



Grand Valley Construction Association

**GVCA
Industry News
January 2009**

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**"Accept the challenges so that you may
feel the exhilaration of victory."**

General George S. Patton

While I have always been a proud Canadian and believe the Grand Valley area is the best place in Canada to live and do business, I have never been more grateful to be living here than I have been these last couple of months. As the gloom of a global recession descends, there are but a few bright spots that will weather the storm and we live in one of them. The conservative nature of our financial regulations that made some business people crazy in the boom times was also fiscally responsible enough to reject much of the convoluted financial products and greed mongers that sunk the US economy. The strength of our own industries namely high tech and insurance form the backbone of our local economy. Our post secondary institutions are world class and will continue to draw an influx of new residents. Even the battered automotive industry has the shining example of Toyota in Cambridge and Woodstock.



Forward this issue

**Become a [GVCA](#)
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Resource](#)

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Calendar of Events

January 7

**Women in Construction
Banking Seminar**

January 21

**Annual Bus Trip to the Cobra
Center for the Detroit Auto
Show.**

[Download registration pdf.](#)

January 31

**WSIB SCIP Info Session
Firms with WSIB premiums
of less than 90K are eligible
to participate in this 6
week program. Earn a 5%**

We are indeed lucky to be living where we are.

Without a doubt there will be challenges, but as Patton famously said, it is these challenges that when overcome will leave the exhilaration of victory.

The GVCA's mission in 2009 is to help our members overcome these challenges. Our goal for this year is to bring you the tools you need to succeed in a recession. How to do more with less. And take advantage of the opportunities that will arise.

Yes, there will be opportunities. You will have to be able to recognize them. Read the story below "That's the sound of opportunity knocking" and you will see what I mean.

Sincerely,
[Martha George](#), P.GSC
 President, GVCA

SHHH....THAT'S THE SOUND OF OPPORTUNITY KNOCKING.

The days of the low hanging fruit may be over (for now) but there are still plenty of ways to make money. You just have to be able to hear the sound of opportunity knocking. And most often it is doesn't sound the way you think it should.

For example, currently millions of square feet of industrial space have flooded the market - about 4-5 year supply. Prices for industrial properties have fallen by 50% . Sounds like bad news, but for some they heard opportunity knocking. There have been a lot of mega deals closing and properties are being scooped up. When these are rented, they will need renovations. New roof, new interior walls, heating systems, wiring, etc. That's the sound of opportunity knocking for our industry.

Changing Demographics is a Good Thing

With our demographics changing, there is no need to build elementary schools in the area - but the universities and colleges are expanding like crazy. With a \$50 million donation from high tech business leader Jim Balsille to UW, Wilfrid Laurier University and the Centre for International Governance and Innovation, a full \$33 million of the donation will go towards creating the Balsillie School of International Affairs in Waterloo. Some one has to build it. UW and WLU will pitch in another \$25 million each towards the school over the next ten years. Again, we will be there.

The University of Waterloo and the University of Guelph are in the midst of a number of construction projects. The School of Pharmacy has already attracted biomedical business to the area. Conestoga College has announced the building of a new

rebate - guaranteed.
Register for this info session by emailing
Safety@gvca.org

February 17

AGM, Heritage Tributes (25 years or more) and Hall of Fame Inductee
[Registration Form pdf](#)

March 9-14

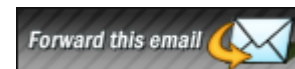
CCA Conference Arizona

March 25

Safety Awards Banquet
[Registration pdf.](#)

April 17

Building Excellence Forum



Industry Links

[Daily Commercial News](#)

[Canadian Construction Association](#)

[COCA](#)

Detroit Auto Show
January 21



Annual bus trip to the Auto Show in Detroit - January 21, 2009.

Only a few seats left.
 \$50.00 includes bus trip and admission. [Registration form available here.](#)

Calling for Nominations and Tributes

Business Heritage Tributes
AON

At the [annual general meeting \(AGM\)](#), on February 17th

campus across the 401 from their existing school.

With less demand for four-bedroom McMansions, "retirement-friendly" residences and facilities are needing to be built. Someone has to build them. And that someone is us.

More Skilled Tradespeople

Remember when we had trouble finding a live body, let alone a skilled tradesmen? Well, with the slower pace, there will be more opportunity to find good people. Plus underemployed young men and women will choose to return to school to upgrade their skills thanks to government funding programs. So when things get better, these young people will have the skills our industry needs.

During the frenetic times, many of our members were so busy that they let a lot of internal processes and systems slide, they just had no time. Now, with the need to cut costs business owners also have the time to improve efficiencies, focus on the business drivers and pay attention to the sales process. It may be a hard way to learn to do business better, but this opportunity to improve will make your company stronger.

While there may be a few sleepless nights, there will also be more nights where you are home before the kids go to bed and get to spend some time with them. Instead of luxury trip to Mexico, you and your sweetie will choose to stay home and spend your money in our local economy. And maybe, just maybe you will wake up each day listening for the quiet sound of opportunity knocking.

Bright Spots

Welcome to our new column "Bright Spots".

This is where we report "things" that are happening in our industry that are bright spots, which can be anything from new projects , updates to ongoing projects and new ideas that are making a positive difference. If you are working on a project - big or small - or found something that is helping you be a better business person, or have an update on a prpjct, please share it with us. Send your Bright Spot to Martha George.

Bright Spots for January

- Big name tenants are filling the Sportsworld Crossing.
- Deer Ridge Centre is almost occupied
- The Wal-Mart in Woolwich Township and the Ira Needles commercial centre show the confidence of

(Kitchener Holiday Inn) the GVCA will be **honoring companies who have been in business for 25 years or more** as well as the newest Hall of Fame Inductee.

If you have been in business for 25 or more years, and have not previously been recognized, please contact staff@gvca.org prior to January 31.

If you have know of someone who should be considered for the **Hall of Fame Award**, download the [nomination form](#) today.

Nominations due January 31, 2009



Save the Date:
Building
Excellence
Spring
Construction
Forum April 17

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. Featured topics include:

- investors in our area.
- There is a 400,000-square-foot retail development proposed for the former Lafarge Canada site near the Hanlon Expressway.
 - The Go train park and ride terminal could become a reality if the commuter rail service is expanded west.

The Crystal Ball Pre Bid Report A new service from GVCA

Don't you wish you had a crystal ball to predict what was coming up in our industry? Well, you do now.

The GVCA is launching the Crystal Ball Pre Bid Report that provides insight and information on proposed future projects.

How can we see into the future? Well, we will use all our resources and contacts (and we have many) to acquire this invaluable information.

ALL LEADS WILL BE VERIFIED WITH A PRIMARY SOURCE BEFORE BEING RELEASED IN THE CRYSTAL BALL REPORT. A SOURCE IS NEVER REVEALED - IT'S ANONYMOUS.

The GVCA will report on all phases of construction project in our geographic region, regardless of the funding source (private and public) including open, invited and negotiated and regardless of the proposed delivery method

- P 3
- Construction Management
- Project Management
- Design Build
- Negotiated
- Fast-tracked
- Bid Spec
- Stipulated price

The bid phase project information is reported with the plans on display, with or without plans and specs.

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

More information will be forthcoming as we firm up the speakers and the seminar summaries!

Safety Awards Banquet

We're celebrating the Safest of the Safe with our **Safety Awards Banquet** on March 25, 2009. Please email us with your WSIB Firm number so that CSAO and WSIB can confirm the number of no lost time hours worked by your firm.

The Safety Awards Banquet is the IDEAL opportunity to recognize the safety efforts of your Site Supers! Show'em you care that they care about safety!

Submit your Safety Info by January 31, 2009. to Safety@gvca.org

Free Guides from CCA: Accounting and



GVCA will track all projects for our 610 member companies who are either contractors, subs, manufacturers, suppliers and allied service providers who work in the ICI sector of construction.

The Crystal Ball Pre Bid Report is a member only service. To access this information through our website, log on to www.gvca.org bidding opportunities. There you will find a summary under plans on display.

In the meantime, GVCA is pleased to report that building activity planned for our area is upwards of **\$950 million**. Projects planned include retirement homes, assisted living facilities, medical facilities, schools and retail centres. The future looks good!

Education Seminars

How to Survive During the Economic Downturn

Due to popular demand, we are repeating this seminar!. Our facilitator, Mike Froncak of Fronchak Corporate Development, will provide tips and strategies you can incorporate into your business plan. At the previous session many excellent ideas were exchanged by participants.

When: February 5th at 12.00 noon

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 EDUCATION COURSES BEGIN FEB, 2009.

Check the [GVCA website](http://www.gvca.org) for updates.

GVCA is Approved Sponsor of the WSIB SCIP

Program: We want you!

Safe Communities Incentive Program wants you. The program would be of interest to firms with WSIB premiums of \$90,000 or less a year, and those who have not previously participated in a Safety Group. **Upon the successful completion of the program, you will receive a 5% rebate on your total premium - guaranteed.** Please join us for an information session on January 30th. 8.30 am OR 1:00 pm. Information sessions held at the GVCA office. [Pre registration is required email_safety@gvca.org](http://www.gvca.org).

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 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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