

# Building a Good Year



**Greg Fast and Fely De Leon**

**2000** was a banner year for Boretta Construction Ltd., with a 119 per cent increase in gross revenues over 1999 and the top per cent growth on the Top 100 Companies rankings.

Chief Financial Officer and Partner, Feeley DeLeon, says there were several contributing factors leading to winning significant projects.

“We were successful in negotiating several large construction contracts which resulted from our reputation as maintaining a consistent and long term relationship with our sub-trades. This allows us to formulate budgets which are very competitive,” she says.

The company is about 14 years old but operated previously as a division of a property development company before striking out on its own. DeLeon says Boretta, prefers to focus on specific areas of construction such as commercial buildings, personal care homes and schools. She says the company has good and valued relationships with architectural firms which result in opportunities. A part of the firm’s work is credited to return business and referrals.

DeLeon says that 2001 has been a softer year with a slow down coming at the end of June caused by the delaying of scheduled projects. MBM

## TopGrossRevenueEarners

	COMPANY	% INCREASE IN GROSS REVENUES	GROSS REVENUES 2000	NET INCOME 2000
2000 RANKING	1 Boretta Construction Ltd.	119.2%	29,874	809
	2 Online Enterprises Inc. (Online Business Systems)	114.6%	36,786	N/A
	3 AMJ Campbell Van Lines	88.3%	2,450	128
	4 The Boyd Group Inc.,	76.4%	97,000	2,600
	5 Tundra Oil and Gas Ltd.	62.1%	59,500	N/A
	6 Rice Capital Management Plus Inc.	56.3%	20,007	(751)
	7 CFG Futures Canada Inc.	54.8%	4,631	N/A
	8 Buhler Industries Inc.	45.9%	116,700	7,298
	9 Vansco Electronics Ltd.	39.0%	57,482	956
	10 New Flyer Industries Limited	36.9%	734,099	N/A