

2011

ANNUAL REPORT

Mechanical Contractors Association Hamilton

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Presidents Report

Lorraine Waller



2011 was a tumultuous year in the construction industry with continuous gains in public expenditures and building permitting; yet industrial and commercial sectors were declined from previous years.

Our local man-hours were down marginally from the previous year and significantly from 2009 (approx. 13%), but we remain hopeful 2012 will bring modest gains. MCAH membership continues to bring growth and presently our membership sits at 35 companies.

My first year as president has passed with much activity and positive initiatives either in development; underway or ongoing. You will find as you move through the various committee reports more detailed information on the MCAH 2011 year, but I would like to offer some brief highlights.

Education is one of the boards primary focuses as we strive to provide program support that will enable our members in all aspect of business and employee development. We continued our support funding of CMCEF (Canadian Mechanical Contracting Education Foundation) programming by offering subsidies to several CMCEF courses in 2011 such as Project Management and Ronald Coleman's Winning In Tough Times & Building Your Legacy. Also under development and soon to be released will be MCAH webinar educational offerings that will allow participation without having to travel away from your offices and jobsites! We will keep you posted as the webinars begin to take shape in 2012.

Our MCAH promotion committee has been busy and has directed support to "Renew Hamilton" a program of initiatives being undertaken by the City of Hamilton Economic Summit to promote and accelerate renewal efforts in the lower core city properties.

We continued throughout 2011 with our ongoing commitment to the McMaster University Heavy Construction Chair endowment. This program will provide our industry with high caliber students who are construction job ready. I am pleased to report that representatives of our board and several member company representatives were invited and prepared lecture seminars to the McMaster Heavy Construction program students and the feedback was all positive.

A huge congratulations goes out to our McMaster Univer-

sity Student Chapter and their MCAA competition team who placed sixth (6th) out of twenty seven (27) teams in the MCAA annual student project competition. This sixth (6th) place finish is truly a remarkable achievement as our group is competing among the top universities throughout the USA. Well done.

Networking commitments continued to progress as board members liaised with our various industry partners such as HHCA, ECAH, HAND, OCS, MCAC and MCAO by attending various Golf Tournaments, Curling Bonspiels, National and Provincial conferences, AGM's etc.

Our UA Local 67 trade partners have provided open communication throughout 2011 and the JATC is offering a wealth of training opportunities to their members and apprentices from their new Brantford, Ontario training facility. UA locals will begin to merge (Niagara & Hamilton) in the coming year and the Brantford training facility is in a good position to host many of the "go forward" training sessions for their members.

Our Associate Committee continued throughout 2011 providing free educational seminar presentations to our membership along with social networking events and various support initiatives aimed towards the McMaster Student Chapter program. The present associate committee membership sits at 39 companies. They are a dynamic and valued group.

I would personally like to thank all our board members and MCAH manager (Wanda Heimbecker) for their dedication and support in 2011. Your board members are an enthusiastic group, driven to providing this membership with quality offerings.

Lastly, I would like to thank our membership, associate membership and industry partners for their co-operative spirit and energy. All of the above undertakings are achieved through this kind of joint collaboration. It is through these continued endeavors that we can bring growth and a prosperous future to our industry. I wish you all a successful 2012 in every way and thank you again for your efforts.

Lorraine Waller

President, MCAH

MCA Ontario Report

Don Bennett, Chairman / Dominic Fazio MCAH

Dominic Fazio, MCA Ontario Representative to the MCA Ontario Board of Directors, George Furness (Alternate)

The following is a summary overview of key initiatives and activities of the Association during 2011. We were, once again, extremely active on the Labour Relations front, throughout the year. We continued to meet, regularly, with the Ontario Pipe Trades Council (OPTC)/UA, under MIAC (the Mechanical Industry Advisory Committee); and further “build on” the many joint initiatives presently underway with our Labour Partners, including:

Providing support for unique/local market recovery/Client relationship initiatives in various Zones across the province. Expanding our joint “Municipal Solutions” program (that focuses on “finite market share analysis and related strategic plans”) to several new areas/Locals. Adopting new market recovery protocols; and providing support to the UA in its organizing initiatives. Discussing/resolving industry matters together; before they become Labour Board/Legal actions; and jointly supporting new policy and industry educational programs - focused on “cultural change” within our industry - that will, hopefully, lead to a far more efficient, productive and broadly competitive unionized Mechanical Contracting Industry, in the future.

MCAO also fought hard for the initiation of “multi trade” efforts to recoup lost/weak markets by organized labour - beginning with a hard look at the Sewage and Water Treatment Market, facilitated by the Ontario Construction Secretariat. This unique “multiple trade/labour management” initiative was pushed for by the Association, in the fall of 2011; and is scheduled to continue over the coming year - towards, hopefully, our re-establishment of a strong presence in this market.

We continued our work towards the establishment of a Provincial Licensing System for Master Plumbing/Mechanical Contractors, targeted at streamlining the Master Plumbing Licensing program across Ontario; improving public safety; and ensuring direct impact on decisions affecting our industry. A broad based industry Steering Committee is overseeing this initiative - that plans on proceeding with legislative support for the initiative in 2012.

The Association remained actively involved with the IHSA (Infrastructure Health and Safety Association) - that, during the year, saw a major leadership change; along with a renewed commitment to effectively meet the construction industry’s needs. We were also focused on reviewing the expected impact on our industry of the Ontario Government’s move to establish a new CPO (Chief Prevention Office) within the Ministry of Labour - that will be responsible for all accident prevention activities (formerly a role held by the WSIB).

We continued to work jointly with several key organizations such as the NTCCC (National Trade Contractors Coalition of Canada); and the newly established Construction and Design Alliance of Ontario (CDAO) - on matters pertaining to Infrastructure Ontario Policy/Investment; amendments to the Provincial Lien Act; and the implementation of “Prompt Payment” legislation.

MCAO provided further guidance, over the year, to those involved in establishing/structuring the new Ontario “College of Trades”. Advice on early policy development and the selection of candidates for key roles in the College, were provided to the new organization, with a focus on ensuring that the Mechanical Industry’s interests are effectively addressed, as the new body evolves.

By year’s end, we had completed our two year trial application of a Welding Procedures “Record/Log Book Program” (that called for testing to MCAO Standard Welding Procedures only once every two years). Due to a lack of broad industry support, decision was ultimately made by TSSA Authorities, to retain annual testing, for the foreseeable future at least. During 2011, our Provincial Welding Program Committee also worked on the development of several new Standard MCAO Procedures, including Orbital and MIG Welding; and compiled valuable information for the Membership on PVC/CPVC/Polyethylene Piping; along with Electro-Fusion Coupling and Structural Steel Welding (under the CWB).

MCAO maintained its participation in the extremely successful peer exchange “Safety Group Program” that, since its inception, has realized major safety policy improvement and cost savings for Member Firms. Focus was also on the establishment of a form of “Safety Accreditation” acceptable to the overall construction industry - with our endorsement of the COR (Certificate of Recognition) Program for Ontario; and participation in its pilot application.

We also continued as active members and leading supporters of the Construction Industry Task Force on Workers Compensation (CITF) - that has helped the industry significantly gain attention with respect to the need for policy change within Ontario’s WSIB System. Recently re-named the CEC (Construction Employers’ Coalition), this body was responsible for creation of the Construction Industry Advisory Group (CIAG) - that has the ear of the most senior WSIB/Board Officials; and recently provided detailed input to the 2011 Arthurs’ Funding Review - that is targeted at addressing the WSIB’s 12 Billion plus Unfunded Liability.

Our review of the “Teksmed Quickcare” system continued during 2011; and led to our adopting a one year trial application of the program - beginning July 1, 2012.

The Association’s 2011 Conference included a visit to historic Rome, Italy combined with the scenic Amalfi Coast. Attended by a record 245 Delegates/Spouses, the annual gathering included several formal educational sessions, as well as a broad mix of social and informal networking opportunities.

Throughout the year, we also continued our established practice of providing advice and assistance to individual Member Firms, on an ongoing/daily basis, with respect to the successful and efficient operation of their business activities.

Construction House Report

Lorraine Waller

Lorraine Waller, Wanda Heimbecker, MCAH Representatives

The Construction House operational policies are set by the Construction House Board of Directors, who represent the five equity partners. This past year those directors were, myself for MCAH, Domenic Mattina for HHCA, Dan Lancia for ECAH, George Wark for HHGCA and Ellen Anscombe representing BHNSMCA Inc.

Although there have been no major changes in the past year at the Construction House, the Board of Directors continue to monitor the rising utility costs of maintaining the existing HVAC System.

Planning continues as a result of the board's commitment to implement feasible 'Green' leasehold improvements that may be adapted to the building's architectural design.

The Tendered Building Condition Assessment of the exterior and interior revealed an updated 10 year recommendation plan for upgrades.

Lighting improvements to our main board room which services various industry training sessions have been planned for the first quarter of 2012. The board is currently, establishing a priority and process to replace the aging HVAC system due to the lack of building upgrades over the past 20 years.

All equity partners determined their own independent reserve fund strategy to address future leasehold improvements expenditures; the MCA Hamilton portion over the next 10 years is estimated to be \$70,000.

The annual audit was conducted by Hoecht Galvin Chartered Accountants. Each year, a minor year-end adjustment is determined and this amount is paid by beneficiaries based on equity ownership.

Hamilton-Halton Construction Association Report

George Furness

The Hamilton Halton Construction Association membership continues to represent an essential tool for businesses to navigate the challenges of this complex industry, while fostering the relationships that makes this industry so rewarding. Several highlights of 2011 stand out which include; increasing our committee membership by almost double, embracing social media through Facebook and, perhaps our most successful venture - obtaining a seat on the board of Directors with the Hamilton Hive. Other notable achievements include the participation in many industry events, educational opportunities, industry consultations and committees with various stakeholders in our community and beyond.

The HHCA plans room membership increased slightly from 176 in 2010 to 180 in 2011 and hosts the project plans from every municipality in our membership area but also most surrounding regions and municipalities with a 905 or 519 area code.

HHCA held 11 education seminars ranging from management and safety education to industry specific and business seminars, 8 of these courses having Gold Seal Accreditation. 180 members attended the seminars. One of the successes of 2011 was the marketing of the first Gold Seal Project, St. Joseph's Healthcare, which will be used as a platform to raise the brand recognition. There were also 5 member events organized throughout 2011.

Hamilton-Halton Construction Association Labour Relations Report

Bill Patterson

As Chair of the MCAH Labour Relations Committee and as such serve as the representative to the HHCA Labour Relations Committee. I also sit as the Chair of the HHCA Labour Relations Committee. Last year it was identified that in HHCA's effort to be the voice of construction in the Hamilton Halton area, that the Labour Relations Committee should evolve into a resource for labour relations questions, a source of labour resolve and an advocate for the promotion of construction opportunities in the area. To that end, an effort has been made to bring the other labour based associations together under the umbrella of the HHCA Labour Relations Committee to proactively move forward the objectives of all members of those associations and members of the HHCA.

The Labour Relations committee established a team of association committee members comprising of The Hamilton Halton General Contractors Association, The Electrical Construction Association of Hamilton, The Mechanical Contractors Association of Hamilton, The Association of Millwrighting Contractors of Ontario, The Brantford Halton Niagara Sheet Metal Contractors Association and The Hand Association.

We have met twice since full partisanship, at which the group established to confirm our existing committee mandate document, review specific labour matters presently active in our construction area and future labour initiatives. We have established a regular meeting schedule and will be meeting at minimum quarterly in addition to our all members being available for adhoc assistance and matters forwarded by the HHCA board.

We are pleased that the committee has a dedicated and knowledgeable membership and clear path forward which will be to the benefit of all associations and in particular, MCAH. The focus of MCAH is aligned with HHCA and the other associations at this point. We have not had any singular MCAH issues in the past year. We will be preparing for the upcoming 2013 contract talks by offering support to the Contract Negotiations Team.

MCA Canada Report

Brad Diggins, Chairman / Dominic Fazio MCAH

Dominic Fazio, MCA Ontario Representative to the MCA Canada Board of Directors, George Furness (Alternate)

I would like to, once again, thank MCA Hamilton for the opportunity to submit this National Chairman's Report on the occasion of your 2012 Annual General Meeting.

Before we start with this report, I would like to congratulate the volunteer members and staff of MCA Hamilton on your successful efforts working with the Master University Student Chapter! Your's is an example that others should certainly emulate. Well done!

MCA Canada and its national Board of Directors have been working diligently on behalf of the membership and the industry over the past 12 months on many Association and Industry related issues.

This report will attempt to provide you with a "snapshot" of some of our activities which have occurred since our last report to you

Due to space restrictions, I am unable to elaborate on these activities as much as I would like so, as a consequence, I will list them in "bullet format" for your viewing pleasure. If some of these issues are of interest to you, please do not hesitate to contact the national staff who will be more than happy to elaborate.

Here we go! We:

- Continued to be involved with the ongoing development of national codes and standards.
- Provided the membership with educational webinars.
- Continued to work with the National Trade Contractors Coalition of Canada attempting to get prompt payment legislation introduced.
- Held information meetings with the membership in Nova Scotia, New Brunswick, Newfoundland and Labrador.
- Attended and participated in the Provincial conferences of British Columbia, Alberta, Saskatchewan, Manitoba, and Ontario.
- Created a new membership directory and information catalogue for the membership.
- Worked with the Canadian Institute of Plumbing and Heating promoting World Plumbing Day in Canada on March 11, 2012. A huge success!!
- Developed a new Strategic Plan for the Association.
- Continued our involvement with the Canadian Building Information Modeling (BIM) Institute.
- Launched a new Membership Advantage Program with Aon Reed Stenhouse addressing our members insurance and surety needs.
- Procured a new database program thereby making our communications with the membership more efficient.
- Created a new Association website. Also introduced "MCA Today"- A regular video update on Association activities and industry issues.
- Offered and promoted a webinar for the membership on the National Trade Contractors Coalition of Canada Guide to the CCA Subcontract.
- Continued to offer many management related educational programs.
- Held a very successful Middle-Management Education Conference in March.
- Attended and participated in meetings of the World Plumbing Council and the International Alliance of MCA's.
- Represented the general membership at the national conventions of the Mechanical Contractors Association of America, the Canadian Construction Association, Mechanical Service Contractors of America, and the Canadian Institute of Plumbing and Heating.
- Worked on our upcoming national conference, November 12-15, 2012 at the Hyatt Regency Hotel in Maui, Hawaii.
- Volunteered to sit on a CCA Task Force dealing with the labour shortage issues.
- Held meetings in the four (4) Western provinces with trade contractor representatives on the issue of Prompt Payment Legislation in those provinces.
- Delivered information seminars on the new CSA Z-320 Building Commissioning Standard.
- Initiated discussions within the Canadian Construction Association regarding the issue of requiring general contractors to name the major subcontractors they carried at time of tender closing materializing into a CCA policy supporting same.
- Continued meetings and dialogue with the Canadian Council of Directors of Apprenticeship (CCDA) Training and other industry stakeholders on the subject of "Strengthening of the Red Seal Program". Also working with CCDA addressing apprenticeship completions in various jurisdictions.
- Worked with the Canadian Institute of Plumbing & Heating on enhancing the image of our industry.
- Introduced a brand-new Certification program for service contractor members.
- Endorsed a new Change Order Protocol developed, in part, by MCA Toronto.
- Sponsored the Canadian Skills Competition.
- Drilled twelve (12) wells in Zambia through the "Chairman's Charity" program saving hundreds, if not thousands, of lives.
- Held a very successful national conference in September, 2011 in Québec City.

So there you have it, a "snapshot" of our recent activities. As mentioned before, MCA Canada staff in Ottawa will be more than happy to elaborate on these and other issues you may have an interest in. I hope to see many of you at our conference in Maui, Hawaii this coming November.

For more information contact MCA Canada P: (613) 232-0492 E: mcac@mcac.ca Web: <http://www.mcac.ca>

Joint Apprenticeship & Training Committee

Douglas Cormier

Douglas Cormier (Chair), Lorraine Waller, Anthony DeChellis, Wanda Heimbecker, Dominic Fazio (Alternate)

The JATC's commitment to training UA Local 67 members and apprentices remains a top priority. Improvements to the facilitation, curriculum, and "hands on" modular training were implemented throughout 2011, at their new training facility, Technical Trades Academy located in Brantford.

Addressing our current and future training needs is monitored on a daily basis through qualified staff and monthly JATC meetings. Deliverables include; measuring apprentice skills and their progress, updating policy and procedures, industry forecasting, retention, revitalization, ensuring financial accountability and reporting and providing employer members with the appropriate performance tools i.e Standard of Excellence Model and the Employer Evaluation Form to identify disciplinary concerns.

The fully established LAC is indenturing successfully apprentices while the weld shop continues to excel as we maintain our TDA status with The Ministry of Training, Colleges and Universities. Regular industry updates keep the JATC well-informed of industry training programs, key recruitment, funding opportunities which include the Ontario College of Trades.

The JATC continues to produce extremely well qualified apprentices, who are recognized at the awards night held each year to honour their outstanding achievements.

| 2011 COURSE NAME | REGULARITY |
|--|------------|
| Gas Fitter | 1 |
| Fall Arrest | 2 |
| Foreman's Course | 1 |
| WHMIS | 1 |
| Rigging & Hoisting | 4 |
| Skill Sets (Basic, Intermediate and Advanced Course Replacement) | 1 |
| First Aid | 1 |

| YEAR | PLUMBERS | STEAMFITTERS | WELDERS |
|--------------|------------|--------------|-----------|
| 1st | 11 | 10 | 28 |
| 2nd | 10 | 8 | 9 |
| 3rd | 26 | 12 | 15 |
| 4th | 27 | 10 | N/A |
| 5th | 29 | 17 | N/A |
| TOTAL | 212 | 103 | 52 |

Labour Management Health & Safety Committee

Jason Campbell

Jason Campbell (Chair), Bill Patterson (Alternate), Wanda Heimbecker (Alternate)

IHSA was formed in January 2010 by amalgamating the Construction Safety Association of Ontario (CSAO), the Electrical & Utilities Safety Association of Ontario (E&USA), and Transportation Health and Safety Association of Ontario (THSAO). The amalgamation increased administrative efficiencies, therefore providing more front-time staff support increasing the number of field consultants available to help firms prevent injury and illness.

As part of the system, they are recognized by the Ministry of Labour, the Ministry of Transportation, the Ministry of Training, Colleges and Universities, and the Workplace Safety and Insurance Board as designated trainers and consultants.

IHSA Vision: Workplaces without injuries, illnesses or fatalities.

IHSA Mission: To develop sector specific partnerships and support their implementation of prevention solutions that provide continuous improvement in health and safety performance. The I.H.S.A. website www.ihsa.ca provides a current listings of their training initiatives as well as Safety Bulletins and safety resources produced by the regional and trade labour management committees.

As MCA Hamilton is proud to continue member of the IHSA by attending monthly meetings and facilitating valued information to our members, this "voluntary" regional committee brings together stakeholders from the local Trade Associations and Contractors. Members are encouraged to participate in the monthly L.M.H. & S. meetings and receive first hand, the individual stakeholder reports and become engaged with the committee initiatives.

Report of the Nominating Committee

Paul Shewfelt

In accordance with Article 6 (f) of the Constitution, the Nominating Committee has met and presents the following slate of member company representatives to be elected to the Board of Directors for the Year 2012-2013
All have signified their acceptance of nomination.

Name

Member Firm

| | |
|-------------------|---|
| Jason Campbell | Aecon Industrial |
| Douglas Cormier | BML Multitrades Group |
| Anthony DeChellis | E.S. Fox Ltd. |
| Mike DiLallo | Alberici Constructors Ltd. |
| George Furness | Geonis Mech. Contracting Ltd. |
| Bill Patterson | Comstock Canada Ltd. |
| Paul Shewfelt | Modern Niagara Toronto Inc. |
| Lorraine Waller | Kvaerner North American Construction Ltd. |

The board consists of Seven (7) Members and the Immediate Past President.

In accordance with Article 6 (f) of the Constitution, any five (5) members may make additional nomination by sending them to the Secretary, on or before the tenth (10th) day prior to the Annual Meeting, and such nominations shall be placed before the Annual Meeting.
No nominations shall be placed from the floor of the Meeting.

No other nominations were received.

Education Committee Report

Mike DiLallo

Mike DiLallo (Chair), Rocco Di Giovanni, Paul Shewfelt, Jim Allison, Manny Lemos, Glenn Hanson, Robert Frasca, Wanda Heimbecker

Monthly meetings focus on providing our members with educational facilitations to improve the productivity, profitability and future-orientation of our membership. We also liaison with our local union to establish a process to recruit younger journeymen for possible management positions through education programs. Regular contact with our contractor members reinforce current training needs and program delivery partnerships with MCA Kitchener, and MCA Toronto have managed internal resources wisely throughout 2011.

Support to the Canadian Mechanical Contracting Education Foundation (CMCEF) continues through the offering of annual member subsidies and course selections. 2011 programs presented included Project Management and Ronald Coleman's Winning In Tough Times & Building Your Legacy, Sound Estimating and BIM Process, Z320 Commissioning Standard, and the new NAUSC Foreman Certification Program offered in partnership with UA Canada and UA Local 67. MCA Hamilton was pleased to assist UA Canada to obtain their Gold Seal Certification for this program.

In 2011, over 100 MCA Hamilton members and our affiliates benefited from our MCA Hamilton education programs. Changing Accounting Standards, presented by BDO Canada LLP and our free monthly Associate's Member Plus workshops made for a full calendar. Industry goodwill is reinforced as many education programs are also offered to HHCA, ECAH, HAND, and MCA Niagara members when criteria matches are established.

In 2011 the 17th Annual MCAH Scholarship Fund awarded twenty \$1,000 scholarships to overachievers, children of salaried personnel within our members firms, matching last year's record-breaking 42 scholarship submissions. To date, a total \$323,000 in post-secondary education support has been gifted.

Future plans include the promotion of Gold Seal standards for Mechanical Contractors, participating in Hamilton's first Gold Seal Certified Project in partnership with HHCA and ECAH, utilizing timesaving technology wherever possible through webinars, podcasts and the delivery of construction software programs MS Project, and MS Excel for Construction.

Associate Member Committee

George Furness

George Furness (Director), Bob Murphy, Wanda Heimbecker (Association Manager) MCA Hamilton Representatives
Associate Members - Mike O'Neill (Chair), Michael Warne (Vice Chair), Michael Douglas (Treasurer), Paul Salters (Secretary), Wayne Branchaud (Past Chair), Justin Bester, Mark Fowler, Kevin O'Neill, Debi Dion (Alternate), Jeff Parkin, Mike Warne, Colin Wilson, Nikki Laskin, David Hill

Now in its second year, the momentum of our Associate Member Committee continues to thrive. Since their inception, this dedicated committee of industry suppliers has contributed \$28,925.55 of in-kind education service and gifts to our membership!

In 2011 a total donation value of \$9,340.00 of complimentary training services kept our members well informed. Monthly industry workshops offered through the Member Plus Program included, BDO Canada LLP - Business Tax Planning, Levitt Training & Consulting - Mold Detection, Hub International - Risk Management Part 1, Robbinex Business Intermediaries – 14 Alternatives To Selling Your Business, Wellington At Work Inc. – Occupational Injury Management, Levitt Safety - Mold Detection, Mech Tech Marketing - Hydronic Heating, Cooling and Snowmelt, Wentworth Financial Services Inc. & Cowan Insurance Group - SubGuard. How It Affects Subtrades, and Levitt Safety - Basic Respiratory Protection. This program is designed to save member companies money by offering free training programs, preferred rates, exclusive discounts or one time introductory offers to build

new business relationships while increasing MCAH membership benefits. Their substantial investment in MCAH by sharing their business resources, expertise and goodwill only strengthens the fiscal bottom line of our not-for-profit organization.

Operating independently from MCAH, each year voluntary \$50 annual contributions from supportive associate members are requested, and reinvested back into MCAH through sponsorships to achieve greater supplier brand awareness. As a result, and on behalf of **all** Associate Members this committee has provided sponsorship support to our Student Chapter, MCAH ECAH Golf Tourney, and host the Annual General Meeting President's Reception. Their 3rd Annual Pub Night held each October also noted a 40% attendance increase since its launch, achieving an additional 6% growth this past year.

The definition or exact description of Association means:

An organized body of people who have an interest, activity, or purpose in common; a society. To witness the forces of solidarity at work each month has been a pleasure throughout 2011.

MCAH contractor and associate member companies should all be aware of this dynamic group and their true value to our membership. They engage association growth with determination, while fulfilling our business and construction industry supplier needs. Under the leadership of Committee Chairman, Mike O'Neil, his exceptional executive team and committee members we thank you sincerely for your commitment and dedication to our association.

Promotion Committee Report

Paul Shewfelt

Paul Shewfelt (Chair), Bill Patterson, Jason Campbell, Wanda Heimbecker

Our mandate is to build stronger relations with Industry Partners, Organizations and Politicians through closer involvement and social interaction. To promote unionized construction through liaison with the Local Union while providing membership with the opportunity to meet and socialize with people that affect their business. Our fulfillment has been realized this year through strengthening the framework of many initiatives established last year.

A cohesive methodology is now established with our industry partner UA Local 67 which resulted in statistical data collection, strengthening, establishing and supporting industry, economic development, shareholder relationships, succession planning, and fostering community goodwill throughout 2011.

Collaboration to promote World Plumbing Day generated positive televised media coverage along with a City of Brantford Official Proclamation. We united forces to raise much needed funds in support of the Hamilton Health Sciences Foundation (HHSF) hospital network serving south-central Ontario. The HHSF family of hospitals includes Chedoke, Hamilton General, Juravinski Hospital and Cancer Centre, McMaster Children's, McMaster University Medical Centre and St. Peter's. To date \$25,301 has been gifted to various HHSF causes on behalf of our members. As a result, we can now confirm this area's largest employer, HHSF to be 'Our Charity of Choice' for both U.A. Local 67 and MCA Hamilton with a substantial legacy project donation planned for 2012 thanks to our Provincial MIAC who supported our donor request. Our members are encouraged to participate in events that support our area hospitals who provide essential services by visiting: www.mcahamilton.org

Economic development partnerships in several municipalities are generating important visibility, new relationships, committee involvement, strategic planning and event invitations. MCA Hamilton maintains a seat on a Economic Development Advisory Board to Council and continues to represent our employers members on several fronts in Hamilton, Wentworth, Halton, Brant, Haldimand and Norfolk Counties. Board members represented MCAH at various functions throughout the year, including the HHCA AGM, golf tournament, curling bonspiel, ECAH AGM, HAND AGM, and the MCAC and MCAO Annual Conferences. Attending these events fosters discussion between many industry partners providing a greater understanding of better business practices, labor issues and health and safety.

The 45th Annual General Meeting was well attended and memorable as our first female president, Lorraine Waller was appointed and our Associate member's trade show encouraged greater interaction between our members and industry suppliers.

Technology continues to influence improved communications as committee conference calling, and LinkedIn event promotions, national peer groups, Associate Member and Student Chapter Groups are reinforcing business without borders.

McMaster University Committee

Douglas Cormier

Douglas Cormier (Chair), Mike DiLallo, Dave Crawford, Andrew Forester, Glenn Hanson, Wanda Heimbecker, Jason Campbell (Alternate) Mike O'Neill, Michael Warne (Associate Member Committee)

Two years ago this committee was formed to govern the endowment gift to the McMaster University Heavy Construction Chair and assist in the management of the MCAH McMaster University Student Chapter partially funded by our association.

Professor Saiedeh Razavi, was appointed as the inaugural chair in Heavy Construction at McMaster University in 2011. This position is thought to be a first of its kind in Canada, with funding and advisory board support from MCA Hamilton. The Hamilton & District Heavy Construction Association spearheaded the fundraising and industry recruitment to establish the chair which consists of a consortium of construction-related associations, construction and manufacturing companies and the Government of Ontario. This academic appointment provides leadership in advancing innovation in the heavy construction sector, attracting and developing talent and contributing to the advancement of a modern, durable and sustainable infrastructure in Ontario.

Advisory Board bi-annual meetings revealed strong momentum as Professor Saiedeh Razavi's position commenced in July 2011. Chair deliverables identify the following breakdown: 40% Teaching & Academic Time, 40% Research i.e. Grants and Funding, Curriculum i.e. Traffic Management Systems, Scheduling, Connected Vehicle, Service and Systems, and 20% Service i.e. industry participation - local and international, contributor i.e. published articles, editor, committee participation and symposium attendance, facilitation and advisory.

The following course of study update includes: CIV ENG 3RR3 - Engineering Economics and Project Management (Fall 2011) to 93 third year Civil Eng. students and undergraduates, CIV ENG 4CM4 - Advanced Construction Management (Winter 2012) to 76 fourth year Civil Eng. students and undergraduates with several lectures and tutorials. The course curriculum is available to contractor members upon request. Topical presentations include: Economics, Project Management, Construction Management and Advanced. MCAH members provided Guest Lecture presentations, with acknowledgement to Greg Hall, Aecon Industrial/Mechanical Contractors Association of Hamilton, Topic: Estimating, George Marion and Mike DiLallo, Alberici Constructors/Mechanical Contractors Association of Hamilton, Topic: Time Value of Money; Measuring Cost & Reducing Cost, and Chris Little, Modern Niagara Toronto Inc./ Mechanical Contractors Association of Hamilton, Topic: Building Information Modeling (BIM) scheduled for March 14th, 2012.

In 2011 the MCAH McMaster University Student Chapter (MCAHSC) continued to thrive under the leadership of Dr. Stephen Veldhuis our Student Chapter Faculty Liaison / Associate Professor and Director McMaster Manufacturing Research Institute, Department of Mechanical Engineering at McMaster University and 2011 President Benjamin Oliver. Our competition team placed sixth (6th) out of twenty seven (27) teams in the MCAA annual student project competition. This is an extraordinary accomplishment given the first-class competition, with generous acknowledgements received from Steve Coleman, MCA Ontario Executive Vice-President, Richard McKeagan, President of the Mechanical Contractors Association of Canada and Tania Johnston, CMCEF Executive Director.

Members showed their support in a 'big way' through a new MCAH McMaster University Student Chapter Donor Program, which to date has raised \$3,400.00. MCAH remains grateful to the following members who have generously contributed funding support to assist with chapter programming expenses: Aecon Industrial, MCAH Associate Member Committee, BMF Fabrications Ltd., Comstock Canada Ltd., Kvaerner North American Construction Ltd., Levitt Safety, McGowan Insulation Ltd., Stepright Capital Planning Inc. and Western Plumbing & Heating. Each year the Student Chapter work beyond their terms to organize; Meet & Greet Night, Contractor Resumes, Site Tours, Community Outreach Mentoring in partnership with the Hamilton-Wentworth District School Board and Lake Avenue School, offer a Student Chapter Scholarship, MCA America Student Chapter Summit Attendance and Competition Team. Students also raise funds through two 50/50 draws each year and golf shirt sales proceeds.

Nationally, several new chapters are now formed or in development as MCA Hamilton continues our liaison role with MCA Canada, CMCEF and MCA Managers to assist in this process. **Visit the MCAH McMaster University Student Chapter website:** <http://www.mcah.mcmaster.ca> or <http://www.mcahamilton.org/chapters.html>

Association Manager's Report

Wanda Heimbecker

For the 4th consecutive year, membership retention, engagement and growth experienced a significant increase. To date MCA Hamilton's overall organizational growth reflects a 17.57% surge. In 2011 contractor membership increased by 6, reporting 1 departure measuring contractor membership growth of 14.3 % during 2011. The associate committee membership's solid numbers measure an overall increase of 12.82% as of April 2012. The breakdown includes 6 new members with 2 departures in 2011.

2012 momentum continues in the first quarter. Projections include 3 additional contractor members as well as 1 new associate member reporting an overall 26.7% increase date from 2010. Member services and their benefits continue to expand through new local and national providers, alleviating cost burdens through preferred rates and complimentary knowledge building offered through the Member Plus Program.

Operational improvements include improved efficiencies due to new accounting software, an expense cost analysis and supplier changes revealed many cost-savings throughout 2011. Measuring returns, tracking trends and remaining receptive continues to provide the MCAH team with accurate facts to monitor daily operations required for decision making.

Reinvesting in professional development opportunities throughout the year included Collective Bargaining, Non-Profit Organization – Charity Financial Accounting & Standards Changes, Economic Development, Risk Management, Investments & Financial Management, Speed Funding and Improving Construction Productivity. The financial position of your not-for profit association remains well-established as an additional \$9,340.00 of in-kind donations were received, as we close in on a total donation value of \$30,000 since this program's inception.

Motivation remains high, as our dedicated leadership team, your board of directors, management staff and knowledgeable volunteers maintain active involvement on 18 industry committees working to affect positive change to fulfill our organization's mission on behalf of our members. Our professional, respectful organizational culture continues to attract this industry's best and brightest!

Construction House,
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Hamilton, Ontario
L8R 3L1



**MECHANICAL
CONTRACTORS
ASSOCIATION
HAMILTON**

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Past Presidents

| | | | |
|-------------------|-----------------------------|-------------------|---------------------------|
| 1966 | <i>Doug Townsend*</i> | 1989 | <i>Ronald N. Peach</i> |
| 1967, 1981 - 1983 | <i>R. (Don) Stewart</i> | 1990 - 1991 | <i>Roger D. McNutt</i> |
| 1968, 1978 - 1980 | <i>J. J. (Jack) Elliott</i> | 1992, 1999 - 2000 | <i>David E. Crawford</i> |
| 1969 | <i>Larry MacDonald*</i> | 1993 | <i>Michael J. Holm</i> |
| 1970 - 1971 | <i>George Megarry</i> | 1994 | <i>William J. Corp</i> |
| 1972 | <i>Kenneth Niepage</i> | 1995 - 1996 | <i>George E. Furness</i> |
| 1973 | <i>Ronald North*</i> | 1997 - 1998 | <i>William Patterson</i> |
| 1974 - 1977 | <i>Fred Armitage</i> | 2001 - 2003 | <i>Dominic Fazio</i> |
| 1984 - 1985 | <i>Doug Jago</i> | 2004 - 2005 | <i>Douglas A. Cormier</i> |
| 1986 - 1987 | <i>Ronald N. Marcotte</i> | 2006 - 2007 | <i>Jim Allison</i> |
| 1988 | <i>Harley D. Allison*</i> | 2008 - 2010 | <i>Paul Shewfelt</i> |
| | | 2011 - 2012 | <i>Lorraine Waller</i> |

** Deceased*

Mission Statement

"To co-ordinate and develop policies and programs which are local in nature, of common interest to the members of MCA Hamilton and which will enhance the productivity and profitability of mechanical contractors"