



General Contractors Association of Ottawa Newsletter

Building a Greater Ottawa

Presidents Message By: Gary Codogno, President

Having served on the Board for the past 4 years, I have come to realize how important the GCAO is to the Ottawa construction market and how much effort goes into ensuring that General Contractors have a strong united voice in upholding fair and equitable tendering practices. For this I sincerely thank Josh Laginski of Frecon Construction for his many years of service, Jim Tsarouhas of TOFCON Construction (our past president) and the present members of the Board of Directors for taking the time and putting in the effort needed to keep this Association in the forefront of the construction industry in Ottawa.

In the coming months we will be meeting face to face with many owners requiring construction services in the Ottawa area. These meetings provide you, our members, the ability to have questions delivered and answered directly by the people influencing the way tenders are issued, reviewed and awarded. I strongly urge our members to bring forward issues they feel need discussion, review or modification. Our Board is equally represented by large, medium and small general contracting companies ensuring that all tendering issues are given the attention and review they deserve. The earlier the issues are brought up in the tendering process the more time the Board has to deal with the issuing authorities. A strong united voice only works if members are vigilant in reporting tendering issues to the Board. We are your voice, make sure it is heard.

Recently several Board members met with BGIS concerning their onerous tender forms that has seen many contractors disqualified for incomplete or incorrectly completed tenders. BGIS confirmed that they would be reviewing their tender form and simplifying the requirements. Discussion concerning the payment term were also on the agenda. BGIS advised they are looking into reducing their 60-day payment terms as they have heard this complaint by all Associations. BGIS also agreed to follow-up meetings to discuss progress.



Presidents Message By: Gary Codogno, President (Continued)

During recent meetings with the City of Ottawa, the Board was asked to provide feedback on the VPM system implemented by them in 2015. In looking at public tender results to see which members we could approach to get feed back, I noticed that several of the successful contractors were not members of our Association. To ensure we continue to have a strong voice in the industry, I would encourage our members to forward names of contractors they are bidding against that are not part of our Association so that we can approach them to show them the value of being a member. Contractor names can be forward to Jim Tsarouhas at j.tsarouhas@gcaottawa.com. We will follow up on your leads and report back our successes.

In looking forward to the rest of the up coming year, the Board is busy planning for the always popular and well attended Cocktail Party where the GCAO Integrity and Ethics Awards is presented. We are also preparing for our members Golf Tournament and Semi-Annual General Meeting as well as next year's Annual General Meeting where the Bi-Annual Project Awards will be handed out. The Board is also looking forward to our planned meetings with the University of Ottawa, PWGSC and follow-up meetings with BGIS and the City of Ottawa.

I personally am looking forward with great enthusiasm to represent our membership and to further foster and develop the GCAO's relationships with other players in the Ottawa construction scene.

GCAO Cocktail Party

Come join your fellow Construction Leaders at the GCAO's largest & most popular event at the prestigious Rideau Club located at 99 Bank Street on March 24, 2016 at 5:30pm. There will be a special presentation of the Integrity and Ethics Award along with an address from our newly appointed President - Gary Codogno.

Please RSVP to Alison Hogan at a.hogan@gcaottawa.com



Association's Financials

We are happy to announce that our 2016 membership dues will remain unchanged from the 2015 rates. Our Association's financials are in good order and our equity should remain stable for many years to come. Please continue to keep an eye out for any non-member general contractors that you may be bidding against. Please forward any names to our Past President Jim Tsarouhas at j.tsarouhas@gcaottawa.com so that we can show them the value of being a member.





Photo Credit: Ron Devries

2016 Annual General Meeting

This year's AGM was held in late January at the Ottawa Construction Association. The evening was very well attended with over 45 guests present. The evening commenced with a report on all activities from the previous year and a speech from our incoming President, Gary Codogno. A plaque was presented to our Past President, Jim Tsarouhas, for volunteering countless hours to the GCAO to better our industry.

The evening concluded with an interesting & informative presentation from the Ottawa Senator's President, Cyril Leader. Mr. Leader touched on many aspects of his career with the Ottawa Senators from the humble beginnings when they were placing their bid to obtain the franchise to stories about the infamous playoff run to the Stanley Cup finals, He completed the presentation with an enlightening presentation on their recent Lebreton flats NCC proposal.

We would like to thank Mr. Leader for taking the time out of his busy schedule to provide us with his entertaining and illuminating presentation.



Photo Credit: Ron Devries

Josh Laginski

On behalf of the Board & all member firms we would like to thank outgoing past President, Josh Laginski for volunteering countless hours of his personal time bettering the construction industry locally and provincially. Josh is currently continuing to volunteer his time by sitting on the Board of the OGCA and is a VP at Frecon Construction.

We wish Josh the best of luck & success in all of his future endeavors.

The GCAO Boards thanks you Josh!



Gary Codogno – GCAO President

On behalf of the Board and all member firms of the General Contractors Association of Ottawa we would like to congratulate our new President, Gary Codogno of Terrix Corporation on his new appointment. With over 20 years of experience in the construction industry, from working for one of the largest General Contractors in Canada to owning his own General Contracting firm, Gary has vast experience of the Construction Industry that will benefit our Association for the year to come.

If you wish to contact Gary please e-mail him at g.codogno@gcaottawa.com

Thank you Gary and we wish you the best of luck!



New Faces – 2016 Appointed Directors

During our 2016 AGM we appointed 3 new directors to the GCAO Board. All three members have an extensive knowledge of construction and will be able to provide a different perspective on the industry. Please join us in welcoming

Eric Gaulin of Pomerleau inc. – Eric has been with Pomerleau since 2001 where he started as an estimator and has worked his way up to Division Manager and Vice President of Construction. Eric's experience in several different regions will bring issues and solutions from across Canada to the GCAO table.

Steve Smith of EllisDon – Steve currently holds the position of Vice President & Area Manager of EllisDon in Ottawa. Steve's expertise in Construction Management and Design Build finance will bring a unique quality to our Board.

Yves Beaudoin of Jumec Construction – Yves is a Co-owner of Jumec Construction. Yves' experience as an owner, estimator and project manager with a local firm brings valuable knowledge to the Board.

Thank you Eric, Steve & Yves for joining the Board and making the commitment to enhancing our Industry

Awards year

This year marks the GCAO's 4th bi-yearly General Contractors Association of Ottawa's award program. There are a total of 5 awards in 3 categories that will be awarded at this memorable event! The categories are as follows

Category A – Buildings- Architectural/Commercial/Institutional

- Up to \$15 Million
- \$15 Million and over

Category B – Industrial/Infrastructure/Civil

- Up to \$15 Million
- \$15 Million and over



An award selection will be made from two designated project cost categories: to \$15 million and \$15 million and over for a potential of total of 4 awards of excellence over both categories.

As well as the Don Chutter Meritorious Achievement Award. Inaugurated in 2011, the 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 of our website.

GCAO Website

Over the past year the Association's website has seen a minor update to our homepage. We have also seen the migration to a new web hosting provider and platform for ease of updating and creating content modifications. Our homepage has been updated with photos from the entries of the semi-annual award submissions which is a welcome update from the stock photography that was originally inserted by the website designer. The Association's homepage will see a further update over the next few months with the addition of advertising. This revenue based advertising will be available to all professional firms – i.e. Lawyers, insurance, bonding, & accounting firms. There will be three locations on our homepage for the advertising. Late last year we solicited firms with two immediately interested in proceeding. Regular updates have been provided as information becomes available for the memberships such as newsletters, reports and announcements. The Association's site traffic has been steady throughout the year. On average we receive between 500-600 unique visits per month with this number increasing to over 1000 visits per month in June & July. If members have pictures of current or past projects, 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

Please forward any professional firm contact information who may be interested in advertising on our site.

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.



GCAO BOARD MEMBERS

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MANDATES

Tendering Practices

Gary Codogno
Jim Tsarouhas
Tim Pruner

Integrity and Ethics Award

Gary Codogno

Non-Refundable Deposits

Yves Beaudoin

Treasurer

Chris Fournier

Nominating Committee

Jim Tsarouhas

Newsletters/Communication

Russell Grass

Entertainment

Eric Gaulin
Steve Smith

Membership

Jim Tsarouhas

BILDCO Ottawa Joint Committee

Jim Tsarouhas
Gary Codogno - Chair
Tim Pruner

Web Site

Russell Grass

Executive Director

Alison Hogan

Projects Awards Program

Jim Tsarouhas

OCA Standard Practices Committee Liaison

Tim Pruner

OGCA Liaison

Eric Gaulin