



October 2009 GVCA NEWS

The Secret Source of Project Leads: Here's the Scoop



2010 is here in less than 90 days.

For many of you, this means you are busy forecasting expected business growth relative to your capacity, equipment purchases/replacements, manpower requirements, training needs and developing a budget.

The luxury of time to plan for products and services is a rarity. We have to actively ferret out every lead and make sweeping assumptions, **often feeling we do not have enough good information to make good decisions.**

Often as subs and suppliers we have no idea of what projects are being planned ahead of time. Some challenges include:

- We find out about projects just before closing time.
- Bidding periods are becoming shorter and shorter.
- Multiple closings in the same week (and sometimes the same day).
- Unrealistic schedules are being demanded.
- RFPs are onerous and incur excessive costs.
- Overcoming the fear that we won't have any work ahead to cover the winter months.
- Our problem solving always seems to be in the reactive mode.

But it doesn't have to be that way.

There is a way to **plan for the future**. To get that lead-time we all crave. **GVCA members have access to the industry-leading CRYSTAL BALL REPORT.**

Only here will you find listings of proposed projects to help you plan for the next year.

It works this way: GVCA staff search web sites, scan publications and interview the design community. And of course, we have our own confidential sources that help us gather information on future projects to help you make better business planning decisions. Then we prepare a report based on these findings.

The Crystal Ball Reports include information on:

- Issuing authority
- Project Size
- Budget

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Join Our Mailing List!

Bright Spots

Eugene George

*The Other
Mr. Hockey*

On September 26, 2009, Eugene George, founder of GA Masonry, was honoured for his immense contribution to Junior "A" hockey.

Eugene founded the Kitchener Junior "A" Rangers in 1963-64.

Congratulations Eugene. Your foresight, dedication and commitment to the Rangers has allowed us to enjoy top-notch hockey in our community.

Go Rangers Go!



Construction Day at Queen's Park Tuesday Oct. 6

GVCA along with construction associations across Ontario are sponsoring the first ever Construction Day at Queens Park on October 6.

This event will elevate the profile of the construction industry at Queens Park as well as strengthen existing relationships while developing new ones among senior political leaders, decision makers and leaders in government.

Of course, we will use this advocacy opportunity to advance industry positions on priority issues and to get them onto the agenda of the government.

- **Expected construction starts and end dates**
- **Project details**
- **Design phase and project development.**

We keep current on these leads and update the report on a regular basis. Visit [GVCA website](#), under **Bidding Opportunities** for the Crystal Ball Report section.

This is a member-only service. If you are unable to access this report, contact crystalball@gvca.org

Sincerely,

Martha George, P.G.S.C.
President, GVCA
Email: mgeorge@gvca.org

UPCOMING EVENTS

OCTOBER

October 9 Gold Seal Exam

October 15 Oktoberfest at Concordia Club - [order tickets](#)

October 19-24 Gold Seal Education Courses Start

NOVEMBER

November 3 *Women in Construction* Dinner Meeting with Guest Speaker **Ginny Dybenko**, Dean, School of Business & Economics & Associate Professor (Policy) Wilfrid Laurier University ([Register now](#))

DECEMBER

December 10 - Annual GVCA Christmas Lunch

FEBRUARY

February 16 GVCA AGM, Hall of Fame and Heritage Recognitions.

GVCA'S WOMEN in CONSTRUCTION

PRESENT:

Ginny Dybenko

Dean, School of Business & Economics,
Wilfrid Laurier University

November 3, 2009

Ginny Dybenko talks about

"Leadership in Tough Times: Seize the Opportunity"

Leadership is tough at the best of times but when the economy is tanking and you can't see any light at the end of the tunnel - what then? Do we hide under a rock or do we come out swinging?

Ginny shares her tips, techniques and secrets to leadership success at every level of an organization.

When: November 3, 2009
Cocktails & antipasto at 6:00 pm
Ginny Dybenko at 6:45 pm
Dinner to follow Ms. Dybenko

Where: The Pines
115 Fountain Street South
Cambridge, Ontario

Cost: \$75 plus GST
You must pre-register for this event.

Gold Seal Courses

(all courses worth 5 Gold Seal Credits)

Sign Up Today

Construction Estimator Level 1
6 Mondays from
 October 19 to
 November 23
 6:30-9:30 pm
[Download](#)
[Registration PDF](#)

Navigating the Building Code Part 3
8 Tuesdays from
 October 20 to
 December 8
 6:00 - 9:00 pm
[Download](#)
[Registration PDF](#)

Construction Project Manager Part 2 - Planning & Scheduling
6 Tuesdays from
 October 20 to
 November 24 6:30-
 9:30 pm
[Download](#)
[Registration PDF](#)

Construction Business Communications 6
Wednesdays from
 October 21 to
 November 25 6:30-
 9:30 pm
[Download](#)
[Registration PDF](#)

Construction Blueprint Reading 101 -
3 Saturdays
 October 24 to
 November 7
 9:00 am -2:00 pm
[Download](#)
[Registration PDF](#)

CAA Bulletin
 Find out what the
Canadian Construction Association has to say this week.

[Week of September 21](#)

Industry Links

[Daily Commercial News](#)

[Canadian Construction Association](#)

[COCA](#)

2010 Building

This event is open to ALL GVCA members (men too!)
(Why not bring your daughters?)
[Download Registration PDF](#)

About Ginny Dybenko:



As one of **Canada's Top 100 Most Powerful Women**, Ginny Dybenko has more than 30 years of successful corporate experience including the creation of innovative technological solutions for critical business problems and helping to drive innovation within an industry adapting to a

competitive environment.

Prior to accepting the role of **Dean of Business at WLU**, Ginny was president and CEO of Bell Advanced Communications. Her accomplishments included the creation of Canada's Information Highway, CA*net; the formation of a Professional Services business unit within Bell Canada and the pioneering of Bell's first successful Electronic Commerce service offering. Subsequently, as head of Marketing for a high tech start-up, Ginny was responsible for expanding the reach and influence of a uniquely successful firm operating around the world.

Ginny is deeply entrenched in our community. She is a member of The Greater Kitchener Waterloo Chamber of Commerce Board of Directors, the Waterloo North Hydro Board, Waterloo Economic Development Committee, and the Canadian Federation of Business School Deans Board. Ginny is also President and Founder of the Waterloo Chapter of the International Women's Forum.

Oktoberfest Tickets:

October 15 at Concordia Club

Tickets are selling quickly for this bash. Last year up to 500 GVCA members and their friends reveled in the fun of this amazing event by attending Oktoberfest's Corporate Night at the Concordia Club. **GVCA has reserved seats for all of you.** (You can wander throughout the tent, but at least you will have a spot to come back to.)

[Download your Ticket Order Form here.](#)

When: Thursday October 15

Where: Concordia Club, 429 Ottawa Street South, Kitchener

Time: Doors open at 6:00 pm

Cost: \$13.00 per ticket

- Tickets are available for our non member friends as well.
- Contact GVCA to purchase your tickets. **We require payment upon pick up.** (Apparently, last year a few members forgot they attended the event and forgot to settle up their bill!)

WSIB Re-employment Regulations: [view the presentation](#)

On September 15, construction employers will become subject to significant WSIB penalties if they breach the new construction re-employment regulations.

At the last Safety Group meeting, we had a [presentation](#)



Excellence Awards

Save the date:
Friday April 23, 2010

This is a celebration of excellence by our members for projects that have been substantially completed between January 1, 2008 and Dec 31, 2009.

Check out the GVCA website in October for nomination and sponsorship information.

Bricklayer Competition Who is the Fastest?

The Fastest Trowel competition for 2009 will take place at the Conestoga College Masonry Training Centre, Waterloo Campus on Thursday, November 5, 2009.

Seven teams (mason plus labourer) will compete for the chance to represent Canada at the US National Competition in Las Vegas in February 2010.

The winning team's travel expenses are paid by Spec Mix. If you would like to sponsor this event please email dgarbutt@forwell.net

Come see the competition on November 5!

by the author of the program. **There are serious penalties for not following the program.**

So what can you do to prepare? Contact your WSIB account manager now and get dialogue going on what they are requiring you to do. I know it is in the presentation, but you need to have a relationship with a decision maker when you run into this situation.

The re-employment legislation requires you to hire back the injured worker, *no matter what*. Complications arise such as the employee who may have worked for you for one day and has become injured and is now off work. If you have subsequently laid off other employees in the meantime, it is the injured worker who you have to call back first. You need to have clarity around what your obligations and rights are.

Becoming familiar with this legislation and your obligation before you are in this situation can save your firm a lot of money, time and grief.

PACE YOURSELF: A Day of Information for Buyers of Construction Services

It's a tsunami of cash. The Government Stimulus Funding for construction services is flooding the province. While money to spend on construction is always a good thing, it also comes with a unique set of challenges. Buyers of construction services, swamped in cash and government-mandated deadlines, are making an inordinate number of decisions based on some less than complete guidelines. **Buyers of construction services are seeking clarity in order to make the best decisions.**

The GVCA, in its role to provide knowledge and information resources to buyers of construction, consultants and design professionals, has created **PACE Yourself**, a half-day information seminar (**October 29**) that features a panel of industry experts that will help to make sense of how to successfully manage this flow of government stimulus cash.

- A panel discussion led by a professional facilitator will address issues such as identifying the best procurement process as well as the contractor's selection process. Legal experts will identify the risks and work through language used in contracts.
- GVCA will promote the use of unaltered CCA and CCDC documents, address what we feel are onerous clauses in contracts, and identify time lines through the pre-tender, tender, and post-tender periods that will lead to successful outcomes for everyone in the industry.
- Our industry has a huge ability to provide outsourcing services for these buyers, which will assist them in managing their capacity. Many of these projects have strict deadlines that create challenges for everyone in the industry. We have resources available that buyers of construction services are encourage to make use of.

If you have something to say...

The GVCA members have noticed that there are short turn-around times from the moment the stimulus project is announced to the prequalification deadline to the tender closing. Factor in multiple closings on the same day or within the same week and schedules that are unrealistic all contribute to the complication of the project. In some cases, second-party prequalification companies are being hired, which becomes another cost to you.

If you have concerns about this process, I encourage you to take a moment and email me so that they can be addressed at this session. mgeorge@gvca.org

Has your business hurt from incidents of theft, fire or vandalism?

FrequencyWare of Waterloo, also a GVCA member, specializes in new technologies to help businesses protect their valuable assets.

FrequencyWare offers a monitored, portable wireless security

GVCA Open House Event a Big Hit!

system especially designed to protect construction sites and remote locations. A success in the USA, it is now available in Canada. You can check them out at frequencyware.com

Special 15% discounts have been arranged for all members of the GVCA.

**Become
a GVCA
Member**

Join now
and save!

Thank you to everyone who came out to Dan Gueguen's Chair of the Board "Hot Wheels" Event.

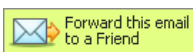
Great Weather. Great Music. Great People. GREAT CARS!

See [photos](#) of the Muscle and Classic Cars our GVCA Members proudly showed at this annual event.

Member News

Look Who Joined the GVCA

- Stucco Pro - 598013 Ontario Ltd.
- The Durrer Group Inc. o/a Durrer Floor Coverings
- Henry Company
- Mora Masonry Ltd.
- Wrock Inc.
- Loftin Enterprises Ltd.
- PCR Contractors Inc.
- Innovative Drywall Interiors Inc.
- DIG Demolition Ltd.
- Expert Painting Inc.
- Conestoga College
- Martins-White Electrical Contractors Ltd.
- The Green Energy Group
- Can-Save
- FrequencyWare Inc.
- Bullet Trade Services
- Millennium Painting
- Daro Flooring Constructions Inc.



**Grand Valley Construction Association
25 Sheldon Drive, Cambridge, Ontario
N1R 6R8**

[website: gvca.org](http://website:gvca.org)

Phone: 519-622-4822

Fax: 519-621-3289

GVCA Contacts

- [Martha George](#), P GSC -President (ext. 23)
- [Barb Flagel](#), Administration and Membership Services(ext. 24)
- [Michael Murray](#), Plansroom Manager (ext. 22)
- [Rob Agley](#), Plansroom Coordinator (ext. 21)

**EXTRA
GVCA
MEMBER
DIRECTORY
ONLY \$10**

your GVCA Members Directory should have arrived in the mail. **Pick up a copy for each of your vehicles and departments. Additional copies are available for purchase: Member price \$10 per directory; non-member \$50 per directory.**

[Order yours today](#)

This directory was carefully designed with a pocket in the back to hold updated information. GVCA will issue a list of new members and any changes or corrections to your listing on a quarterly basis and mail them to you. You can always check out our membership listings via the GVCA website. **We encourage MEMBER TO MEMBER business! That keeps us all busy!**