

PROFESSIONAL, SCIENTIFIC, & TECHNICAL SERVICES

DEFINITION: Primarily engaged in activity in which human capital is the major input: legal services; accounting, tax preparation, bookkeeping and payroll services; architectural, engineering and related services; specialized design services; computer systems design and related services; management, scientific and technical consulting services; scientific research and development services; and advertising, public relations, and related services.

VISION: Professional, Scientific, and Technical Services (PSTS) continue to be in high demand in the province of Alberta, as growing industry-based businesses require support for their ongoing operations. The energy and manufacturing industries, like many others, are becoming increasingly high-tech. They will need the specialized services of engineering companies, testing laboratories, and computer programming. Jobs in the information and computer technology sector alone are expected to increase by 16,700 by 2021.

ECONOMIC PROFILE

Federal Context

- ▶ 96.1 billion contribution to Canada's GDP in 2017 (5.2% of total GDP).

Provincial Context

- ▶ 4th largest output contributor to total PSTS GDP in Canada at \$14.1 billion in 2017.
- ▶ 12% of total PSTS workforce in Canada.
- ▶ 7.3% of Alberta's employed workforce.
- ▶ 4.9% of Alberta's GDP.

29.7%
self-employed



**OKOTOKS'
PSTS
WORKFORCE**

Local Context

Okotoks has a PSTS base that reflects what's seen in the Calgary Region and Alberta. In 2016 (*Census Canada*), PSTS was the 5th largest sector presence in Okotoks by industry workforce, with an average sector growth rate (2006-2016) compared to other Okotoks industry sectors.

- ▶ 29.7% of Okotoks' PSTS workforce is self-employed (AB – 25.4%, CA – 26.2%).
- ▶ 27.2% of Okotoks' PSTS workforce works from home – the highest percentage of home-based workers and businesses of all sectors in Okotoks.
- ▶ Statistics show that much of the PSTS workforce in Okotoks is entrepreneurial, with potential to grow their businesses within the community.

OKOTOKS ADVANTAGE

Talent, creator, and entrepreneur choice to locate in Okotoks based on lifestyle advantage, with access to a dynamic Calgary region. Okotoks is proud to offer access to some of the most sought after amenities in the Province and Country, including:

- Leading per capita recreation amenities
- 85 km of pathways
- Award-winning environmental sustainability
- A high-performance school track record,
- A resident base that reported 98% satisfaction with their quality of life.
- Gigabit fibre to every home and business (TELUS).

WORTH KNOWING

Did you know that every home and business in Okotoks is connected to Fibre Optic Internet, providing speeds in excess of 300 mb/s.

Okotoks has Co-Work Options Available

Co-working spaces offer more flexible space that can help a business thrive and grow – particularly for start-up entrepreneurs, freelancers, small business owners, and remote digital workers.

- Foothills Business Incubator (Highwood Community Futures) – downtown location offering 5 fully-furnished, private business offices available with short-term, flexible use terms while businesses are starting up or expanding. Includes boardroom and free wifi. <http://highwood.albertacf.com/business-programs>.
- Okotoks Co-Work – a grassroots pilot focused on increasing the number of co-working business relationships <https://www.facebook.com/groups/2326696920789808/>.
- HustleCo – planning a new co-work and event space in Okotoks. <https://hustleco.space/coworking-in-okotoks/>

INVESTMENT OPPORTUNITIES

– PROPOSED BUSINESS TYPE

Okotoks is actively seeking entrepreneurs and investment in the following professional, scientific and technical service business types:

VETERINARY SERVICES & ANIMAL RESEARCH/CONSULTING SERVICE

- › Strong Okotoks industry cluster with comparative workforce and business presence
- › Strength with expertise in serving health of large animals and live-stock serving smaller towns and agriculture-oriented rural areas.
- › Large clientele base in niche animal services such as farm animal research and consulting.

ARCHITECTURE, ENGINEERING, & RELATED SERVICES (E.G. PLANNING)

- › Diversification beyond energy into environmental and computer engineering, surveying and mapping of agriculture, testing laboratories for agriculture and food, etc. aligned with other sector presence and expansion in Okotoks.

MAJOR EMPLOYERS OKOTOKS

- 51 Feedlot Health Services Management
- 25 Crystalridge Accountants Group
- 17 Okotoks Animal Clinic
- 15 Thompson Darrach Chartered Accountants
- 10 Foothills Animal Hospital
- 8 Geodesy Remote Sensing
- 7 Integrated Traceability Solutions (computer systems design)
- 7 Computer Aid Profession Services (computer systems design)
- 6 Pixel Tribe (specialized design services)
- 6 Atirfarm Help Centre
- 6 POSAL System (computer systems design)
- 6 Big Rock Animal Clinic
- 6 Fea, Brian H Professional Corporation (accounting)

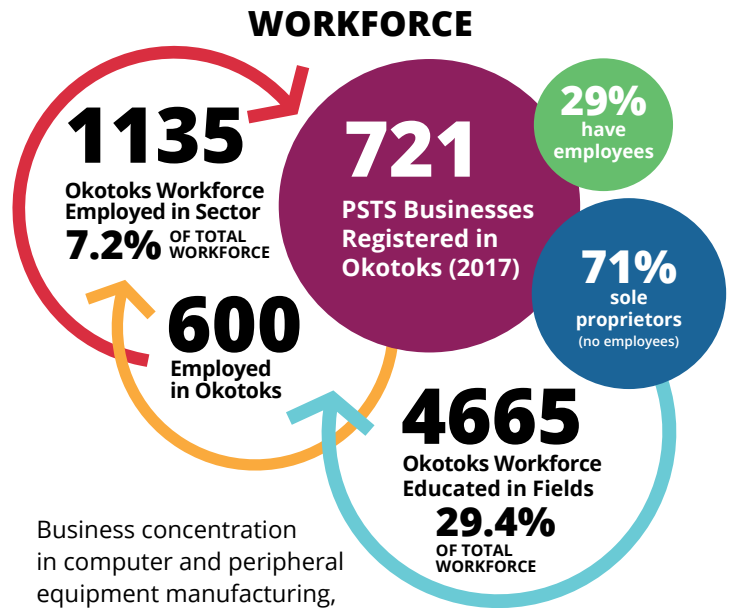
Src: Hoovers, 2018

REGIONAL BUSINESSES

- 3000 WorleyParsons Canada Services (architectural, engineering & related)
- 2500 Bantrel (architectural, engineering and related)
- 1900 Fluor Canada (architectural, engineering and related)
- 1600 CP Energy Marketing (architectural, engineering and related)
- 1200 SNC-Lavalin (architectural, engineering & related)
- 1000 Wood Canada (architectural, engineering & related)
- 800 Tervita (management, scientific and technical consulting)
- 800 Jacobs Canada International (architectural, engineering & related)
- 600 IMV Projects (management, scientific & technical consulting)
- 550 Golder Associates (management, scientific & technical consulting)
- 500 MNP LLP (accounting, tax prep, bookkeeping, payroll)
- 500 Deloitte LLP (accounting, tax prep, bookkeeping, payroll)
- 500 Long View Systems (computer systems design & related)
- 500 General Dynamics Land Systems (computer systems design & related)
- 500 Omnilogic Systems (computer systems design and related)
- 500 Replicon (computer systems design and related)

SECTOR AT A GLANCE

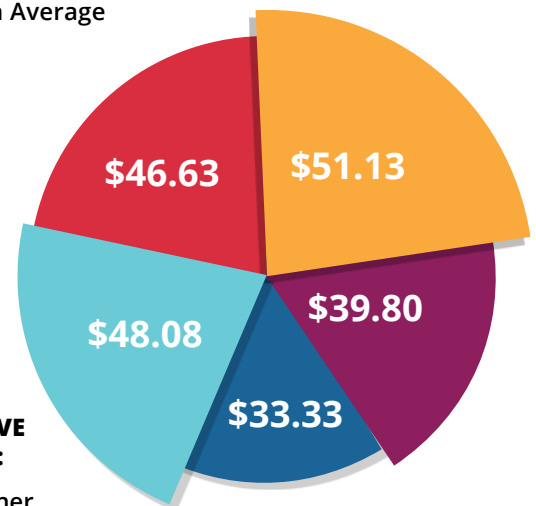
Roughly 1/3 of the Okotoks workforce is educated in the PSTS fields. In addition, almost 50% of businesses registered in the Town of Okotoks fall within this field.



Business concentration in computer and peripheral equipment manufacturing, sound recording industries, and radio and television broadcasting.

WAGES

- \$36.65 Calgary Average *Economic Region*
- \$36.94 Alberta Average
- \$32.11 Canadian Average



REPRESENTATIVE OCCUPATIONS:

- Urban Planner
- Electrical Engineer
- Software Engineer
- HR Professional
- Advertising, Marketing, Public Relations

Source: Economic and Social Development Canada, Wage Report, Sept 2017

