



General Contractors Association of Ottawa Newsletter

Building a Greater Ottawa

Presidents Message By: Gary Codogno, President

As the day's grow shorter it becomes our realization that another summer has gone by too fast. This seems to have been especially true this year as there appeared to be an abundance of work out for tender this past spring. From all indications, it seems that most member firms have had a sufficient work load over the past few months and the fall/winter tendering season is already upon us.

The first half of the year has been busy with numerous tendering practices issues. The City of Ottawa is continuing the use of liquidated damages and incentive/disincentive clauses, The Ottawa Hospital issued multiple public tenders with two envelope submissions and both Via Rail & BGIS continue to issue tenders with requirements for an excessive amount of information to be submitted at time of tender.

In early July we attended an OCA organized meeting with the City of Ottawa to review various aspects of their procurement process. Some of the key highlights from this meeting where.

- *The City of Ottawa is currently reviewing their data and beginning to run scenarios on how scores may affect proponent's tendered prices based on different scoring weight factors. It appears that the City could be implementing this weighted scoring system within the next year or two which may affect your tendered price.*
- *As you may or may not be aware the City of Ottawa has three standard contracts that they utilize for their procurement depending on the project size, complexity or type of project. All three of these contracts contain different wording on how change order markup's and GC's are to be processed in change orders. The OCA provided the City of Ottawa with a package of 15 front end doc's from various buyers within the Ottawa area for their review and modification of their documents. The GCAO has been requesting that the City of Ottawa standardize their markup scheme between all three contracts.*
- *The City of Ottawa noted that they will be continuing to utilize design build and CM projects more frequently over the next few years.*

President's Message Continued By: Gary Codogno, President

As fall is quickly approaching, I would like to challenge all member firms to review our Awards program information noted below and to submit your intention to submit by November 11, 2016. The Awards program is an excellent way to be recognized by your fellow peers and industry professionals for a job well done! Now is a perfect time to start arranging for your photographers to capture your projects!

Have a safe and prosperous fall.

GCAO Cocktail Party

The 2016 annual cocktail party was a great success despite the extremely inclement weather consisting of rain, freezing rain and snow. Thank you to all our members who endeavored the inclement weather to make the event a great success.

Thank you to Bradley's Commercial for once again sponsoring this popular event. We appreciate your support!

The GCAO awarded it's 2015 Integrity and Ethics Award to Dwight Brown, Vice President and District Manager of PCL Ottawa. Dwight has devoted his 30 plus year career to bettering the construction industry in Ottawa.

He has served on the OCA board for over 10 years, and served as chairman in 2009. Dwight sat on numerous labour relation boards and personally donated \$100,000.00 to the Algonquin College Center of building excellence fundraising campaign which he co-chaired.

Thank you for your years of ethical service in the industry. We are Honored to announce Dwight Brown as the General Contractors Association of Ottawa's Integrity and Ethics Award Winner!

Semi-Annual AGM – Golf Tournament

Our Semi-Annual AGM was held on June 17, 2016 at the beautiful Eagle Creek Golf course. 42 golfers attended this magnificent day of camaraderie and mid-season association update. Gary Codogno (GCAO President) provided an industry update and status of the association.

Thank you to the Association's Coordinator - Alison Hogan for organizing another successful event!



Tendering Practices

The GCAO Tendering Practices Committee continues to promote adherence to approved industry standards and fair and equitable practices in competitive tendering and contract administration. The use of liquidated damages clauses and post-qualifications continues to be used by some buyers in our industry. The City of Ottawa is now using liquidated damages in order to offset administration costs for projects that run longer than scheduled.

The City (Crestview Public Pool and Change Room Facility Tender) and The Ottawa Hospital (2016 Garage Rehabilitation Program Tender) both incorporated post-tender qualifications. Member firms brought this to the attention of the GCAO and letters were sent to the City and the hospital. These were followed up with meetings with both the City of Ottawa's, Will McDonald, and the Ottawa Hospital's new Director of Facilities and Capital Development, Jill Chitra, in which the association stressed its stance on the use of post-qualifications. In both cases we were assured that this would not be the normal procedure and that pre-qualifications will be used as much as possible when practical and required.

We encourage members to continue to bring forward any concerns over unfair tendering practices, onerous Supplementary Conditions, excessively low allowable markups on change orders and two-envelope post-qualifications.

Awards year

This year marks the GCAO's 4th bi-yearly General Contractors Association of Ottawa's award program. We are very excited to introduce a new category scheme for the 2016 bi-annual awards program. The new categories will assist in ensuring that projects will be on a more level playing field as they will be monetarily closer in value. We are hoping that additional members will take advantage of this very exciting program reflecting these positive changes that have been made. Three Awards of Excellence and one Award of Merit will be given at this memorable event! The categories are as follows:

Category A – Buildings- Architectural/Commercial/Institutional

- \$0 To \$5 Million
- \$5 to \$15 Million
- \$15 Million and over

An award selection will be made from three designated project cost categories: \$0 to \$5 million, \$5 million to \$15 million and \$15 million and over for a potential of total of 3 awards of excellence.

As well as the Don Chutter Meritorious Achievement Award. Inaugurated in 2011, this award recognizes the general contractor whose efforts most improved quality of life in Ottawa.

Please review your current portfolio & work on hand to start compiling your submission! Please visit the GCAO website & review the submission guide located in the resource section. Please ensure to submit your intent to submit by November 11, 2016 to jim@tofcon.ca



GCAO Website

Over the first part of this year the Association's website has seen regular updates provided as information becomes available for the membership such as newsletters, reports and announcements. The Association's revenue based advertising has been implemented on our website with INTACT surety being our first advertiser. The Association's site traffic has been steady throughout the first part of the year, on average we have received between 400-480 unique visits per month. If members have pictures of current or past project, please forward them to the association. We would like to continue the fresh look of our site with current and relevant content.



Please continue to visit our website at www.gcaottawa.com for current news and information

NRDP

We would like to remind all GCAO member firms of our NRDP (Non-refundable deposits program for tendering document). We would like to encourage all member firms to participate in this advantageous program.

Some of the key highlights are as follows

- To direct the cost of tender document production to appropriate party - The Owner
- To provide each bidder with a maximum of two sets of tender documents
- To ensure that the tender documents are recycled and redistributed to the successful contractor
- To convince all owners to refund bidders the deposit of their tender documents upon the return by the unsuccessful bidders.

The procedure of the program is as follows

1. the Owner/Consultant, despite being contacted by us regarding our concerns, declines to refund the deposits
2. the non-refundable charge is in excess of \$100.00 per set of documents
3. a bidder has made a request to GCAO to invoke its policy;

Please Contact our director Yves Beaudoin at y.beaudoin@gcaottawa.com to implement the program on your next eligible project.

As many of our members are now printing documents within their own firms, we would like to advise all members that these internal costs can be recouped via the NRD policy. We would like to encourage all member firms to provide the quantity of drawings and specs to the NRDP Director with a calculation per the following.

- \$1.10 Per page of 24 X 36" of Drawings
- \$0.20 per page of 11X17" of Drawings
- \$0.11 per page of 8.5" X11' of specification printing.



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MANDATES

Tendering Practices

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Integrity and Ethics Award

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Non-Refundable Deposits

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Jim Tsarouhas
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Tim Pruner

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