



# Joel Teal, President Dundee Developments

## Finalist for the Viterra Award for Business Leader of the Year

Joel Teal has been President of Dundee Developments, the successor of Preston Developments since 1996. He has been responsible for the expansion of the company through acquisitions from the base in Saskatoon to Regina, Calgary and Edmonton.

Dundee has two business lines, residential land development and single family home building. In the land business Dundee develops and sells building sites to other homebuilders and commercial developers.

When selling land to competing homebuilders Dundee has developed policies to ensure fair access and pricing with the goal of establishing and maintaining long term customer loyalty. Building respectful business relationships with its many sub trades, suppliers and contractors and having a sound financial management structure have been keys to success.

Teal was a Saskatchewan Chamber of Commerce director for three years and a director for the Saskatoon Regional Economic Development Authority for three years. He was a recipient of the Saskatchewan Centennial Medal for Volunteerism and recipient of the Home Builder Member of the Year award from the Canadian Home Builders Association.

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*The 26th annual ABEX Awards Dinner will be hosted by the Saskatchewan Chamber of Commerce on October 24, 2009. Visit [www.saskchamber.com](http://www.saskchamber.com) or call 306-352-2671 for more information.*

