



# General Contractors Association of Ottawa Newsletter

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## **Inside This Edition:**

President's Note

Upcoming Events

Annual General Meeting

GCAO Cocktail Party

2018 Bi-Yearly Project Awards

Tendering Practices

Ethics & Integrity Award Nominations

GCAC Update

Board of Directors – Seeking New Board Members

Board Member's List & Mandates

# FEEDBACK





## President's Message

### **President's Note** Russell Grass Jr, GCAO President

Over the past year, our board of directors has been busy working for our membership on numerous fronts. One of our main goals for this year has been to try and add more value to our membership. By working collectively on a few fronts our board has implemented, or will be implementing, the following value-added services to our members.

Our association has joined the GCAC to lobby on our behalf to protect your rights in the pending prompt payment bills. Our association will be inviting a guest speaker to provide current information in relation to the prompt payment bills at our 2019 AGM, and in early 2019 our association will be providing all of our membership with a new membership plaque to hang proudly in their offices. Our association will also be providing annual seals of membership to add to your plaques moving forward.

Our tendering practices committee has been fairly quiet over the past few months. In October our board met with the City of Ottawa regarding their VPM program. At the time of the meeting it was noted by the City of Ottawa that they are now applying VPM scores to submitted tenders. The City of Ottawa will be posting "Adjusted tender results" to their unofficial tender results web page up to 48 hours after closing for your review. Please see further information in the separate attachment provided.

As 2018 comes to a close we have begun to look at our 2019 association activities and responsibilities. In 2019 our association will have two board vacancies available to any member who wishes to submit a nomination. Please visit our website at [www.gcaottawa.com/governance](http://www.gcaottawa.com/governance) to review our association's board of director's details, as well as the qualifications required.

If you wish to submit a nomination for yourself please contact myself at [rgrass@gcaottawa.com](mailto:rgrass@gcaottawa.com) or via my personal cell at 613-913-4304 and I would be happy to discuss any questions you may have about joining the association's board of directors.

The first part of 2019 will be a rather busy time for our association with membership activities. Our 2019 AGM will be hosting our bi-yearly awards program as well as a guest speaker to discuss the prompt payment bills. This event will be taking place at the Brookstreet Hotel on Thursday January 24, 2019. Our second event of 2019 will be our annual Cocktail Party taking place at the Rideau Club on Tuesday April 2, 2019. Both events are great ways to get out and meet our membership and network with your peers! We hope to see all our members out to our AGM & Cocktail party!

## UPCOMING GCAO EVENTS

### Annual General Meeting – January 24th, 2019 at 5:30 PM

**Where:** Brookstreet Hotel, 525 Legget Dr, Kanata

**When:** January 24th, 2019 at 5:30 PM

**What:** The evening will consist of a cocktail hour complete with drinks and hors d'oeuvres, a business session on the 2018 association activities, a presentation on the prompt payment legislation and the Award presentation for the of the bi-yearly awards program.



We are excited to be hosting the awards program at this year's AGM; we would like to challenge all of our members to attend this exciting event to support your fellow members!

There is no need to RSVP to this event, we hope to see you there!

### Cocktail Party – April 2<sup>nd</sup>, 2019 at 5:30 PM

**Where:** Rideau Club, 99 Bank Street

**When:** April 2nd, 2019 at 5:30 PM

**What:** The GCAO's biggest event where you get to mingle, renew connections, make new ones and be part of the Association's largest event featuring media and local leaders from Ottawa's business and municipal communities.



We will be presenting the Integrity and Ethics Award at this event and we are currently accepting nominations. Please see below for more information.



# 2018 Bi-Yearly Project Awards

This year marks the GCAO's 5th, bi-yearly, General Contractors Association of Ottawa's project award program.

This year we are very excited to announce that we will be inviting numerous news agencies as well as obtaining advertising space to honor and promote and our 2018 award winners.

If you have a project you feel should be entered or know of another member firm who may want to enter one of their projects, please visit the GCAO website to review the submission guide located at <https://gcaottawa.com/awards/>.

Project submittals are then due by 3:00 pm, Friday December 20, 2018.

The categories and awards are as follows:



## **Category A – Buildings- Architectural/Commercial/Institutional -**

An award selection will be made from three designated project cost categories:

- \$0 to \$5 million
- \$5 million to \$15 million
- Above \$15 million

## **Category B - Don Chutter Meritorious Achievement Award -**

The Don Chutter Meritorious Achievement Award will be presented to the submission that best demonstrates the contribution of General Contracting to our quality of life in Ottawa. The judging panel will consider that project which excels in all areas of the rated criteria and is also an Ottawa and Surrounding Region Project. The criteria will consider four different but related aspects of the submitting firm's role in the project:

- Project objectives, solutions, and achievements
- Technical excellence and innovation
- Level of difficulty
- Contribution to economic, social or environmental quality of life

# Tendering Practices Update

The GCAO Tendering Practices Committee continues to promote the adherence to approved industry and fair and equitable practices in competitive tendering and contract administration. Throughout the second part of 2018 we have seen a decline in membership complaints, Please remember that if you have any complaints please bring them to your boards attention. Yves Beaudoin is in charge of our tendering practices portfolio and would happy to discuss any issues that may arise. You can contact Yves Beaudoin via e-mail at [yBeaudoin@gcaottawa.com](mailto:yBeaudoin@gcaottawa.com)

The GCAO tendering practices committee met with the City of Ottawa On Wednesday November 14, 2018 for a quarterly meeting in conjunction with the OCA. Some of the updates are as follows

- VPM (Vendor Performance Management) is now being taken into account for tender result adjustments. As of October 14, 2018 their where only 5 tenders that have been put through the VPM stress test for award modifications based on price and score. The City of Ottawa's formula for award will remain at 90% price and 10% qualifications for 2019. In 2019 the City of Ottawa will consult the industry to confirm if the program will be moving to the intended 80% price 20% score for 2020. (Please see attached Power point presentation from the City)
- The City of Ottawa discussed the industries thoughts of making the IHSA's COR safety program mandatory for all projects. The City of Ottawa has no intention of implementing this program as of yet, they where looking for industry feedback. It was widely noted that other municipalities are only mandating COR for large projects. Ie. 25 Million & above. We are assuming that more conversations will be had regarding this topic in the future.
- The City of Ottawa noted that they are intending to begin to launch E-Procurement as early as late December 2018. Further information will be provided as information is provided to us.

In partnership with the OCA, the GCAO is also meeting with the CECCE in the near future to discuss posting bid results & abolishing the use of post-qualifications in tenders. This is a monumental event since the GCAO has been trying to get CECCE to change their ways for years with no real movement or interest in working with the GCAO. The GCAO will provide a update to the membership after this meeting occurs.



## Integrity & Ethics Award – Seeking Nominations

The GCAO would like to announce that the 2019 Integrity & Ethics Award is now open for nominations.

The General Contractors Association of Ottawa created its Integrity and Ethics Award to honour an individual who has demonstrated a consistently high standard of integrity and ethics in dealing with local construction industry participants. There is one award presented each year. Those nominated must have been employed in a management capacity for at least 10 years. Nominees must be known to employ a high standard of integrity and ethics in dealings with owners, design consultants, contractors, sub-contractors, suppliers and fellow employees. Nominees may be considered for the Award who are not employed by member firms of the Association – e.g. consultant, owner, subcontractor etc. Leadership positions in local, provincial or national construction associations will be considered as a positive factor. The Board of Directors may vary these criteria in special circumstances. To view the nomination form or list of mandatory criteria please visit our website under the “Resource” tab. [www.gcaottawa.com/governance](http://www.gcaottawa.com/governance)

Please forward submittals to Russell Grass, GCAO President, at [rgrass@gcaottawa.com](mailto:rgrass@gcaottawa.com) The deadline for nominations has been set for **February 1st, 2019.**

## General Contractor Alliance of Canada Update

The General Contractors Alliance of Canada issued a letter to all members on November 19, 2018 requesting to expand their mandate to respond on a national level to the Export Development Canada (EDC) in regards to their legislative review that takes place every 10 years. Our board of directors unanimously agreed to support the GCAC’s decision to expand their mandate. The GCAC drafted a letter and forwarded it to Ms. Diana Smallridge, CEO & President, International Financial Consulting Ltd. On November 22, 2018. Please see attached letters for reference.

## Board of Directors – Open Positions for 2019

The GCAO board would like to solicit individuals who would be interested in joining the GCAO board. There will be (2) vacancies available starting January 2019. Interested candidates are to forward a one-page biography stating your involvement in your respective firm, your industry experience, any volunteer or charity work involvement and reasoning for wanting to join the board. Interested candidates must also hold a prominent position in their corporations.

Directors duties are noted on our website in the Resources section.

Our Association President would be happy to discuss any questions you may have before submitting yourself as a candidate. You can contact Russell Grass at [rgrass@gcaottawa.com](mailto:rgrass@gcaottawa.com) or by phone at 613-913-4304

Candidates are to e-mail your bio noted above to the GCAO Associations President Russell Grass by Friday January 7, 2019.



[www.gcaottawa.com](http://www.gcaottawa.com)

Our new website is up and running. Send us your project pics to help populate the site with local content or better yet, send along suggestions and ideas of what you want to see on the site. Your GCAO wants to know!

# GCAO BOARD MEMBERS & MANDATE REPORTS

## President

*Russell Grass Jr*

- Integrity & Ethics Award
- Tendering Practices

## Past-President

*Tim Pruner*

- Integrity & Ethics Award
- Tendering Practices

## Director

*Troy Gaudet*

- OCA Standard Practices
- OGCA Liaison

## 1st Vice-President

*Yves Beaudoin*

- Tendering Practices Chair

## Secretary

*Josh Horning*

- Communications
- Newsletter

## Director

*Shawn Berube*

- Entertainment

## 2<sup>nd</sup> Vice-President

*Bruce Norman*

- Website

## Treasurer

*Alessandro Guarna*

- Treasurer

## Director

*Joshua Laginski*

- GCAC Liaison





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Mississauga, Ontario  
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All,

Late last week, several of our members learned that Export Development Canada (EDC) is doing a legislative review that includes a consultation process with stakeholders, something it does every 10 years or so. Please refer to this link: <https://www.edc2018.ca/en/participate/> for more background. We are late to the game with respect to the consultation process and, as described below, there are two significant issues that directly impact the ability of Canadian general contractors to compete that the GCAC may wish to weigh in on.

If the GCAC does weigh in on the EDC consultation process, it is expanding the GCAC's mandate beyond prompt payment and I would like to get your input before doing so. Here are the issues as we currently understand them.

1. In the 2008 economic down turn, EDC revised its mandate to provide financial support, specifically contract insurance bonding, to contractors domestically. This was a short term policy that ran for a few years and several general contractors took advantage of it. The policy was later rescinded except to those who used the EDC financial service provided and these firms were grandfathered and continue to have access to it, while the rest of Canadian general contractors cannot. We would like to make the point that this is an unfair policy and practice and needs to be opened up all general contractors.
2. Currently, there are several foreign general contractors operating in Canada who are receiving financial 'state' support, particularly on P3s, that gives them an unfair advantage over domestic general contractors, the vast majority of which are GCAC members. We would like to make the point with EDC that their services need to be expanded to domestic Canadian general contractors to level the competitive playing field.

We also understand that the Surety Association of Canada (SAC) are responding and making the point that any EDC financial services should be stopped completely, which is not in the best interest of general contractors, particularly in light of point 2. CCA have responded, which is attached for reference. Their response, while positive for general contractors, does not go far enough.

A draft response is being put together by a group of our members who are experienced working with EDC. The current timing is to have this response, in the form of a letter, delivered end of day Tuesday, November 20, 2018 by email.

Can I ask that each of you please give some thought to this issue and let me know if you have any problem with the GCAC expanding its mandate to include responding to the EDC consultation process to its legislative review? If you do object, please respond to me no later than end of day Monday, November 19, 2018 at [mattdainley@gmail.com](mailto:mattdainley@gmail.com) or 416-460-1355. I do apologize for the short notice on this, but I do feel strongly that this issue needs a response from the GCAC.

Regards,

A handwritten signature in black ink, appearing to read 'Matt Ainley', written in a cursive style.

Matt Ainley  
Chair

November 9, 2018

Ms. Diana Smallridge  
CEO and President, International Financial Consulting

RE: EDC Legislative Review

Dear Diana,

Thank you for the opportunity to share some feedback on Export Development Canada's legislative review. We also appreciate the time your colleagues Glen Hodgson and Patricia Cameron took to educate our members about the review, through a webinar.

We appreciate the support of EDC in helping Canadians be successful in exporting and have found EDC to be a valued partner and promoter of the construction sector. With \$180B in Federal Infrastructure funding, Canada has an important opportunity to replace our aging infrastructure while building our nation of the future.

The Canadian Construction Association (CCA) represents 20,000 firms who employ 1.4 million Canadians and contribute 7% of GDP. In particular, this review is of most concern to our largest contractors who are competing for billion dollar Canadian infrastructure projects, often against international firms who are financially backed by their governments.

Given the complexity and amount of capital required to participate in these projects, Canadian construction firms need access to competitively priced, liquid capital. Construction is a cornerstone of our economy and the Government must ensure that qualified Canadian firms are not financially disadvantaged.

Should you have any questions or if we can provide further input as the review progresses, please do not hesitate to reach out to me.

Best regards,



Mary Van Buren  
President