

BUSINESS  
**FOCUS**

# FASTEST-GROWING COMPANIES IN B.C.


**BIV list analysis**

B.C.'s fastest-growing companies are growing twice as fast today as they were five years ago

9

**Digital streaming stimulating local animation action**

Content demand growing from Netflix and other online streaming services

14

**BIV LIST**

Fastest-growing companies in B.C.

10, 11, 12, 13, 15

**ENTERPRISE** | British Columbia's fastest-growing companies Class of 2019 based on annual revenue they have generated over the past five years

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Sprott Shaw is British Columbia's oldest active educational institution with over 116 years of proud history and 16 campuses across the province. Alumni include Emily Carr, Jack Cullen, Ernie Rose, Bill Hughes and Evelyn Neate.

### 1903



R.J. Sprott and W.H. Shaw founded their first school in downtown Vancouver. Sprott Shaw would soon grow to become western Canada's largest commercial school by early 1900's.

### 1920's



Sprott Shaw opened the first ever radio station west of Manitoba - CJCE to complement its new radio and wireless telegraphy school. The college would go on to train many legendary broadcasters over the next 40 years.

### 1949



Sprott Shaw training in radiotelegraphy and aviation in support of the retraining of military personnel.

### 1959



Anna Sprott serves ten years on Vancouver City Council (1949 - 1959) and becomes the first woman to serve as acting mayor for Vancouver.

### 2000's



Sprott Shaw became the first private college in Canada to offer the practical nursing program. In the ensuing decades, Sprott Shaw expands into trades, early childhood education and hundreds of other business programs.

### 2007



Acquired by CIBT Education Group ("CIBT") in 2007, Sprott Shaw College began its journey of international expansion by establishing academic partnerships and recruitment channels across the globe. Sprott Shaw College and its affiliated schools educate over 12,000 students per year from over 50 countries.

### 2015



To support the group's international expansion plan, Sprott Shaw College expanded to language training in 2015 and Sprott Shaw Language College ("SSLC") was formed. SSLC offers internationally recognized English language programs to international students from around the world.

### PRESENT



Global Education City Holdings Inc. ("GEC") was established in response to the rental housing crisis impacting domestic and international students coming to study in Vancouver. GEC is an investment holding and property development company focused on developing education-themed real estates such as student hotels, serviced apartments and education super-centers. Currently under the GEC brand, the total portfolio and development budget of projects exceeds C\$1.2 billion.



## CIBT Education Group Inc.

Global Headquarters:  
12F, 777 West Broadway, Vancouver, B.C.  
Tel: 604.871.9909 [www.cibt.net](http://www.cibt.net)

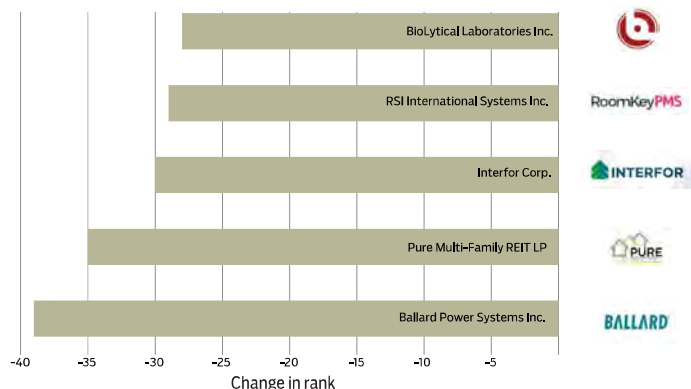


# Companies growing twice as fast as they did in 2014

**ANALYSIS** | Despite higher growth rates, the top 100 companies aren't generating much more revenue

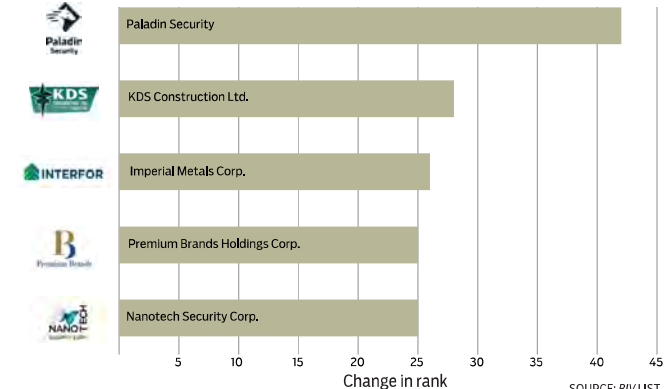
## Biggest movers down BIV's list of fastest-growing B.C. companies

Ballard Power had the steepest fall, dropping 39 spots



## Biggest movers up BIV's list of fastest-growing B.C. companies

Paladin Security had the highest jump, rising 42 spots



BY ALBERT VAN SANTVOORT  
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British Columbia's 100 fastest-growing companies are growing twice as fast as they did five years ago, according to data collected on *Business in Vancouver's* Fastest-Growing Companies in B.C. list (pages 10-13, 15).

In 2019, the province's fastest-growing companies reported an average increase in revenue of 476.3% from 2014 to 2018. This was more than twice the average growth reported by the 100

fastest-growing companies in 2015, which grew an average of 235.9% from 2010 to 2014.

While average growth rates doubled, the fastest-growing companies are not much larger than they were in 2015. Five years ago, the top 100 fastest-growing companies reported average revenue of \$437.7 million. In 2019, average revenue was only 1.8% higher at \$445.4 million. Average revenue was affected by a steep decline in revenue in the intermediary years. From 2015 to 2017, average

revenue for the top 100 fastest-growing companies fell by 37.8% to \$272.3 million.

While average revenue size has yet to return to 2015 levels. In 2015 the median revenue was \$67 million; two years later it had fallen 56.9% to \$28.9 million. Median revenue has since grown by 36.4% but has not yet rebounded to its 2015 level.

No. 45 **Paladin Group of Cos.** had the highest jump in rank on *BIV's* list. It moved up 42 spots in 2019 from 87 in 2017. During this

time, Paladin more than doubled its five-year revenue growth rate to 153.3% in 2019 from 67.8% in 2017. In 2018, Paladin's revenue reached \$475 million.

No. 85 **Ballard Power Systems Inc.** recorded the steepest decline in rank on *BIV's* list, moving 39 spots down the list from 46 in 2017. Ballard Power's growth dropped by more than half over the three-year period. In 2016, Ballard Power had a five-year revenue growth of 158.7% but by 2018 it was cut to 64.9%. In 2018, Ballard Power

reported revenue of \$125.1 million.

No. 36 **Imperial Metals Corp.** had the third-highest climb up *BIV's* list, moving up 26 spots from No. 62 in 2017. This movement was fuelled by the company's five-year revenue growth increase to 175.1% in 2018 from 114.8% in 2016.

Despite this longer-term rise in growth, Imperial Metals' revenue has declined since 2017, falling 15.9% to \$360.2 million in 2018 from \$428.2 million in 2016. ■

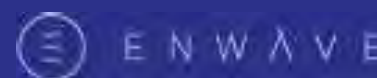
## ENWAVE IS REVOLUTIONIZING FOOD AND CANNABIS DEHYDRATION

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# Fastest-growing companies in B.C.

RANKED BY | Percentage growth in revenue between 2014 and 2018

Rank '19	Company	Top local executive(s)	Ownership	Product/service	Year founded	Worldwide staff '18/'14	Revenue '18/'14 5-year growth
1	<b>Affinity</b> 2985 Virtual Way Suite 275, Vancouver V5M 4X7 P: 800-665-6693 F: NP <a href="http://affinity-group.ca">affinity-group.ca</a>	<b>Daniel Lamb</b> , partner, <b>Dan Queiros</b> , partner, <b>Scott French</b> , partner	Privately held	IT recruitment and consulting	2014	10/10	\$17,322,077 \$171,297 <b>10,012.3%</b>
2	<b>Jane Software Inc</b> 111 Forester St Suite 302, North Vancouver V7H 0A6 P: 844-310-5263 F: NP <a href="http://jane.app">jane.app</a>	<b>Alison Taylor</b> , <b>Trevor Johnson</b> , co-CEOs and co-founders	NP	Online practice management platform for health and wellness that makes it simple to book, chart, schedule, bill and get paid	2014	49/4	\$5,175,483 \$59,116 <b>8,654.8%</b>
3	<b>Freightera Logistics Inc</b> 375 Water St Office 8036 #200, Vancouver V6B 0M9 P: 800-886-4870 F: NP <a href="http://freightera.com">freightera.com</a>	<b>Eric Beckwith</b> , CEO	NP	Freight shipping marketplace offering instant all-inclusive LTL and FTL freight quotes in the U.S. and Canada	2014	42/4	\$5,316,565 \$97,234 <b>5,366.7%</b>
4	<b>Progressa</b> 1500 Georgia St W Suite 2000, Vancouver V6G 2Z6 P: 855-723-5626 F: 855-477-1110 <a href="http://progressa.io">progressa.io</a>	<b>Ali Pourdard</b> , co-founder and CEO, <b>Kiya Hushyar</b> , CFO, <b>Tony Vardy</b> , COO, <b>Jim Chan</b> , CTO	Privately held	Financial technology company that, through its partners, provides debt consolidation and point-of-sale loans to non-prime consumers using the company's proprietary credit-scoring model to rebuild their credit	2013	120/4	\$14,500,000 \$745,000 <b>1,846.3%</b>
5	<b>EnWave Corp</b> 1668 Derwent Way Suite 1, Delta V3M 6R9 P: 604-806-6110 F: NP <a href="http://enwave.net">enwave.net</a>	<b>John Budreski</b> , executive chairman, <b>Brent Charleton</b> , president and CEO	TSX-V:ENW	Patented industrial dehydration technology for food, biopharmaceuticals and industrial materials	1999	30/35	\$22,825,000 \$1,198,000 <b>1,805.3%</b>
6	<b>CRH Medical Corp</b> 999 Canada Pl Suite 578, Vancouver V6C 3E1 P: 800-660-2153 F: NP <a href="http://crhmedcorp.com">crhmedcorp.com</a>	<b>Tushar Ramani</b> , CEO, <b>Richard Bear</b> , CFO	TSX:CRH	Developer of the first patented, single-use, disposable hemorrhoid banding technology; anesthesia management	1995	NP/NP	\$146,089,372 <sup>1</sup> \$13,236,516 <sup>1</sup> <b>1,003.7%</b>
7	<b>Naturally Splendid Enterprises Ltd</b> 19100 Airport Way Unit 108, Pitt Meadows V3Y 0E2 P: 604-465-0548 F: 604-465-1128 <a href="http://naturallysplendid.com">naturallysplendid.com</a>	<b>Doug Mason</b> , CEO	TSX-V:NSP	Biotechnology company developing and commercializing hemp-derived foods and related products	2010	NP/NP	\$2,073,776 \$234,761 <b>783.4%</b>
8	<b>Herbaland Naturals Inc</b> 13330 Maycrest Way, Richmond V6V 2JZ P: 604-284-5050 F: 604-285-0606 <a href="http://herbaland.ca">herbaland.ca</a>	<b>Musharaf Syed</b> , CEO, <b>Aisha Yang</b> , co-founder, director of sales and marketing	Privately held	Manufacture and distribution of healthy nutritional gummies	2009	70/25	\$10,367,988 \$745,000 <b>773.5%</b>
9	<b>Thoughtexchange</b> 1990 E Columbia Ave., Rossland V0G 1Y0 P: 250-551-2492 F: NP <a href="http://thoughtexchange.com">thoughtexchange.com</a>	<b>Dave MacLeod</b> , founder and CEO, <b>Jim Firstbrook</b> , founder and president	Privately held	A software-as-a-service community intelligence platform that helps leaders crowdsourcing the answers to questions in real time	2009	140/30	\$6,604,151 \$800,000 <b>725.5%</b>
10	<b>Diversified Royalty Corp</b> 510 Burrard St Suite 902, Vancouver V6C 3A8 P: 604-235-3146 F: 604-685-9970 <a href="http://diversifiedroyaltycorp.com">diversifiedroyaltycorp.com</a>	<b>Sean Morrison</b> , president and CEO	TSX:DIV	Acquires top-line royalties from well-managed multi-location businesses and franchisors in North America	1992	NP/NP	\$26,709,000 \$3,246,991 <b>722.6%</b>
11	<b>Wow! Unlimited Media Inc</b> 2025 Broadway W Suite 200, Vancouver V6J 1Z6 P: 604-714-2600 F: 604-714-2641 <a href="http://wowunlimited.co">wowunlimited.co</a>	<b>Michael Hirsh</b> , CEO	TSX-V:WOW.A	CGI animation production for film, TV, home entertainment industry; motion capture and previsualization capabilities	1979	NP/NP	\$78,628,286 \$10,168,611 <b>673.2%</b>
12	<b>MediaValet Inc</b> 990 Homer St Suite 505, Vancouver V6B 2W7 P: 604-688-2321 F: 604-605-0051 <a href="http://mediavalet.com">mediavalet.com</a>	<b>David MacLaren</b> , founder and CEO	TSX-V:VRW	Enterprise software company focused on delivering cloud-based digital asset management software, with an in-depth knowledge of Azure and leveraging a strong global relationship with Microsoft	1993	NP/8	\$2,923,122 \$421,653 <b>593.3%</b>
13	<b>Beanworks Solutions Inc</b> 311 Pender St W Suite 201, Vancouver V6B 1T3 P: 877-959-2326 F: NP <a href="http://beanworks.com">beanworks.com</a>	<b>Catherine Dahl</b> , CEO, <b>Karim Ben-Jaafar</b> , president	Privately held	Accounts payable automation software	2012	44/6	\$2,167,000 \$319,543 <b>578.2%</b>
14	<b>Wall Financial Corp</b> 1088 Burrard St Suite 3502, Vancouver V6Z 2R9 P: 604-893-7131 F: 604-893-7179	<b>Bruno Wall</b> , president	TSX:WFC	Real estate	1969	NP/572	\$452,216,646 \$67,767,881 <b>567.3%</b>
15	<b>Unbounce</b> 401 Georgia St W Suite 400, Vancouver V6B 5A1 P: 604-484-1354 F: NP <a href="http://unbounce.com">unbounce.com</a>	<b>Rick Perreault</b> , co-founder and CEO, <b>Robert MacDougall</b> , CFO, <b>Carter Gilchrist</b> , president and co-founder, <b>Carl Schmidt</b> , co-founder and CTO	Privately held	A drag-and-drop landing page platform that lets you create and publish your own landing pages, without a web developer	2009	175/43	\$23,356,651 \$3,953,741 <b>490.7%</b>
16	<b>Canada Drives</b> 555 Burrard St Suite 600, Vancouver V7X 1M8 P: 888-865-6402 F: NP <a href="http://canadadrives.ca">canadadrives.ca</a>	<b>Cody Green</b> , founder and co-CEO, <b>Mike Galpin</b> , co-CEO	Privately held	Financial technology company enabling Canadians to access auto financing and other credit products through an online platform	2010	400/35	\$98,440,403 \$17,420,453 <b>465.1%</b>
17	<b>Trevall Mining Corp</b> 1199 Hastings St W Suite 1400, Vancouver V6E 3T5 P: 604-488-1661 F: 604-408-7499 <a href="http://trevall.com">trevall.com</a>	<b>Ricus Grimbeek</b> , president and CEO, <b>Gerbrand van Heerden</b> , CFO	TSX:TV	Zinc-focused with four mines: Santander (Peru), Caribou (New Brunswick), Rosh Pinah (Namibia), Perkoa (Burkina Faso)	2007	2,000/400	\$521,634,567 <sup>1</sup> \$94,181,000 <b>453.9%</b>
18	<b>Marwick Internet Marketing</b> 38142 Cleveland Ave, Squamish V8B 0A7 P: 604-390-0065 F: NP <a href="http://marwickmarketing.com">marwickmarketing.com</a>	<b>Mary Demers</b> , operations director, <b>Cristalea Kirk</b> , director of strategy, <b>Cassandra Devlin</b> , director of business development, <b>Theresa Thomson</b> , COO	Privately held	Digital marketing agency	2013	17/3	\$1,256,000 \$230,495 <b>444.9%</b>
19	<b>Merchant Growth<sup>2</sup></b> 1500 Georgia St W Suite 2000, Vancouver V6G 2Z6 P: 778-870-8418 F: 604-681-0916 <a href="http://merchantadvance.com">merchantadvance.com</a>	<b>David Gens</b> , CEO	Privately held	Provides Canada's small businesses with quicker and easier access to working capital	2009	42/8	\$18,000,000 \$3,355,180 <b>436.5%</b>
20	<b>SouthGobi Resources Ltd</b> 250 Howe St 20th floor, Vancouver V6C 3R8 P: 604-762-6783 F: NP <a href="http://southgobi.com">southgobi.com</a>	<b>Shougao Wang</b> , CEO	TSX:SGQ	Coal production and development company	2002	NP/357	\$134,498,843 <sup>1</sup> \$27,053,623 <sup>1</sup> <b>397.2%</b>

Sources: Interviews with above companies and *BIV* research, USD converted to CAD using Bank of Canada's average yearly rate depending on company's fiscal year-end. Companies must have had \$50,000 in sales in 2014 and \$1 million in 2018 to qualify. Other companies may have ranked but did not respond to information requests by deadline. NP Not provided 1-Converted from USD 2-Formerly Merchant Advance Capital

*Business in Vancouver* makes every attempt to publish accurate information in the List, but accuracy cannot be guaranteed. Researched by Carrie Schmidt, [lists@biv.com](mailto:lists@biv.com).

## BRIEFS

### REAL ESTATE

#### Residential sales across B.C. up 12.4% from last year: BCREA

With home sales making a significant year-over-year jump in the Lower Mainland in July, residential transactions for the whole of B.C. followed suit, according to statistics released

August 13 by the **BC Real Estate Association (BCREA)**.

There were 7,930 home sales in the province last month, which is 12.4% higher than in July 2018, recovering around half

the annual transaction losses seen one year ago. Most of the provincial increase was driven by the spike in sales in Greater Vancouver and the Fraser Valley. With absorption increasing,

active listings on the province's Multiple Listing Service fell on a month-over-month basis in July, down 3% from June and 6% from April on a seasonally adjusted basis.

However, active listings were still 12.4% higher than this time last year. The sales-to-active-listings ratio matched that of a year ago, with a balanced market at 19.1%.

# Fastest-growing companies in B.C.

**RANKED BY** | Percentage growth in revenue between 2014 and 2018

Rank '19	Company	Top local executive(s)	Ownership	Product/service	Year founded	Worldwide staff '18/'14	Revenue '18/'14	5-year growth
21	<b>Blackbird Interactive</b> 565 Great Northern Way Suite 400, Vancouver V5T 0H8 P: 604-424-4355 F: NP <a href="http://blackbirdinteractive.com">blackbirdinteractive.com</a>	<b>Rob Cunningham</b> , CEO, <b>Peter Greenwood</b> , CFO, <b>Yggy King</b> , CTO, <b>Eric Torin</b> , COO, <b>Sarah McNair</b> , human resources director	Privately held	Homeworld: Deserts of Kharak (released 2016); three new video game projects currently in development	2007	124 4	\$14,000,000 \$2,900,000	<b>382.8%</b>
22	<b>Quadrogen Power Systems Inc</b> 8288 North Fraser Way Unit 110, Burnaby V3N 0E9 P: 604-221-7170 F: 604-221-3001 <a href="http://quadrogen.com">quadrogen.com</a>	<b>Alakh Prasad</b> , president and CEO	NP	Designs, builds and installs high-performance gas cleanup and upgrading systems for the renewable energy sector	2007	30 12	\$2,744,494 \$582,850	<b>370.9%</b>
23	<b>Csek Creative</b> 1631 Dickson Ave Suite 1600, Kelowna V1Y 0B5 P: 250-862-8010 F: NP <a href="http://csekcreative.com">csekcreative.com</a>	<b>Nikki Csek</b> , CEO, <b>Ryan Lahay</b> , principal, <b>Jim Csek</b> , CFO and COO, <b>Rob Cupello</b> , vice-president, business development	Privately held	A full-service agency combined with a local media platform	1999	40 20	\$3,311,166 \$745,773	<b>344.4%</b>
24	<b>American Hotel Income Properties REIT LP</b> 925 Georgia St W Suite 800, Vancouver V6C 3L2 P: 604-630-3134 F: NP <a href="http://ahipreit.com">ahipreit.com</a>	<b>John O'Neill</b> , CEO, <b>Azim Lalani</b> , CFO, <b>Chris Cameron</b> , chief investment officer	TSX:HOTJUN	Invests in high-quality, premium-branded hotel properties in larger secondary markets with diverse and stable demand generators as well as long-standing contractual railway customers	2012	15 7	\$438,673,488 <sup>1</sup> \$102,876,444 <sup>1</sup>	<b>326.4%</b>
25	<b>Nanotech Security Corp</b> 3292 Production Way Suite 505, Burnaby V5A 4R4 P: 604-678-5775 F: 604-678-5780 <a href="http://nanosecurity.ca">nanosecurity.ca</a>	<b>Troy Bullock</b> , president and CEO	TSX-V:NTS	Researches, creates and produces nano-optic structures and colour-shifting materials used in authentication and brand enhancement applications across a wide range of markets	1984	NP 50	\$9,199,710 \$2,229,494	<b>312.6%</b>
26	<b>Hubbub HR</b> 375 Water St Suite 8101, Vancouver V6B 5C6 P: 604-831-0579 F: NP <a href="http://hubbubhr.com">hubbubhr.com</a>	<b>Daniel Mayer</b> , chief customer advocate	Privately held	Offers simple human resources solutions for organizations that span countries, cultures and languages with innovative, configurable, enterprise-class solutions built for mid-size businesses	2008	15 15	\$1,500,000 \$364,000	<b>312.1%</b>
27	<b>City Office REIT Inc</b> 666 Burrard St Suite 3210, Vancouver V6C 2X8 P: 604-806-3666 F: NP <a href="http://cityofficereit.com">cityofficereit.com</a>	<b>James Farrar</b> , CEO, <b>Greg Tylee</b> , president and COO	NYSE:CIO	Real estate investment trust focused on owning high-quality office properties in the southern and western United States	2013	22 NP	\$167,772,419 <sup>1</sup> \$40,751,632 <sup>1</sup>	<b>311.7%</b>
28	<b>UrtheCast</b> 1055 Canada Pl Suite 33, Vancouver V6C 0C3 P: 604-669-1788 F: NP <a href="http://urthecast.com">urthecast.com</a>	<b>Don Osborne</b> , CEO and director, <b>Sai Chu</b> , CFO	TSX:UR	Developing the first interactive platform of Earth, with imagery and ultra-HD video streamed from the International Space Station in near real time	2004	199 100	\$15,634,000 \$3,944,850	<b>296.3%</b>
29	<b>Traction on Demand</b> 2700 Production Way Suite 500, Burnaby V5A 0C2 P: 604-620-6040 F: NP <a href="http://tractionondemand.com">tractionondemand.com</a>	<b>Greg Malpass</b> , founder and CEO, <b>Corinne Hua</b> , CFO, <b>Mike Epner</b> , president	Privately held	Salesforce platform consulting, implementation and software development services, marketing automation, data management and software-as-a-service technology	2006	410 116	\$64,394,000 \$18,183,000	<b>254.1%</b>
30	<b>Rycor Software</b> 980 Howe St Suite 840, Vancouver V6Z 0C8 P: 1-800-310-3660 F: NP <a href="http://rycor.net">rycor.net</a>	<b>Ryan Kerr</b> , CEO	NP	A leading software-as-a-service provider of K-12 business administration school software	2000	23 3	\$2,722,186 \$775,787	<b>250.9%</b>
31	<b>Appnovation Technologies</b> 190 Alexander St Suite 600, Vancouver V6A 2S5 P: 604-568-0313 F: 604-568-0314 <a href="http://appnovation.com">appnovation.com</a>	<b>Arnold Leung</b> , CEO, <b>Clarence Lee</b> , CFO	Privately held	Global, full-service digital consultancy that designs, develops and delivers immersive, engaging and dynamic digital experiences	2007	259 100	\$48,990,749 \$14,620,626	<b>235.1%</b>
32	<b>Globalme Localization Inc</b> 1008 Homer St Suite 310, Vancouver V6B 2X1 P: 855-438-5106 F: NP <a href="http://globalme.net">globalme.net</a>	<b>Emre Akkas</b> , chief technologist, <b>Hanna Golota</b> , COO	Privately held	Localization, testing and usability evaluation services for apps, websites, speech-recognition and wearable devices	2009	61 14	\$6,468,000 \$2,067,402	<b>212.9%</b>
33	<b>Intrinsyc Technologies Corp</b> 885 Dunsmuir St Suite 300, Vancouver V6C 1N5 P: 604-801-6461 F: 604-801-6417 <a href="http://intrinsyc.com">intrinsyc.com</a>	<b>Tracy Rees</b> , president and CEO, <b>George Reznik</b> , CFO and corporate secretary	TSX:ITC	Provides product realization services to customers building intelligent connected devices	1992	83 44	\$33,275,814 <sup>1</sup> \$11,129,236 <sup>1</sup>	<b>199.9%</b>
34	<b>B2Gold Corp</b> 595 Burrard St Suite 3100, PO Box 49143, Vancouver V7X 1J1 P: 604-681-8371 F: 604-681-6209 <a href="http://b2gold.com">b2gold.com</a>	<b>Clive Johnson</b> , president and CEO	TSX:BTO	Gold mining	2006	NP 5,343 <sup>2</sup>	\$1,587,311,538 <sup>1</sup> \$537,476,208 <sup>1</sup>	<b>195.3%</b>
35	<b>iTel Networks Inc</b> 1850 Mission Flats Rd, Kamloops V2C 1A9 P: 888-899-4835 F: NP <a href="http://itel.com">itel.com</a>	<b>Dan Rink</b> , CEO, <b>Kelly Pritchard</b> , vice-president, marketing and sales	NP	A converged internet/network/cloud/voice company that provides integrated custom solutions across its continent-spanning "network of networks"	2009	42 14	\$8,379,782 \$2,986,482	<b>180.6%</b>
36	<b>Imperial Metals Corp</b> 580 Hornby St Suite 200, Vancouver V6C 3B6 P: 604-669-8959 F: NP <a href="http://imperialmetals.com">imperialmetals.com</a>	<b>Brian Kynoch</b> , president, <b>Andre Deepwell</b> , CFO and corporate secretary	TSX:III	Base- and precious-metal exploration, development and operation	2001	NP 600	\$360,173,000 \$130,909,000	<b>175.1%</b>
37	<b>Jemtec Inc</b> 38 Fell Ave Suite 200, North Vancouver V7T 3S2 P: 604-929-4559 F: 604-929-4198 <a href="http://jemtec.ca">jemtec.ca</a>	<b>Eric Caton</b> , president and CEO	TSX-V:JTC	Electronic compliance monitoring solutions	1981	NP NP	\$1,851,818 \$677,157	<b>173.5%</b>
38	<b>Great Canadian Gaming Corp</b> 95 Schooner St, Coquitlam V3K 7A8 P: 604-303-1000 F: 604-279-8605 <a href="http://gcgaming.com">gcgaming.com</a>	<b>Rod Baker</b> , president and CEO	TSX:GC	Multi-jurisdictional gaming, entertainment and hospitality operator	1982	9,850 4,500	\$1,221,000,000 \$446,500,000	<b>173.5%</b>
39	<b>CPE Systems Inc</b> 7272 Buller Ave, Burnaby V5J 4S3 P: 604-988-7151 F: 604-988-7515 <a href="http://cpeystems.com">cpeystems.com</a>	<b>Donald Byres</b> , president	Privately held	Practical, affordable solutions for the craft beverage industries	1990	10 3	\$4,036,851 \$1,483,608	<b>172.1%</b>
40	<b>Advisor Websites</b> 1930 Pandora St Suite 311, Vancouver V5L 0C7 P: 866-638-0273 F: NP <a href="http://advisorwebsites.com">advisorwebsites.com</a>	<b>Alex Wingert</b> , president	Privately held	Website and marketing software for the financial and insurance industries	2012	33 27	\$3,295,567 \$1,211,844	<b>171.9%</b>

Sources: Interviews with above companies and *BCV* research, USD converted to CAD using Bank of Canada's average yearly rate depending on company's fiscal year-end. Companies must have had \$50,000 in sales in 2014 and \$1 million in 2018 to qualify. Other companies may have ranked but did not respond to information requests by deadline. NP Not provided 1 - Converted from USD 2 - Includes contractors

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# Fastest-growing companies in B.C.

RANKED BY | Percentage growth in revenue between 2014 and 2018

Rank '19	Company	Top local executive(s)	Ownership	Product/service	Year founded	Worldwide staff '18/'14	Revenue '18/'14	5-year growth
41	<b>Pure Multi-Family REIT LP</b> 925 Georgia St W Suite 910, Vancouver V6C 3L2 P: 604-681-5959 F: 604-681-5969 <a href="http://puremultifamily.com">puremultifamily.com</a>	<b>Stephen Evans</b> , director, co-founder and CEO, <b>Samantha Adams</b> , senior vice-president, <b>Scott Shillington</b> , CFO, <b>Andrew Greig</b> , vice-president, investor relations	TSX:RUF.UN	Offers investors exposure to attractive institutional-quality U.S. multi-family real estate assets	2012	180 93 <sup>1</sup>	\$142,024,268 <sup>2</sup> \$53,162,440 <sup>1</sup>	<b>167.2%</b>
42	<b>Briteweb</b> 225 8th Ave W Suite 300, Vancouver V5Y 1N3 P: 604-620-6174 F: NP <a href="http://briteweb.com">briteweb.com</a>	<b>Steve Rio</b> , CEO and founder	Privately held	Strategy, branding and digital services; founded in B.C., with offices in Vancouver and New York and team members in 25 cities internationally	2011	65 12	\$2,995,474 \$1,121,924	<b>167%</b>
43	<b>Mogo Inc</b> 401 Georgia St W Suite 2100, Vancouver V6B 5A1 P: 604-659-4380 F: NP <a href="http://mogo.ca">mogo.ca</a>	<b>David Feller</b> , founder, CEO and chair, <b>Gregory Feller</b> , president and CFO	TSX, Nasdaq:MOGO	Helps Canadian consumers manage their finances with simple digital solutions including free credit score monitoring, identity fraud protection, prepaid visa cards and more	2003	237 222	\$61,277,000 \$23,400,269	<b>161.9%</b>
44	<b>Avcorp Industries Inc</b> 10025 River Way, Delta V4G 1M7 P: 604-582-6677 F: 604-582-2620 <a href="http://avcorp.com">avcorp.com</a>	<b>Amandeep Kaler</b> , group CEO	TSX:AVP	Provides integrated metallic and composite airframe structures for commercial and defence aircraft	1986	674 360	\$170,710,000 \$67,104,000	<b>154.4%</b>
45	<b>Paladin Group of Cos</b> 3001 Wayburne Dr Suite 201, Burnaby V5G 4W3 P: 604-677-8700 F: 604-677-8701 <a href="http://paladinsecurity.com">paladinsecurity.com</a>	<b>Ashley Cooper</b> , CEO, <b>Ted Reid</b> , president and CFO	Privately held	Security officers, mobile patrols, home alarms, K-9 patrol, access control, closed-circuit television, perimeter protection, remote video monitoring	1976	11,175 6,400	\$475,000,000 \$187,500,000	<b>153.3%</b>
46	<b>HDI</b> 9440 202 St Suite 306, Langley V1M 4A6 P: 604-881-1982 F: 604-881-1995 <a href="http://hdidist.com">hdidist.com</a>	<b>Rob Brown</b> , president and CEO	TSX:HDI	Leading distributor of architectural building products in North America	2004	1,163 469	\$1,134,267,000 \$455,694,000	<b>148.9%</b>
47	<b>Premium Brands Holdings Corp</b> 10991 Shellbridge Way Suite 100, Richmond V6X 3C6 P: 604-656-3100 F: 604-656-3170 <a href="http://premiumbrandsholdings.com">premiumbrandsholdings.com</a>	<b>George Paleologou</b> , president and CEO, <b>Will Kalutycz</b> , CFO	TSX:PBH	Specialty food manufacturing and differentiated food distribution	2009	5,214 <sup>1</sup> 4,000	\$3,025,800,000 \$1,221,798,000	<b>147.7%</b>
48	<b>ABM Applied Biological Materials Inc</b> 3671 Viking Way Unit 1, Richmond V6V 2J5 P: 604-247-2416 F: 604-247-2414 <a href="http://abmgood.com">abmgood.com</a>	<b>Peter Li</b> , CEO, <b>Lisa Young</b> , CFO, <b>Ryan Saranchuk</b> , chief administration officer	Privately held	Biotechnology, life science research reagent and services, next-generation sequencing, CRISPR, polymerase chain reaction (PCR) and quantitative PCR, growth factors, cell lines	2004	150 71	\$7,361,315 \$3,012,154	<b>144.4%</b>
49	<b>CIBT Education Group Inc</b> 777 Broadway W Suite 1200, Vancouver V5Z 4J7 P: 604-871-9909 F: 604-871-9919 <a href="http://cibt.net">cibt.net</a>	<b>Toby Chu</b> , chairman, president and CEO, <b>Dennis Huang</b> , executive vice-president and CFO	TSX:MBA	Education and student housing investment and management	1994	575 365	\$74,899,921 \$30,916,154	<b>142.3%</b>
50	<b>China Gold International Resources Corp Ltd</b> 505 Burrard St Suite 660, Box 27, Vancouver V7X 1M4 P: 604-609-0598 F: 604-688-0598 <a href="http://chinagoldintl.com">chinagoldintl.com</a>	<b>Liangyou Jiang</b> , CEO and executive director, <b>Derrick Zhang</b> , CFO, <b>Song Xin</b> , board chair, executive director	TSX:CGG	Gold and copper mining	2000	NP 1,650	\$739,287,549 <sup>2</sup> \$306,811,324 <sup>2</sup>	<b>141%</b>
51	<b>OpenRoad Auto Group Ltd</b> 13251 Smallwood Pl, Richmond V6V 1W8 P: 604-273-3233 F: 604-232-5323 <a href="http://openroadautogroup.com">openroadautogroup.com</a>	<b>Christian Chia</b> , CEO	Privately held	Retail auto dealer with 20 brands and 25 locations in the Lower Mainland and Washington state	1978	1,485 808	\$1,262,386,834 \$525,505,454	<b>140.2%</b>
52	<b>Real Estate Webmasters</b> 223 Commercial St, Nanaimo V9R 5G8 P: 877-753-9893 F: NP <a href="http://realestatewebmasters.com">realestatewebmasters.com</a>	<b>Morgan Carey</b> , owner, founder and CEO	Privately held	End-to-end technology solutions including custom websites, marketing and consulting for top real estate professionals	2004	124 64	\$23,573,000 \$9,844,000	<b>139.5%</b>
53	<b>Joseph Richard Group</b> 8410 160 St, Surrey V3S 3T8 P: 778-999-7427 F: NP <a href="http://jrg.ca">jrg.ca</a>	<b>Ryan Moreno</b> , CEO and principal, <b>André Bourque</b> , principal	Privately held	Specializes in public houses, casual-upscale restaurants and liquor stores; expanding to include other ventures	2009	880 350	\$50,125,439 \$1,506,933	<b>133.1%</b>
54	<b>Stemcell Technologies Inc</b> 1618 Station St, Vancouver V6A 1B6 P: 604-877-0713 F: 800-567-2899 <a href="http://stemcell.com">stemcell.com</a>	<b>Allen Eaves</b> , president and CEO	Privately held	Cell separation, culture media, instruments, antibodies, cytokines, small molecules, education and contract assay services	1993	1,136 529	\$199,998,000 \$87,193,000	<b>129.4%</b>
55	<b>Avino Silver &amp; Gold Mines Ltd</b> 570 Granville St Suite 900, Vancouver V6C 3P1 P: 604-682-3701 F: 604-682-3600 <a href="http://avino.com">avino.com</a>	<b>David Wolfen</b> , president, CEO and director	TSX:ASM	Silver producer	1969	NP 415	\$44,204,101 <sup>2</sup> \$19,297,953	<b>129.1%</b>
56	<b>QMC Submetering Solutions</b> 573 Sherling Pl Suite 1105, Port Coquitlam V3B 0J6 P: 604-526-5155 F: 604-526-7667 <a href="http://qmmeters.com">qmmeters.com</a>	<b>James Easton</b> , president and CEO	Privately held	Supplies integrated sub-metering solutions for utilities in multi-tenant properties and hosts a web-based platform for billing and energy management	1994	56 20	\$12,700,000 \$5,600,000	<b>126.8%</b>
57	<b>Biolytical Laboratories</b> 13351 Commerce Pkwy Suite 1108, Richmond V6V 2X7 P: 604-204-6784 F: 604-244-8399 <a href="http://biolytical.com">biolytical.com</a> , <a href="http://insti.com">insti.com</a>	<b>Livleen Veslemes</b> , CEO	Privately held	World's fastest testing platform, delivering accuracy and flexibility for convenient HIV testing in point-of-care settings and an empowering solution for self-testing	2002	73 NP	\$16,100,000 \$7,100,000	<b>126.8%</b>
58	<b>KDS Construction Ltd</b> 16250 20 Ave, Surrey V3Z 9M8 P: 604-535-8152 F: 604-535-8132 <a href="http://kdsconstruction.ca">kdsconstruction.ca</a>	<b>Kelly Shannon</b> , president, <b>Marvin Kale</b> , vice-president	Privately held	General building contractors/construction managers focusing on new construction and renovation; sectors include commercial, institutional, food and beverage plants, light industrial and residential	1984	63 43	\$29,900,000 \$13,300,000	<b>124.8%</b>
59	<b>Photon Control Inc</b> 13500 Verdun Pl Suite 130, Richmond V6V 1V2 P: 604-900-3150 F: NP <a href="http://photon-control.com">photon-control.com</a>	<b>Nigel Hunton</b> , CEO	TSX:PHO	Optical sensor technology manufacturer for wafer fabrication equipment in semiconductor and other solid-state industries	1988	93 42	\$46,704,000 \$21,035,160	<b>122%</b>
60	<b>LMI Technologies</b> 9200 Glenlyon Pky, Burnaby V5J 5J8 P: 604-636-1011 F: 604-516-8368 <a href="http://lmi3d.com">lmi3d.com</a>	<b>Terry Arden</b> , CEO	Privately held	Precision 3D scanning and inspection solutions	1978	281 156	\$82,970,027 \$38,657,500 <sup>2</sup>	<b>114.6%</b>

Sources: Interviews with above companies and BIV research. USD converted to CAD using Bank of Canada's average yearly rate depending on company's fiscal year-end. Companies must have had \$50,000 in sales in 2014 and \$1 million in 2018 to qualify. Other companies may have ranked but did not respond to information requests by deadline. NP Not provided. 1 - As of April 23, 2015. 2 - Converted from USD \$3-2016 figure

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# Fastest-growing companies in B.C.

RANKED BY | Percentage growth in revenue between 2014 and 2018

Rank '19	Company	Top local executive(s)	Ownership	Product/service	Year founded	Worldwide staff '18/'14	Revenue '18/'14 5-year growth
61	<b>Lululemon Athletica Inc</b> 1818 Cornwall Ave Suite 400, Vancouver V6J 1C7 P: 604-732-6124 F: 604-874-6124 <a href="http://lululemon.com">lululemon.com</a>	<b>Calvin McDonald</b> , CEO	Nasdaq:LULU	Designer and retailer of technical athletic apparel	1998	NP 8,628	\$4,285,994,985 <sup>1</sup> \$2,002,993,889 <sup>1</sup> <b>114%</b>
62	<b>The Answer Co</b> 233 Nelson's Cres Suite 502, New Westminster V3L 0E4 P: 604-473-9166 F: 604-473-9115 <a href="http://theanswerco.com">theanswerco.com</a>	<b>Shawn Ostheimer</b> , president and founder	NP	Business management, inventory management and business intelligence software solutions, as well as managed services such as consulting, network management and future planning	1995	84 23	\$11,180,500 \$5,287,040 <b>111.5%</b>
63	<b>Kasa Supply Ltd</b> 13237 King George Hwy, Surrey V3T 2T3 P: 604-581-5815 F: 604-637-2999 <a href="http://kassasupply.com">kassasupply.com</a>	<b>Sarbjee Sahota</b> , president and CEO	Privately held	Distributor of plumbing, drainage, waterworks, electrical and landscape products for residential, commercial and industrial projects	2007	35 27	\$21,343,004 \$10,280,831 <b>107.6%</b>
64	<b>Snaptech Marketing</b> 4370 Dominion St Suite 406, Burnaby V5G 4L7 P: 604-677-0742 F: 604-677-5237 <a href="http://snaptech.com">snaptech.com</a>	<b>Flavio Marquez</b> , president and co-founder	NP	Full-service digital marketing agency specializing in lead generation	2003	25 16	\$2,260,000 \$1,110,000 <b>103.6%</b>
65	<b>Pacific CoastCom Communications Inc</b> 3855 Henning Dr Suite 109, Burnaby V5C 6N3 P: 604-299-8180 F: 604-299-8179 <a href="http://pcoast.ca">pcoast.ca</a>	<b>Greg Casault</b> , general manager, <b>Roma Cirko</b> , operations manager, <b>Ryan Letourneau</b> , retail sales manager, <b>Brian Hannigan</b> , president	Privately held	Telecommunications sales, service and support	1987	44 26	\$30,900,000 \$15,400,000 <b>100.6%</b>
66	<b>Logic Group</b> 17670 65A Ave Unit 101, Surrey V3S 5N4 P: 604-372-1850 F: NP <a href="http://logicgroup.ca">logicgroup.ca</a>	<b>Tony Marasco</b> , <b>Loris Lovison</b> , owners	NP	Partners with national brands to offer a single-source solution for all print communication needs	2009	8 4	\$2,048,000 \$1,027,000 <b>99.4%</b>
67	<b>Aurinia Pharmaceuticals Inc</b> 4464 Markham St Suite 1203, Victoria V8Z 7X8 P: 250-708-4272 F: 250-744-2498 <a href="http://auriniapharma.com">auriniapharma.com</a>	<b>Richard Glickman</b> , chairman and CEO	TSX:AUP	Biopharmaceuticals	2009	NP NP	\$599,999 <sup>1</sup> \$307,051 <sup>1</sup> <b>95.4%</b>
68	<b>Blue Pine Enterprises Ltd</b> 18960 34A Ave, Surrey V3Z 1A7 P: 604-535-3026 F: NP <a href="http://bluepineenterprises.com">bluepineenterprises.com</a>	<b>Mike Lalonde</b> , president	NP	Landscape construction in the Lower Mainland	2000	150 85	\$33,757,000 \$17,479,000 <b>93.1%</b>
69	<b>Lions Gate Entertainment Corp</b> 250 Howe St 20th floor, Vancouver V6C 3R8 P: 877-848-3866 F: NP <a href="http://lionsgate.com">lionsgate.com</a>	<b>Jon Feltheimer</b> , CEO, <b>Michael Burns</b> , vice-chair	NYSE:LGf	Movie and television production and distribution	1997	NP 665	\$5,299,286,940 <sup>1</sup> \$2,771,761,665 <sup>1</sup> <b>91.2%</b>
70	<b>Major Tom Agency Inc</b> 548 Beatty St, Vancouver V6B 2L3 P: 604-262-9083 F: NP <a href="http://majortom.com">majortom.com</a>	<b>Lyn Bryan</b> , CEO	Privately held	Specializing in digital marketing, advertising and web design and development services	2000	75 45	\$9,554,324 \$5,000,000 <b>91.1%</b>
71	<b>Silvercorp Metals Inc</b> 200 Granville St Suite 1378, Vancouver V6C 1S4 P: 604-669-9397 F: 604-669-9387 <a href="http://silvercorpmetals.com">silvercorpmetals.com</a>	<b>Rui Feng</b> , chair and CEO, <b>Derek Liu</b> , CFO	TSX, NYSE:SVM	Silver producer; mining, development and exploration projects in China and Canada	1991	NP NP	\$218,228,053 <sup>1</sup> \$114,231,920 <sup>1</sup> <b>91%</b>
72	<b>Conifex Timber Inc</b> 700 Georgia St W Suite 980, Vancouver V7Y 1B6 P: 604-216-2949 F: NP <a href="http://conifex.com">conifex.com</a>	<b>Ken Shields</b> , board chair, CEO and president, <b>Yuri Lewis</b> , CFO	TSX:CFX	Dimension lumber, wood chips and other residuals	2007	NP 565	\$669,918,800 \$352,868,000 <b>89.8%</b>
73	<b>Sussex Insurance Agency<sup>2</sup></b> 136 3rd St W Upper Level, North Vancouver V7M 1E8 P: 604-983-6955 F: 604-983-6933 <a href="http://sussexinsurance.com">sussexinsurance.com</a>	<b>Ken Armstrong</b> , president and CEO, <b>Brandon Armstrong</b> , vice-president, strategic planning, <b>Jason Armstrong</b> , vice-president, corporate development	Privately held	Comprehensive insurance services	1976	425 425	\$719,209,019 \$378,947,140 <b>89.8%</b>
74	<b>Metropolitan (MET) Fine Printers</b> 1435 Pender St E, Vancouver V5L 1V7 P: 604-254-4201 F: 604-254-5175 <a href="http://metprinters.com">metprinters.com</a>	<b>Nikos Kallas</b> , CEO	Privately held	High-end commercial printing and packaging, web-to-print, new media and augmented reality experiences	1977	120 80	\$28,000,000 \$15,000,000 <b>86.7%</b>
75	<b>Aquatic Informatics Inc</b> 1111 Georgia St W Suite 2400, Vancouver V6E 4M3 P: 604-873-2782 F: 604-873-2750 <a href="http://aquaticinformatics.com">aquaticinformatics.com</a>	<b>Edward Quilty</b> , founder, president and CEO	NP	Provides software solutions that address critical water data management, analytics and compliance challenges for the rapidly growing global water industry	2003	103 88	\$11,972,130 \$6,471,836 <b>85%</b>
76	<b>Special Risk Insurance Managers Ltd</b> 8471 200 St Suite 103, Langley V2Y 0E7 P: 604-888-0050 F: 604-888-1008 <a href="http://www.srim.ca">www.srim.ca</a>	<b>Mark Woodall</b> , president and CEO, <b>Tom Willie</b> , director and chief underwriting officer, <b>Taryn Vaughan</b> , senior vice-president and CEO	NP	Specialty/niche insurance managing general agent, independently owned and operated; six locations across Canada with head office in Langley	1994	96 47	\$73,094,422 \$40,171,503 <b>82%</b>
77	<b>Ritchie Bros Auctioneers Inc</b> 9500 Glenlyon Pkwy, Burnaby V5J 0C6 P: 778-331-5500 F: 778-331-4628 <a href="http://rbauction.com">rbauction.com</a>	<b>Ravi Salligram</b> , CEO	TSX, NYSE:RBA	Industrial auctioneers; services and information to help people buy and sell used heavy equipment	1958	2,254 1,412	\$944,709,123 <sup>1</sup> \$531,371,637 <sup>1</sup> <b>77.8%</b>
78	<b>Fortuna Silver Mines Inc</b> 200 Burrard St Suite 650, Vancouver V6C 3L6 P: 604-484-4085 F: 604-662-8829 <a href="http://fortunasilver.com">fortunasilver.com</a>	<b>Jorge A. Ganoza</b> , president, CEO and director	TSX:FVI	Silver mining in Latin America	1990	NP NP	\$341,152,627 <sup>1</sup> \$192,189,627 <sup>1</sup> <b>77.5%</b>
79	<b>Ideon Packaging</b> 11251 Dyke Rd, Richmond V7A 0A1 P: 604-524-0524 F: NP <a href="http://ideonpackaging.com">ideonpackaging.com</a>	<b>Rick Van Poele</b> , president, CEO and partner	Privately held	Manufacturer of digital point-of-purchase displays, folding carton and custom corrugated solutions	2002	106 55	\$39,000,000 \$22,080,000 <b>76.6%</b>
80	<b>Safe Software</b> 9639 137A St Suite 1200, Surrey V3T 0M1 P: 604-501-9985 F: 604-501-9965 <a href="http://safe.com">safe.com</a>	<b>Don Murray</b> , co-founder and president, <b>Dale Lutz</b> , co-founder and vice-president, software development	NP	Delivers FME, the data integration platform with the best support for spatial data worldwide	1993	159 110	\$46,080,000 \$26,620,000 <b>73.1%</b>

Sources: Interviews with above companies and *BIV* research. USD converted to CAD using Bank of Canada's average yearly rate depending on company's fiscal year-end. Companies must have had \$50,000 in sales in 2014 and \$1 million in 2018 to qualify. Other companies may have ranked but did not respond to information requests by deadline. NP Not provided. 1 - Converted from USD. 2 - Sussex Franchise Systems Inc

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# Wow factor for growth: global children's content

ENTERTAINMENT | Revenue jumps 700% for Wow Unlimited as streaming services demand grows

BY TYLER ORTON  
TORTON@BIV.COM

The global animation industry has been gliding through a growth phase for much of the last four decades, according to Michael Hirsh.

But unprecedented demand triggered by streaming services like Netflix Inc. (Nasdaq:NFLX) and Amazon.com Inc.'s (Nasdaq:AMZN) Prime Video is setting the current spurt apart from historical growth, said Hirsh, a mainstay producer in the Canadian animation industry going back to the 1980s.

"Thirty, 40 years ago, you were dealing with very limited shelf space, whereas the streamers have unlimited shelf space," said the CEO of Wow Unlimited Media Inc. (TSX-V:WOW.A), the parent company of Rainmaker Entertainment, one of Vancouver's oldest animation studios.

"They buy lots and lots of different shows, and so we're definitely seeing our animation growth basically supported by the growth of the streaming business in animation."

In addition to striking deals with Amazon and Netflix, Wow landed a deal with Bell Media's CraveTV service to program the Canadian



Rainmaker Entertainment animator Maisha Moore at work in the company's Vancouver studios | CHUNG CHOW

streamer's children's content.

The arrangement came after Rainmaker acquired New York-based Fred Seibert's Frederator Networks Inc. and Ezrin Hirsh Entertainment Inc. in a 2016 deal worth an estimated \$17 million that was funded in part through an \$11 million private placement.

Wow was created as the parent company overseeing Rainmaker's

animated production efforts and Frederator's YouTube distribution, which attracts about 700 million views a month.

Bell took a 12% equity stake in the new parent company a few months later, and Hirsh said the deal to continue programming CraveTV's children's slate is in the midst of renegotiations.

He said he expects to make an

announcement soon with regards to the CraveTV partnership.

Add together the acquisitions and global demand for content, and what was formerly Rainmaker has seen five-year revenue growth climb 673.2%, from \$10.2 million in the 2014 fiscal year to \$78.6 million in the 2018 fiscal year.

"We've built a backlog of contracted shows to around \$70

million. And to give you a sense of perspective on that ... last year's animation sales were around \$35 million," Hirsh told *Business in Vancouver*.  
"The backlog is also showing we've got great growth coming."  
Netflix's public position on investing heavily in children's

MICHAEL HIRSH  
CEO, WOW UNLIMITED MEDIA

CONTINUED ON PAGE 17

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RANKED BY | Percentage growth in revenue between 2014 and 2018

Rank '19	Company	Top local executive(s)	Ownership	Product/service	Year founded	Worldwide staff '18/'14	Revenue '18/'14 5-year growth
81	<b>Wellons Canada</b> 19087 96 Ave, Surrey V4N 3P2 P: 604-881-3229 F: 604-888-2959 <a href="http://wellons.ca">wellons.ca</a>	Patrick Thornton, president	Privately held	Specializes in design, manufacturing and installation of lumber-drying kilns as well as biomass energy-burning systems to provide heat for sawmill and board plants	1977	350 300	\$53,000,000 \$31,000,000 <b>71%</b>
82	<b>CanWel Building Materials Group Ltd</b> 1055 Georgia St W Suite 1100, PO Box 11135, Strn Royal Centre, Vancouver V6E 3P3 P: 604-432-1400 F: 604-436-6670 <a href="http://canwel.com">canwel.com</a>	Amar Doman, chairman and CEO, Marc Séguin, president	TSX:CWX	Distribution of lumber, building supplies and associated products	1989	1,188 475	\$1,291,295,000 \$759,468,000 <b>70%</b>
83	<b>Sierra Wireless Inc</b> 13811 Wireless Way, Richmond V6V 3A4 P: 604-231-1100 F: 604-231-1099 <a href="http://sierrawireless.com">sierrawireless.com</a>	Kent Thexton, president and CEO	TSX:SW	Hardware, software and services for connected devices	1993	1,425 800	\$1,028,270,111 <sup>1</sup> \$605,843,654 <sup>1</sup> <b>69.7%</b>
84	<b>Netcetera Consulting Inc</b> 828 Harbourside Dr Suite 205, North Vancouver V7P 3R9 P: 604-980-2700 F: NP <a href="http://netcetera.ca">netcetera.ca</a>	Steve Weeks, president and CEO, Sharron Weeks, partner	Privately held	Network technology consulting and professional technical and managed services, infrastructure, networking, security, wireless, storage, cloud computing and more	1999	9 7	\$3,162,224 \$1,863,663 <b>69.7%</b>
85	<b>Ballard Power Systems Inc</b> 9000 Glenlyon Pky, Burnaby V5J 5J8 P: 604-454-0900 F: 604-412-4700 <a href="http://ballard.com">ballard.com</a>	Randall MacEwen, president and CEO	TSX, Nasdaq:BLD	Development, manufacturing, sale and servicing of clean-energy hydrogen fuel cells	1979	630 310	\$125,146,480 <sup>1</sup> \$75,902,345 <sup>1</sup> <b>64.9%</b>
86	<b>SSR Mining Inc</b> 1055 Dunsmuir St Suite 800, Vancouver V7X 1G4 P: 604-689-3846 F: 604-689-3847 <a href="http://ssrmining.com">ssrmining.com</a>	Paul Benson, president and CEO	TSX, Nasdaq:SSRM	Operation, development, exploration and acquisition of precious-metal projects	1946	NP 1,247 <sup>2</sup>	\$545,068,598 <sup>1</sup> \$331,484,749 <sup>1</sup> <b>64.4%</b>
87	<b>Domain7</b> 339 Railway St Suite 250, Vancouver V6A 1A4 P: 604-855-3772 F: 604-854-3349 <a href="http://domain7.com">domain7.com</a>	Shawn Neumann, CEO, Ryan Hanawalt, president	NP	Designing people-centric systems and cultures	1996	65 42	\$7,200,000 \$4,502,300 <b>59.9%</b>
88	<b>West Fraser Timber Co Ltd</b> 858 Beatty St Suite 501, Vancouver V6B 1C1 P: 604-895-2700 F: 604-681-6061 <a href="http://westfraser.com">westfraser.com</a>	Ted Seraphim, CEO, Raymond Ferris, president and COO	TSX:WFT	Diversified wood products company producing lumber, laminated veneer lumber, medium-density fibreboard, plywood, pulp, newsprint, wood chips and energy with facilities in Western Canada and the southern U.S.	1955	8,600 7,560	\$6,118,000,000 \$3,856,000,000 <b>58.7%</b>
89	<b>International Parkside Products Inc</b> 13480 Crestwood Pl Suite 210, Richmond V6V 2K1 P: 877-608-0868 F: 604-681-6194 <a href="http://lenspen.com">lenspen.com</a>	Murray Keating, CEO, Mindy Sirsiris, CFO	TSX-V:IPD	Produces and markets optical, screen-cleaning and eyeglass-cleaning products using the company's patented carbon black technology and the new light carbon formula for international distribution	1983	NP NP	\$6,879,982 \$4,491,769 <b>53.2%</b>
90	<b>Sandstorm Gold Ltd</b> 400 Burrard St Suite 1400, Vancouver V6C 3A6 P: 604-689-0234 F: 604-689-7317 <a href="http://sandstormgold.com">sandstormgold.com</a>	Nolan Watson, president and CEO, David Awram, senior executive vice-president, Erfan Kazemi, CFO	TSX:SSL; NYSE MKT:SAND	Provides financing to gold mining companies in exchange for gold streams and royalties on production	2008	22 20	\$94,780,455 <sup>1</sup> \$62,397,623 <sup>1</sup> <b>51.9%</b>
91	<b>Six12 Creative Inc</b> 768 Columbia St Suite 204, New Westminster V3M 1B4 P: 604-525-8884 F: 604-525-8804 <a href="http://six12creative.com">six12creative.com</a>	Rob Trowbridge, principal and creative director, Mike Barter, director, operations	NP	Design and marketing, contests and gamification, operational compliance software and customer feedback systems; customer experience agency	1987	10 14	\$1,625,000 \$1,072,000 <b>51.6%</b>
92	<b>Rogers Sugar/Lantic Inc</b> 123 Rogers St, PO Box 2150, Vancouver V6A 3N2 P: 604-253-1131 F: 604-258-4483 <a href="http://lantic.ca">lantic.ca</a>	NP	TSX:RSI	Sugar refinery	2010	NP 551	\$805,201,000 \$532,295,000 <b>51.3%</b>
93	<b>Interfor Corp</b> 1055 Dunsmuir St Suite 3500, Vancouver V7X 1H7 P: 604-689-6800 F: 604-688-0313 <a href="http://interfor.com">interfor.com</a>	Duncan Davies, president and CEO	TSX:IFP	Manufacturer of commodity structural lumber, machine stress-rated products, industrial lumber and timbers and appearance lumber	1963	3,200 2,582	\$2,186,567,000 \$1,447,157,000 <b>51.1%</b>
94	<b>Canfor Corp</b> 1700 75th Ave W Suite 100, Vancouver V6P 6G2 P: 604-661-5241 F: NP <a href="http://canfor.com">canfor.com</a>	Don Kayne, president and CEO	TSX:CFP	Integrated forest product company. One of the world's largest producers of sustainable lumber, pulp, paper, and green energy production	1938	6,240 <sup>3</sup> 6,047 <sup>4</sup>	\$5,044,400,000 \$3,347,600,000 <b>50.7%</b>
95	<b>Wheaton Precious Metals Corp</b> 1021 Hastings St W Suite 3500, Vancouver V6E 0C3 P: 604-684-9648 F: 604-684-3123 <a href="http://wheatonpm.com">wheatonpm.com</a>	Randy Smallwood, president and CEO	TSX, NYSE:WPM	One of the world's largest precious-metals streaming companies	2004	38 33	\$1,028,801,000 <sup>1</sup> \$684,984,392 <sup>1</sup> <b>50.2%</b>
96	<b>Metro-Can Construction</b> 10470 152 St Suite 520, Surrey V3R 0Y3 P: 604-583-1174 F: 604-583-3321 <a href="http://metrocan.com">metrocan.com</a>	Carlos Rios, president	Privately held	General contractor, residential highrise, mid- and low-rise, commercial, value engineering	1985	70 100	\$150,000,000 \$100,000,000 <b>50%</b>
97	<b>WestBond Enterprises Corp</b> 7403 Progress Way Suite 101, Delta V4G 1E7 P: 604-940-3939 F: 604-940-9161 <a href="http://westbond.ca">westbond.ca</a>	Gennaro Magistrale, president and CEO	TSX-V:WBE	Paper converter that supplies disposable paper products to many market segments	1989	NP NP	\$9,829,025 \$6,599,440 <b>48.9%</b>
98	<b>Allied Hotel Properties Inc</b> 515 Pender St W Suite 300, Vancouver V6B 6H5 P: 604-669-5335 F: 604-682-8131 <a href="http://alliedhotels.com">alliedhotels.com</a>	Peter Y.L. Eng, chair and CEO, Michael F. Chan, president and CFO	TSX-V:AHP	Accommodation services	1982	NP NP	\$14,614,000 \$9,838,000 <b>48.5%</b>
99	<b>RSI International Systems Inc</b> 1166 Alberni St Suite 1201, Vancouver V6E 3Z3 P: 604-984-6001 F: 604-984-6006 <a href="http://roomkeypms.com">roomkeypms.com</a>	Tim Major, president and CEO	TSX-V:RSY	RoomKeyPMS is a user-friendly, cloud-based property and guest management system that provides robust management reporting and guest insight	1978	NP 32	\$4,913,248 \$3,327,328 <b>47.7%</b>
100	<b>Best Service Pros</b> 85 Schooner St Suite 101, Coquitlam V3K 7A8 P: 604-347-7455 F: 604-874-5846 <a href="http://best.ca">best.ca</a>	Kevin McCrum, CEO, Bruce Taylor, COO, Garth Miller, director, finance and IT, Jim Southall, director, business development	Privately held	Janitorial services, exterior maintenance and document shredding	1956	1,350 730	\$42,531,268 \$28,845,157 <b>47.4%</b>

Sources: Interviews with above companies and *BCV* research. USD converted to CAD using Bank of Canada's average yearly rate depending on company's fiscal year-end. Companies must have had \$50,000 in sales in 2014 and \$1 million in 2018 to qualify. Other companies may have ranked but did not respond to information requests by deadline. NP Not provided 1-Converted from USD 2-Includes contractors 3-December 31 of previous year 4-Includes subsidiaries

*Business in Vancouver* makes every attempt to publish accurate information in the List, but accuracy cannot be guaranteed. Researched by Carrie Schmidt, [lists@bcv.com](mailto:lists@bcv.com).

Next week's list – Biggest shopping centres in B.C.

ADVERTISING FEATURE

# FOCUS ON SUCCESS



**Fusion is phenomenal at holding your hand through the whole process, taking you through step by step.**

**Jennifer Hood**  
Owner/director, Jump Gymnastics



**Bright idea:** Fusion Projects created a cheerful, sure-to-endure facility for Jump Gymnastics and its active young clients. As part of the design-build process, Fusion's Randy Cheng and his team also included a soothing space for Kids Physio Group, the collaborative but separate business that shares the City Square premises with Jump | Photo by Calvin Owen Jones.

## Kid-friendly—and kid-resistant: How Fusion Projects' Design-Build process created a welcoming, durable space for two collaborative but separate businesses

**T**he challenge: design a friendly yet durable facility. But that wasn't all. The facility also needed to house two separate businesses.

Jennifer Hood, owner/director of Jump Gymnastics, knew only the most innovative, thorough design-build company could make it all work. She found Fusion Projects—and took the leap.

At Jump, children enjoy non-competitive, developmental gymnastics. "With 1,000 kids a week, we wanted a space that was clean and simple," Hood explains.

Sharing the City Square space

would be Kids Physio Group, a natural collaboration for Jump—but a zoning and permits nightmare. "It would take a year to work with the city for two businesses with unique needs to inhabit same space legally, practically and logistically."

However, as Hood relates, entrusting the project to Fusion turned personal nightmare into professional joy. "Fusion provided a custom-built space that can take us through the next 10 years. They're phenomenal at holding your hand through the whole process, taking you through step by

step. They're so patient, explaining why this would be important, narrowing down choices for that."

Fusion Principal Randy Cheng recalls, "We took an old space with deteriorated ceilings and an un-level floor. We cleaned it up, provided LED lighting and sprayed the ceiling a dark colour to make the pipes disappear. We put in a bright gym space, including a rainbow stripe of primary colours across the back."

Cheng, Project Manager Jason Kidd and Designer Irina Trushkina used elements able to withstand the abuse of running, jumping

kids, e.g., baseboards resembling wood but made of rubber.

For Kids Physio Group, Fusion created a soothing atmosphere, with light greens and grays and an open space for treatment. There, as at Jump, young clients must feel confident, comfortable. Calm and quiet are essential.

"The existing space didn't have best acoustics," says Cheng. "By bringing walls to their full height and adding drywall, we mitigated the noise."

In that, as in every detail, "Fusion saw our vision and provided solutions," Hood says.



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## BRIEFS

## WORKER SAFETY

## Dozens of business associations step back from WorkSafeBC review

Dozens of business associations representing hundreds of businesses in B.C. are declining to participate further in a **WorkSafeBC** review they claim raises an apprehension of bias.

In a letter to reviewer **Janet Patterson** and elected government officials, 46 organizations say they have lost confidence that the review can be conducted in an "independent, impartial and balanced manner."

They cite the fact that Patterson, a retired labour lawyer tasked with the review by the province, was one of three co-authors of a 2009 report that

offered 24 recommendations for correcting a "systemic attack" on the benefits and decision-making process of B.C.'s workers' compensation system. All recommendations but one were added this August as issues to be explored under the current review of WorkSafeBC.

Signatories to the letter published August 15 – which include the **BC Chamber of Commerce**, **Greater Vancouver Board of Trade** and **Mining Association of BC** – say they were "quite taken aback and dismayed" by what they see as an expansion of the review's original scope.

In April, the B.C. government announced a formal review of the province's workers' compensation system. It was to include an assessment of the policies and practices around getting injured workers back on the job, the case management of injured workers and potential amendments to the Workers Compensation Act.

B.C. employers met with Patterson weeks after the review was announced.

They have declined to participate in Patterson's further consultation regarding the recommendations from the 2009 report she co-authored.

## TRANSPORTATION

## Scrap ride-hailing Class 4 requirement: mayors

Okanagan civic officials are urging B.C.'s minister of transportation to reconsider requiring ride-hailing service drivers to have a Class 4 commercial licence rather than a standard Class 5 permit.

Minister of Transportation and Infrastructure **Claire Trevena** has been firm on ride-hailing service drivers having the Class 4 licence.

The Class 4 licence requires higher levels of testing than the

more common Class 5.

Mayors of Kelowna, West Kelowna, Peachland and the District of Lake Country as well as the **Westbank First Nation** and **Regional District of Central Okanagan** want Trevena to reconsider.

The requirement "could greatly limit the viability of ride-hailing as a transportation option in our region and in other areas across the province," they said in an August 1 letter.

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## WOW FACTOR

CONTINUED FROM PAGE 14

programming is also feeding his optimism for future growth.

"Not only does it help bring in new subscribers but it helps to retain the existing subscriber base. It's very hard to take things away from kids," Hirsh said.

To keep up with growth, Wow

has expanded its production facilities, added new equipment and begun outsourcing work to Indonesia, Japan and South Korea to supplement the animation done in B.C.

While Rainmaker has been leading the way on content production, Wow's other subsidiary, **Frederator**, has allowed the parent company to tap into the distribution

side of the business through its YouTube channel.

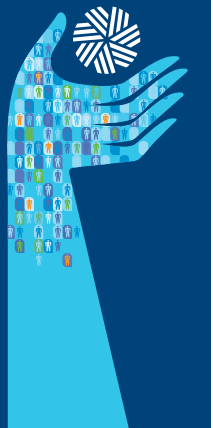
"It's very important to our business model because it gives us a 360-degree exposure in the business," Hirsh said. "We're not just making shows but we're promoting those shows, working out the strategy for tactics for successfully launching a show and making it into a hit brand." ■

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