



Grand Valley Construction Association

**GVCA
Industry News
February 2009**

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Changing Times Calls for Attention to Detail

In these unsettled times one of the things that will help businesses overcome significant challenges is their ability to pay attention to the small stuff. It's the "details" of business, so often overlooked in boom times that can sink a business in stormy waters. This attention to detail often makes the difference between profit and loss, between a legal problem and smooth sailing. Now is the time to make sure nothing gets taken for granted or skipped over.

General Contractors

- Reading the specs so that you completely understand your scope and responsibility
- Read your contract. Every word. Is it an unaltered CCA or CCDC Contract? Ask if the document has been altered.
- Refer to the CCA and CCDC Guides to how to properly use these documents



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Calendar of Events

February 17

**Annual General Meeting,
Heritage Tributes (25 years
or more) and Hall of Fame
Inductee**

[Download Ticket Request
Form pdf](#)

February 18

**Ski Day Osler
Park
Bus is sold out.
But**

- Get confirmation from the owners that the finances for the project are in place.
- Ask for the name of the financial institution lending the money.

Suppliers:

- Pay attention to your customers! Price cutting is the norm right now.
- Service, service, service should be your mantra.
- Visit your customers on a regular basis. If you provide excellent service at a good price, there is no reason for your customer to leave you.

Trade contractors:

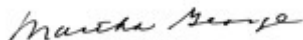
- Trade contractors - use the Trade Contractors Guide and Checklist - CCA Guide 2000 (Available for purchase at the GVCA.)
- Get a copy of the Layman's Guide to the Construction Liens
- Read the CCA Banking Guide for the Canadian Construction Industry
- Give your accountant the CCA Construction Accounting Best Practices guide on Revenue Recognition.
- Get change orders/extra work orders signed in advance
- Watch your receivables - collect quickly/ pay slowly.
- Be honest with your suppliers, with your Bank, and your bonding company. If you anticipate a problem, let them know before someone else does. This is a time for pulling together.
- Also, give your suppliers your loyalty. Times are just as tough for them and if you remain loyal to them in the bad times, when the good times roll around again, you will be remembered.

Most importantly KNOW YOUR COSTS. We all buy jobs from time to time to keep the cash flowing and the men employed, but know your costs so that if you decide to take one cheap, you will know the impact.

Now is not the time for crazy bidding. It will only backfire.

Stick to your ethics, maintain your standards of doing business and keep a tight grip on your business. It will pay off.

Sincerely,



Martha George, P.GSC
President, GVCA

If you would like to attend, you are welcome to drive there, and join the group. Must pre register Feb 13, 2009 email staff@gvca.org

Feb 24

Open Shop Benefit Plan info session

Time: 9 am

Where: GVCA office

To register, email Staff@gvca.org

Feb 25

How to Survive and Economic Downturn

Time: 8 am

Where: GVCA Office

To register, email Staff@gvca.org

March 3

WSIB SCIP Info Session

Time: 10 am

Register for this info

session by emailing Safety@gvca.org

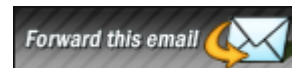
March 9-14

CCA Conference Arizona

April 17

Building Excellence Forum

8 am - 1 pm



**One Night
Three Events
Be There**

February 17

The Crystal Ball Pre Bid Report Better than a Groundhog

In a country where we predict the length of winter by whether or not a groundhog sees its shadow, there can be nothing but relief when you can really put your faith into some forward-looking information. The GVCA Crystal Ball Pre Bid Report is the construction industry's leading edge information report.

This report is aptly named: It is looking into a crystal ball to see what the future has in store for us. The GVCA launched the Crystal Ball Report in December because we wanted to know first hand what is being talked about, or in the planning stages of construction.

Leaders lead, and if you are in the construction industry for any length of time, you don't sit on your hands and wait, you go after it. Instead of waiting for the media to tell us the bad news, we look for opportunities and many GVCA members reveal they are really busy, and have enough work to last them for the next 6 months to a year. That is good news.

Crystal Ball reporting is not a guessing game -- it is real, and based on hard facts on projects that are being talked about. The projects we report on could be in conceptual stage, consultation stage or the design phase. All leads are updated regularly so that you are informed.

Feedback from our members has been very positive. The Crystal Ball report is providing industry "intel" at a time it is most needed.

To download your copy of the Crystal Ball Report, visit our [GVCA website](#) and use your member login information.



Education Seminars

How to Survive During the Economic Downturn

Due to popular demand, we are repeating this seminar! Our facilitator, Mike Froncak of Fronchak

Annual General Meeting

plus



Announcing the **2009 Hall of Fame Award** recipient is

Louis Reitzel,
Reitzel Heating & Air
Conditioning.

plus



We're celebrating businesses who have been established since for 25 years or more.

When: Feb 17, 2009
Where: Holiday Inn, Fairway Road, Kitchener
Time:
AGM: 5:30pm
Cocktails: 6:00 pm
Dinner & Reception: 6:45 pm
Tickets: \$55 per person (plus GST)

Please register by Feb 10 to ensure your seat.

[Download Ticket Form](#)

Get 5% WSIB rebate with SCIP

Are you right for the **Safe Communities Incentive Program?** This program is ideal for firms with **WSIB premiums of \$90,000 or less a year**, and those who have not previously participated in a Safety

Corporate Development, will provide tips and strategies on getting through this recession. At the previous session many excellent ideas were exchanged by participants. Come share your strategies and learn from Mike and others.

When: February 25, 2009

Time: 8 am

Where: GVCA office 25 Sheldon Ave

Cost: GVCA Members FREE, Non-members \$50.00

Pre registration is required email_education@gvca.org

Bring your lunch!

GOLD SEAL CERTIFIED COURSES

No better time than now to register for these courses. Courses will be run beginning in March, and then again in October. Register now. Next Gold Seal Exam is scheduled for October. Each of these courses will earn you 5 Gold Seal Credit.

- Estimator
- Project Manager
- Site super
- Blueprint reading

Merit contracting courses

- Site Superintendent
- Safety training schedule

Check the [GVCA website](#) for updates.

Open Shop Medical Dental Plan Info Session "Another way to be a better employer"

Introducing a Medical and Dental Plan uniquely designed for the construction industry - you only need as few as 3 employees to take advantage of the plan!

This is an Hour Bank plan and is fully portable between GVCA member companies and allows coverage during off-season or lay-off periods.

Fully featured - it's got everything you want and need in a medical/dental benefits plan.

Eligibility for the Hour Bank benefit plan is determined by the

Group.

Upon successful completion of the program, you will receive a 5% rebate on your total premium - guaranteed.

Information session

When:

March 3, 10 am

Where: The GVCA

office. [Pre registration is required email safety@gvca.org.](#)

Save the Date:

April 17

8 a.m. to 1 p.m.

Building
Excellence
Construction
Forum

On April 17 the GVCA's bi-annual Building Excellence Spring Construction Forum will be taking place at the new Masonry Training Centre in Waterloo (Part of Conestoga College Campus.) Featured topics include:

1. **BIM Building Information Modeling**
2. **Being a Better Boss: Bridging the Generation Gap at Work**
3. **Fraud - The Dark Side of Business**
4. **LEED Bids - How Much To Add To Your LEED Project Bid.**

number of hours flowing through an employee's "hour bank account". The account acts like a bank account except hours, instead of dollars, are recorded.

An employee becomes eligible to receive benefits on the first day of the second month following the accumulation of 300 hours in his or her bank account. (You can stockpile hours in the summer to make up for slower winter periods.)

Economical and competitive - this is the only plan of its type available to the construction industry!

Info Session: February 24, 2009

Time: 9 am

Where: GVCA office, 25 Sheldon Ave, Cambridge

Bright Spots in February

- GVCA member company *Conestoga-Rovers & Associates* located in Waterloo is on the list of Canada's 50 Best Managed Companies. Congratulations!
- GVCA member-company *Aecon Group* says it will pay \$220 million to acquire Edmonton-based construction company *Lockerbie & Hole*. *Aecon* employees several hundred people at its Central Canada industrial and Innovative Steam Technologies divisions in Cambridge. The deal is expected to close in April. *Lockerbie* was founded in 1898 and is one of the largest mechanical construction contractors in Canada.
- GVCA member, *Jim Palmer of Palmer Roofing* is the incoming President of the OIRCA - Ontario Industrial Roofing Contractors Association



Participants choose 2 from the above 4 sessions. Bring your staff so you can learn from ALL four sessions.

More information will be emailed to you.

Bonus: Gourmet Lunch prepared and served by the renowned Food Services and Hospitality class at Conestoga!

Industry Links

[Daily Commercial News](#)

[Canadian Construction Association](#)

[COCA](#)

Free Guides from CCA: Accounting and Banking

Revenue recognition is always a challenge. Is the project complete or WIP, OR whatever is convenient in reporting revenue. **Now take advantage of the free guides developed by CCA including:**

- **Construction Accounting Best Practices guide on Revenue Recognition.** Your accountant will probably appreciate the information. [Download PDF of Accounting Guide.](#)
- If you have to renegotiate with the bank, the **Banking Guide for the Canadian Construction**

GVCA

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www.gvca.org

Industry is an excellent document that is very helpful for both you and the bank. [Download PDF of Banking Guide.](#)

Note

Finance Canada has released the automobile deduction limits and expense benefit rates for business for 2009. There are no changes from the limits and rates prescribed for 2008.

See

<http://www.fin.gc.ca/n08/08-114-eng.asp>

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