000	Barry Lacey	962	Government of Saskatchewan
10	Regina Qu'Appelle Health Region	Regina	\$671,427,218	Dwight Nelson	9000	Government of Saskatchewan
11	Saskferco Products Inc.	Regina	\$500,000,000	Fred Gill	153	Mosaic, Investment Saskatchewan
12	Saskatchewan Workers' Compensation Board	Regina	\$385,119,000	Peter Federko	450	-
13	SaskCentral	Regina	\$341,918,000	Ken Anderson	135	Saskatchewan Credit Unions
14	Conexus	Regina	\$218,150,000	Ross McClelland	1190	Member Owned
15	Investment Saskatchewan	Regina	\$217,200,000	Rae Haverstock	6	Government of Saskatchewan
16	Redhead Group of Companies	Regina	\$215,339,000	Gary L. Redhead	341	Gary L. Redhead
17	Saskatchewan Housing Corporation	Regina	\$201,996,000	Craig Marchinko	N/A	Government of Saskatchewan
18	The Hill Companies	Regina	NP	Paul J. Hill	275	"F.W. Hill, Paul J. Hill"
19	University of Regina	Regina	\$167,909,000	Dr. Vianne Timmons	2500	Government of Saskatchewan, Students, Research Funding Agencies
20	CUETS Financial Ltd.	Regina	NP	Debra Armstrong	184	-
21	Saskatchewan Gaming Corporation	Regina	\$128,711,000	M.L. (Marty) Klyne	1050	Government of Saskatchewan
22	Alliance Grain Traders Income Fund**	Regina	\$124,124,298	Murad Al-Katib	196	Arslan Family, Murad Al-Katib, Sentry Select Capital
23	PCL Construction Group Inc. (Sask. Division)	Edmonton	\$118,173,000	Ross Grieve	80	Employee Owned
24	Sherwood Co-operative Association Ltd.	Regina	\$101,008,869	Michael Schindel	334	Member Owned
25	Supreme Office Products Ltd.	Regina	\$75,170,000	Brian Mikuliak	181	Derek Bosche, Diana Bosche, and Doreen Bosche
26	CAA Saskatchewan	Regina	\$66,668,680	Fred Titanich	246	Member Owned
27	Information Services Corporation of Saskatchewan	Regina	\$62,573,000	Jeff Stusek	270	Government of Saskatchewan
28	Sask Municipal Hail Insurance Association Ltd.	Regina	\$59,800,000	Murray Otterson	120	Policy Holders
29	Partners in Planning Financial Group	Regina	\$50,717,000	William K. Doherty	67	ECI Investments Ltd.
30	Westridge Group of Companies	Regina	\$46,398,330	Leon Friesen	85	Leon Friesen, Craig Phillips
31	iQmetrix Group of Companies	Regina	\$46,000,000	Christopher Krywulak	164	-
32	Access Communications Co-operative Ltd.	Regina	\$45,940,337	Jim Deane	200	Member Owned
33	DirectWest Corporation	Regina	\$45,551,000	Gord Farmer	113	SaskTel
34	Alliance Energy Ltd.	Regina	\$45,114,000	Paul McLellan	250	-
35	Group Medical Services	Regina	NP	Shirley Raab	84	-
36	Co-operative Hail Insurance Co Ltd.	Regina	\$35,079,553	Nick Gayton	6	Member owned
37	Jay's Moving & Storage Ltd.	Regina	\$29,393,650	Dennis Doehl	397	Dennis Doehl, Arlene Doehl
38	Partner Technologies Incorporated	Regina	\$28,549,320	Caron Hopfner	95	Caron Hopfner, George Partyka
39	Percy Hunt Travel Group Inc.	Regina	\$27,103,864	Kevin Percy	48	Kevin Percy, Garry Huntington
40	Arch Transco Ltd.	Regina	NP	Barrie Archibald	25	Barrie Archibald
41	Hospitality Network Canada Inc.	Regina	\$24,516,000	Doug Jesse	33	SaskTel
42	Saskatchewan Roughriders Football Club	Regina	\$22,950,489	Jim Hopson	35	Community Owned
43	PrintWest Communications	Regina	\$20,310,000	Grant Gayton	150	Employee Owned
44	Saskatchewan Transportation Company	Regina	NP	Ray Clayton	238	Government of Saskatchewan
45	RE/MAX Crown Real Estate Ltd.	Regina	\$15,904,000	Gary Cossette	115	Gary Cossette, Carol Cossette, Rob Nisbett
46	Paradigm Consulting Group Inc.	Regina	\$15,164,000	Rene Carpentier	93	Rene Carpentier, Mark Hustak, Punam Burnett
47	TMC Technology Management Corporation	Regina	\$11,000,000	David Luterbach	75	David Luterbach, Chris Taschuk, Mike Hogan
48	Coutts Courier Co Ltd.	Regina	\$10,287,000	Ron Coutts	16	Ron Coutts, Sheila Coutts
49	Hipperson Construction Company Ltd.	Regina	NP	Gordon Hipperson	35	-
50	Regina Airport Authority Inc.	Regina	\$8,068,158	James Hunter	35	-

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