



# CONSTRUCTION

## ASSOCIATION OF NOVA SCOTIA

Building with Skill and Integrity Since 1862



## 2017-2018 ANNUAL REPORT



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2017-2018 Annual Report  
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## ASSOCIATION OF NOVA SCOTIA

Building with Skill and Integrity Since 1862

The Construction Association of Nova Scotia (CANS) is the leading voice of the construction industry respected by members, government, industry, and the public.

CANS represents more than 780 small and large companies throughout Atlantic Canada that build, renovate and restore non-residential buildings, roads, bridges, and other engineering projects.

## CANS 2018 HONOURARY LIFE MEMBER // KEN SEAWARD



Having grown up and built a successful career in the construction industry, Ken Seaward knows what it takes to build a rewarding life based on hard work, dedication and passion in doing what you love. His contributions to the construction industry have not gone without notice and his commitment to leadership and advancing the best interests of the industry are just several reasons why he has been chosen as the Construction Association of Nova Scotia's 2018 Honourary Life Member.

From an early age, Ken was immersed in the construction world. His father was a project supervisor for Bennett & Pratt in Toronto where they built some of the first high-rise buildings in the downtown area. Later on, his dad formed his own construction company where Ken worked on weekends and school breaks. After attending college at St. Mary's University in Halifax, Ken worked on renovating houses for several years before starting his own furniture restoration business. When he met his future wife, Deborah, they decided that if they wanted a family, Ken would need more lucrative work.

In 1989, Ken joined UMACS of Canada, the predecessor of Aluma Systems Inc., as a sales representative for their shoring and forming supply division. Seven years later, he was promoted to Atlantic Canada Manager responsible for all business lines. Aluma Systems constantly expanded their services to include scaffold contracting, industrial insulation, blasting and painting, fireproofing, and other speciality services. Ken remained as manager until his retirement, 24 years later, in 2013.

It was when Ken was appointed Chairman of the Board for the Construction Association of Nova Scotia in 2004 that his eyes were really opened to the vast scope and endless opportunities available in the construction industry. Serving with CANS allowed Ken to collaborate and develop partnerships with many other organizations, and provided him with the chance to serve on other boards such as the Canadian Construction Association, the Nova Scotia Construction Labour Relations Association, and Construction Safety Nova Scotia.

Reflecting on his life-long career in the industry, Ken says: "There are no limits to your career choices and where you can work, be it locally or internationally. The construction industry is exciting, challenging and rewarding – competing for bid packages, finding new ways to improve processes, utilizing new technologies, making friends and developing partnerships – there is such a wide range of opportunities and rewards available."

Ken's past experience in the construction industry has helped shape him into the leader that he is today and instilled a sense of pride and accomplishment in him that transfers over to his personal life. He has long believed in the power of giving back and supporting the community he worked and plays in. It is no secret that the neighbourhood kids could always count on him to buy the most boxes of Girl Guide cookies or support their sports fundraising efforts.

Ken believes that a true leader leads by example, setting fellow workers and employees up to be the most successful version of themselves.

"Your leadership style must constantly change to keep up with societal and industry norms. For example: safety in construction was relatively lax when I first began my career, but employee and public safety has rightfully become a pillar stone of all industries," says Ken. "Management must lead through example by attending safety meetings, site safety tours, and ensuring proper training, documentation and accountability are all present. It's up to the leaders of the organization to provide employees with these opportunities to ensure future success for both the company and the employee."

Ken recognizes the future of construction is filled with both challenges and opportunities that will ultimately shape the industry five, 10, and 15 years from now, noting that finding strategies for employee retention is one of industry's biggest challenges, and advances in technology and innovation will be the greatest opportunity for the success of the industry. The ability to embrace change will be an employer and employee's biggest strength, fueling their ability to advance their best interests and move forward. Ken says that being open and responsive to change will open the door for future success.

Having retired five years ago, Ken now looks back on his rewarding career and all that he has accomplished that has helped lead him to this point in his life. His advice for those considering a career in construction and those already working in the industry is simple:

"Find something you like to do and make a career out of it. By working hard and staying focused every day, good things will happen and you'll live a great life."

On behalf of CANS' Board of Directors, staff, members and volunteers, we celebrate  
Ken Seaward as CANS 2018 Honourary Life Member.



## MESSAGE FROM THE CHAIRMAN



As my term as Chairman of the Board of the Construction Association of Nova Scotia comes to an end, I want to say how proud I am to be a part of an organization that continues to be the leading voice of the construction industry and our members in this Region.

Since our inception 156 years ago, CANS has continued to provide unparalleled service to members and in the Fall of 2017, we launched a new Strategic Plan which set our course through 2020. I want to reflect and celebrate some of the accomplishments that occurred during the first year of our Strategic Plan:

CANS worked closely with all levels of government to ensure we were part of the decision-making process on public policy issues that affect the construction industry. We began

communicating our efforts with members and tackled many key issues, including: contractual exclusionary clauses; safety sideguards policy on heavy vehicles operating in the Halifax Region; changes to Canada's tax code; apprenticeship and skilled trades initiatives; and prompt payment legislation, an important step toward reducing red tape and ensuring fair and timely flow of payment.

One of the new pillars that emerged as part of our new Strategic Plan was Industry Safety. Earlier this year, the Construction Industry Safety Partnership was formed with the objective to educate and assist with preventing injury to workers. CANS and the WCB continue to be key players of this group and will advocate for positive changes that will benefit worker safety.

Another new pillar of our Strategic Plan is Workforce Development. The CANS Building Futures for Youth program continues to be a success, helping grades 10 and 11 students explore careers in the construction industry. Celebrating its 10th year, the program has seen 263 companies participating as host employers and 723 students complete the program, with 76% of students pursuing a career in some capacity in the construction industry. The CANS Construction Connection is a new pilot program designed to provide high school students and educators with valuable resources and connections to industry. The program also provides industry-specific education and aims to engage youth from underrepresented communities.

Membership Engagement continues to be a core pillar at CANS. At the end of fiscal year, we had a total of 787 members and are pleased to have eclipsed \$1 million in membership revenue for the first time. CANS implemented a successful Member Mixer program to boost participation in areas outside of the Halifax Region and experienced continued interest in our events with more than 2,500 people attending one or more during the year. We are also pleased to see new (and long-time) member companies utilizing CANS sponsorship

opportunities to further grow their business and recognition amongst the industry.

CANS' award-winning Industry Education & Training program grew over the past year as we introduced new course offerings to better meet membership needs. Over 600 people enrolled in CANS courses, with more than 150 different companies participating. CANS assisted member companies in developing Corporate Private Training Sessions, which included helping them obtain funding support for their training initiatives. CANS also obtained funding to offer the Associated General Contractors of America's Certificate of Management in Lean Construction for our members and in February 2018, CANS hosted a four-day cohort training to 15 members.

Year over year, CANS members continue to rank our Projects and Tenders as the most important service CANS offers. The Projects Team has seen both an increase in tenders and higher demand resulting from membership growth and awareness. In our 2017-2018 fiscal year, we saw a 10% increase in the number of projects posted over last year. In October 2017, CANS launched The Pipeline, a report intended to reflect potential or upcoming construction projects in the Atlantic Region that may be of interest to members. Since its inception, there have been over 900 pipeline projects added to CANSNet with many getting updates regularly.

As the above represents only some of our accomplishments over the past year, I invite you to read through CANS 2017-2018 Annual Report to learn more about all of our initiatives.

It has been an honor to serve as your Chairman of the Board this past year and none of the achievements I have noted would have been possible without the dedication of my fellow Board Members, Committee members, CANS President Duncan Williams and the entire CANS staff. Thank you and I look forward to working with the 2018-2019 Board and CANS Team.



## MESSAGE FROM THE PRESIDENT

Early in 2017, CANS engaged members throughout Nova Scotia to help build the next iteration of our Strategic Plan. The results from our members feedback laid the ground work for the basis of CANS 2017-2020 Strategic Plan, and highlighted six key priority areas as those of most importance. We began implementing those priority areas in October 2017, and despite being less than one year into the strategic plan, we have already accomplished so much in such a short period of time. Below you will find those six priority areas and our plans for the upcoming year.

**Government and Industry Relations** – CANS has worked diligently over the last year to ensure that our influence has been felt at all levels of government, meeting with key members of the federal, provincial and municipal governments to influence regulatory, policy and legislative changes. Looking forward, we will continue to

collaborate and build on our relationships to ensure success. Two key areas we will be focusing on are prompt payment legislation and procurement practices.

**Technology and Innovation** – We want our members to be among the most technically advanced construction companies in the world and embrace and adapt technological advancements that will work to their competitive benefits. As a result, CANS has created a new event – CANSTech, the Construction Technology and Innovation Trade Show for the commercial, industrial and institutional construction industry. CANSTech will take place November 20, 2018 at the Cunard Centre in downtown Halifax, Nova Scotia. This event will bring the world to Halifax, uniting 100+ exhibitors, sponsors and world-class speakers to showcase new technologies, upcoming trends and innovative products all under one roof.

**Industry Safety** – CANS strives to be a leading influencer of safety culture and development in our region and acts as the industry voice for safety related policy, regulation and legislative reform. Looking forward, CANS will continue to work with the Construction Industry Safety Partnership to help educate and assist with preventing injury to workers. We will work with the group to develop a toolkit to help construction industry employers adopt and support return to work procedures.

**Workforce Development** – CANS Building Futures for Youth program continues to position us as the leading promoter of the construction industry as an attractive and rewarding career choice, connecting youth and employers through hands-on workplace experience. A new program we piloted last year, CANS Construction Connection, enabled us to successfully facilitate connections with industry, share industry information, and partner with underrepresented communities as a source of future workforce supply. We will continue to operate these programs to achieve success in workforce development.



**Membership Engagement** – CANS will continue to recruit new members and improve the value of membership, accomplished by focusing on strengthening member engagement through face-to-face interactions, free and more low-cost offerings, and elevation of existing events. CANS will also expand on the successes of existing programs including additional Member Mixer locations and the launch of a long-term member recognition program which is set to launch in the Fall/Winter. CANS Advantage Loyalty program will relaunch in Fall of 2018 bringing the best unique and exclusive discounts and offerings to our members and their families. We want our membership to be truly representative of all the regions we serve, providing them with business-to-business and person-to-person networking opportunities.

**Industry Education and Training** – We want our members to know that we are the industry go to provider of high quality accessible education and training. To achieve this, we will continue to focus on the accessibility, availability and relevancy of the courses and training we offer. We will continue to develop strategic partnerships with third party providers, educational institutions and other organizations and we will be proactive on identifying emerging education and training needs and increase promotion of what is available to members through CANS Industry Education and Training.

With the first year of CANS 2017-2020 Strategic Plan behind us, we look forward to building upon our successes and achievements and advance the best interests of our members and the construction industry.

I would like to thank our team of dedicated staff and volunteers for their hard work and commitment to the industry and our members. I am proud of the work they do every day to make CANS the best it can be.

# MESSAGE FROM CANADIAN CONSTRUCTION ASSOCIATION



**Canadian  
Construction  
Association**

***The Canadian Construction Association is your National Voice in Ottawa.  
Here are some of CCA's current priorities.***

## **CCA is pushing for steel and aluminum tariff mitigation**

The United States' decision to impose tariffs on Canada for the import of steel and aluminum will hurt the construction industry, its workers and fundamentally all Canadians by raising prices for consumers and damaging competitiveness for business. The CCA has long advocated for reciprocity and the establishment and maintenance of a free-flowing international system of trade, both in terms of goods as well as services. The CCA supports international free trade agreements, including provisions respecting government procurement. A trade war will have a negative effect on citizens on both sides of the border, but the CCA is pleased that the Canadian government has taken prompt and decisive action to defend our industry and its workers.

On August 13, the Government of Canada, in response to concerns from Canadian steel producers, initiated a 15-day consultation period to get the industry's reaction to potential new tariffs, quotas or combination of both on the import of steel into Canada. This new development further creates uncertainty and risk for the industry across the country. Constituting new tariffs and/or quotas would fundamentally alter supply chains. CCA sent a letter to the Finance Minister to express our concerns.

## **Complete survey and use #CDCConstructionGives to highlight community benefits**

As part of the Investing in Canada plan, recipients of federal funding for new major public infrastructure projects will now be asked to pursue targeted efforts to contribute to the employment, economic and social benefits of the community.

CCA's primary concern with bill C-344 (An act to amend the Department of Public Works and Government Services Act (Community Benefits)) and the framework is that these may lead to an unpredictable, unfair and opaque procurement process. If the government wants community benefits in its projects, then the industry requests that these be clearly laid out in the tender documents, with each contractor having an equal opportunity to price the work required. Furthermore, as the federal government is seen as a leader, the CCA is concerned that this currently ill-defined concept might lead all levels of government across Canada to extract "community benefits" outside the scope of the project. Finally, we are concerned about any legislation that may add further regulatory requirements to access federal infrastructure funding, reduce productivity and increase uncertainty.

CCA and its partner associations continue to put pressure on the government. Any member company can participate by completing a short survey at [surveymonkey.com/r/CDNConstructionGives](https://surveymonkey.com/r/CDNConstructionGives) and by using #CDNConstructionGives when tweeting about causes that you support. Just how committed our members across the country are to their communities is a great source of pride for the CCA.

### **Community benefits and productivity at the center of CCA's pre-budget submission**

August 3, 2018 was the deadline for House of Commons' Standing Committee on Finance's pre-budget consultations. The Canadian Construction Association's (CCA) written submission included six recommendations. The three first relate to accelerating community benefits by removing barriers while the last three aim to encourage productivity through innovation funding and tax reform. CCA's submission is posted on [www.cca-acc.com](http://www.cca-acc.com)

### **Prompt payment legislation review published**

The CCA advocated for, and we were successful in our request for a consultative process leading to consensus legislation on federal payment legislation. On August 2, 2018, the government shared the results of that review. The Singleton Reynolds report is posted on [cca-acc.com](http://cca-acc.com). The CCA's review of the report was still ongoing at the time of writing this article, but we will provide more in-depth commentary over the coming weeks.

### **Let's stay in contact**

Email our president Mary Van Buren at [mvanburen@cca-acc.com](mailto:mvanburen@cca-acc.com) if you have feedback on CCA's advocacy work. We're hoping to see you at our 2019 conference in balmy Bermuda! Visit the CCA website for more information and [bit.ly/ccasubscribe](https://bit.ly/ccasubscribe) to receive updates from CCA, CCDC, CDBI, Gold Seal or LCI-C.

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### ***The Construction Association of Nova Scotia proudly affiliates itself with the Canadian Construction Association.***

*Established in 1918, the Canadian Construction Association's (CCA) vision is to build a better Canada, while its mission is to inspire a progressive, innovative and sustainable construction industry that consistently acts with integrity. Members firms join CCA through their local or provincial construction associations and are entitled to numerous membership benefits including standard documents, construction guides, as well as updates on federal public policy and regulatory requirements. Across Canada, CCA represents more than 20,000 members firms drawn from 63 local and provincial integrated partner associations. CCA gives voice to the public policy, legal and standards development goals of contractors, suppliers and allied business professionals working in, or with, Canada's non-residential construction industry.*



## TREASURER'S REPORT

We are pleased to enclose the audited financial statements of the Construction Association of Nova Scotia for the year ended June 30, 2018. These statements have been prepared in accordance with generally accepted accounting principles and the Auditors' report has been issued without reservation. All significant accounting policies are detailed in the Notes to the Financial Statements.

As indicated in the Statement of Operations, Net Income for the year ended June 30, 2018 was \$68,507. This surplus was the result of another positive year with a \$278,000 increase in overall revenue for a total of \$2,344,850 compared to \$2,066,848 in the previous fiscal year, with the largest increases being to CANS Events and Industry Education & Training. Our revenue continues to show diversification with non-membership fees such as Building Futures for Youth, Events, Promotions & Advertising, and Industry Education & Training representing over 57% of total revenue.

Expenditures of \$2,276,343 were up \$194,028 over prior year due mainly from increased volume in Events and Industry Education & Training costs associated with the increase in revenue volume. This left us with the un-budgeted operating surplus of \$68,507 which the Board has approved to be allocated to the Events & Projects Fund (\$54,000), Strategic Planning Fund (\$9,000), and Building Futures for Youth Fund (\$5,507).

The Balance Sheet continues to show the Association's strong financial position, with total assets of \$1,946,352. Current Liabilities and Deferred Revenue totaled \$1,108,749. Un-restricted assets totaled over \$486,272 with another \$351,331 in Reserved Funds.

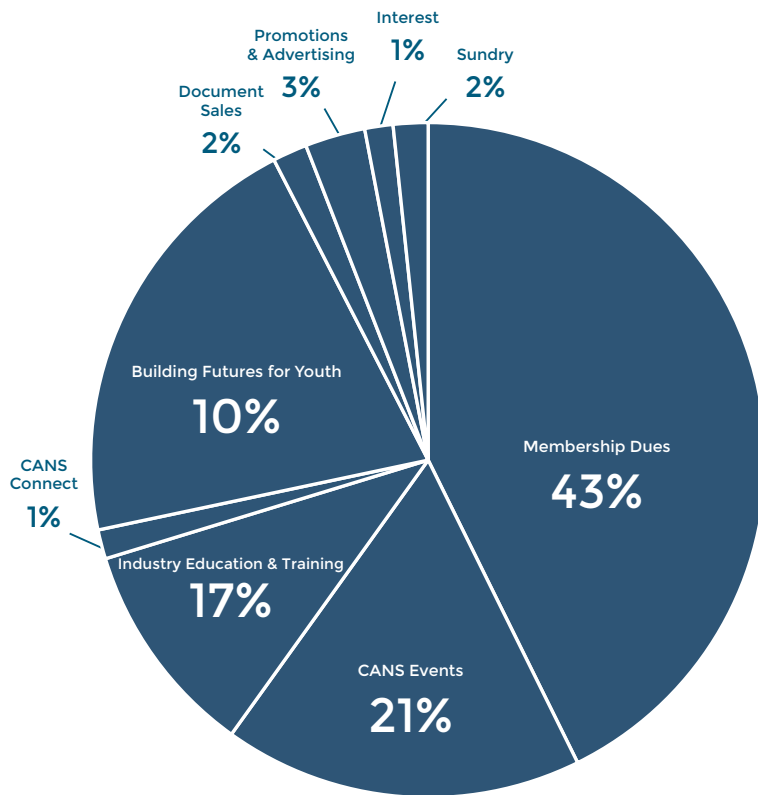
Our reserves along with other funds are invested primarily in Guaranteed Investments and other inter-bearing vehicles. The Association's investment policy remains conservative, and as outlined in Note 5 on page 10 of the financial statements, its objectives are: preservation of principle, maintenance of liquidity, and maximization of return within these parameters.

Once again this year I would like to thank and acknowledge CANS' staff for their cooperation, hard work and excellent stewardship of the Association's resources.

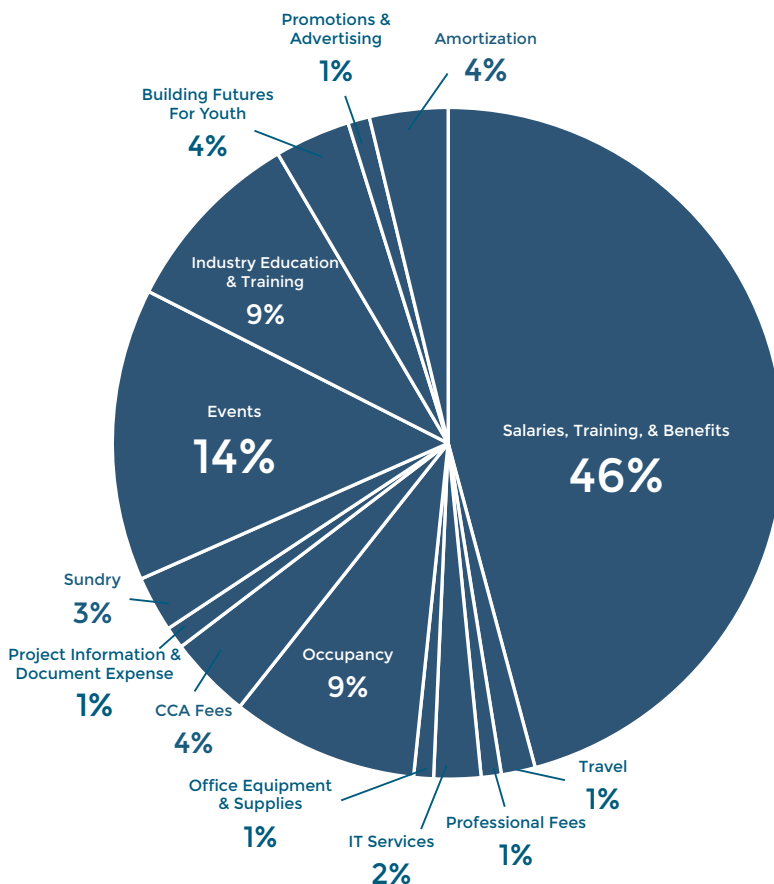
**Tom Skinner**  
**Treasurer, Board of Directors**  
**Construction Association of Nova Scotia**

# FINANCIAL SNAPSHOT

## 2017 - 2018 REVENUE



## 2017 - 2018 EXPENSES



## CONSTRUCTION ASSOCIATION OF NOVA SCOTIA SUMMARIZED STATEMENT OF FINANCIAL POSITION

AS AT JUNE 30, 2018

	2018	2017
	\$	\$
<b>ASSETS</b>		
Cash and short term investments	1,576,107	1,530,090
Other current assets	127,523	162,688
Capital assets, net of accumulated amortization	242,722	296,502
	1,946,352	1,989,280
<b>LIABILITIES AND NET ASSETS</b>		
Deferred revenue	780,078	864,925
Other liabilities	328,671	355,259
Net assets - Restricted Funds	351,331	282,824
Net Assets - Operating Fund	486,272	486,272
	1,946,352	1,989,280

## CONSTRUCTION ASSOCIATION OF NOVA SCOTIA SUMMARIZED STATEMENT OF OPERATIONS

AS AT JUNE 30, 2018

<b>REVENUES</b>		
Membership dues	1,001,193	959,402
CANS events	486,980	401,686
Industry Education & Training	403,555	297,523
Other revenues	453,122	408,237
	2,344,850	2,066,848
<b>EXPENSES</b>		
Salaries	911,492	854,884
Occupancy	116,286	187,253
CANS events	315,861	280,457
Amortization	81,788	74,086
Industry Education & Training	203,400	159,458
CCA fees	89,378	81,065
Other expenses	558,138	445,112
	2,276,343	2,082,315
NET INCOME FOR THE YEAR	68,507	-15,467

# 2017 - 2018 YEAR IN REVIEW

## CANS STRATEGIC PRIORITY AREAS

During the Spring and Summer of 2017, CANS engaged members across the province in a variety of ways. Our goal, based on input and feedback, was to build a strategic plan for the next three to five years. Through surveys, face-to-face town halls, web polls and a board retreat, six key priority areas were identified as those of most importance to our members. The 2017-2020 Strategic Plan outlines the key priority areas intended to have a significant impact on the Associations' value to our members and ongoing relevance in the industry. CANS is pleased to provide you with a high-level summary of our findings, success statements and updates from this past year.

### GOVERNMENT & INDUSTRY RELATIONS

CANS will have been successful in Government & Industry Relations when:

- Our influence is felt at all levels of government (Federal, Provincial, Municipal, First Nation, etc.)
- When members truly understand the role we play in successfully influencing regulatory, policy and legislative changes.
- Our members are better engaged in our government relations activities through participation and priority setting, particularly in rural Nova Scotia.
- Our members understand and actively participate in setting and reporting on our policy priorities.
- We will be collaborative and build on our partnerships to ensure success.
- Lines of communications between government and industry are fluid, open and consistent.
- When CANS is recognized as the leading voice of the construction industry by government.

#### UPDATES FROM 2017-2018

**Prompt Payment** - CANS has been lobbying the provincial government to enact appropriate payment legislation that would establish minimum norms for payment schedules. In an effort to substantiate our assumptions, CANS surveyed members in June 2015, December 2016, and February 2018 to solicit their feedback and help guide us on their behalf. In Spring/Summer 2018, the Nova Scotia Prompt Payment Coalition was formed to work with the provincial government to enact Prompt Payment legislation by the end of 2018.

**Apprenticeship & Skilled Trades** - CANS has been working side-by-side with several member companies for the last two years on changes to the Apprenticeship Act through an Apprenticeship Agency committee. The announcement of the changes, made in February 2018, were intended to move toward a more level playing field and benefit our members who choose to invest in training, safety, etc.

**Proposed Changes to Canada's Tax Code** - In September 2017, CANS, along with 34 local businesses and associations across the province, joined forces and formed the Nova Scotia Coalition for Small Business Tax Fairness. The employer coalition, representing tens of thousands of independent businesses, professionals and taxpayers across a wide range of sectors and regions of Nova Scotia, were signatories on a letter sent to Premier Stephen McNeil demanding him to oppose the tax changes being proposed by the federal Minister of Finance. CANS concern was that the Federal Government's proposed changes to Canada's tax code could hurt small businesses not only in the construction industry, but every industry across Nova Scotia.

#### LOOKING FORWARD

CANS will continue to work with key partners, stakeholders, local and regional municipalities, and government on a variety of issues facing the construction industry. Some of the critical issues and of high importance to industry are Prompt Payment Legislation and Procurement.



## TECHNOLOGY & INNOVATION

CANS will have been successful in Technology & Innovation when:

- We are the leading source of information for members about industry technology, training, education, innovations and trends.
- We are a leading promoter of construction innovation and adaption as a competitive advantage.
- Our members will have embraced and adapted technological advancements to their competitive benefits.
- When CANS members are among the most technically advanced construction communities in the world.
- Our members will have access to innovation funds and economic tools to assist them in competing successfully.

### UPDATES FROM 2017-2018 & LOOKING FORWARD

**CANSTech: The Construction Technology and Innovation Trade Show** - In early 2018, planning began for CANS Tech - a trade show for the commercial, industrial and institutional construction industry. CANSTech will ensure we are a leading promoter of construction innovation and allow our members to embrace and adapt technological advancements to their competitive benefits.

CANSTech will take place November 20, 2018 at the Cunard Centre in downtown Halifax, Nova Scotia and will unite 100+ exhibitors, sponsors and world-class speakers to showcase new technologies, upcoming trends and innovative products all under one roof.

## INDUSTRY SAFETY

CANS will have been successful in the area of Industry Safety when:

- CANS is a leading influencer of safety culture development in the region.
- CANS is the industry voice for safety related policy, regulation and legislative reform.
- Our priorities are on the policy agendas for regulatory and legislative authorities.

### UPDATES FROM 2017-2018 & LOOKING FORWARD

**CISP Working Group** - 2017-2018 saw the first full-year of the Construction Industry Safety Partnerships (CISP). The CISP, partnering with the Construction Association of Nova Scotia and the Nova Scotia Workers Compensation Board, is a volunteer working group made up of collectively chosen group members of several key stakeholder companies (CANS Members). The group's objective is to educate and assist with preventing injury to workers.

The CISP's mission is to:

- Empower our industry to create a culture of health, safety and well-being to eliminate harm to all employees.
- Educate, influence, motivate and support industry in injury reduction through collaborative efforts.
- Sustain long term culture change.
- Help workplaces improve upon their existing health and safety programs and initiate new ones for those within our industry.

In 2018 the CISP developed a construction-specific Hazard Assessment Form. The form is a free resource for employers, available for download on the CANS website. The CISP is currently working on a free Toolkit to help construction industry employers adopt and support return to work policies and procedures.

# WORKFORCE DEVELOPMENT

CANS will have been successful in the area of Workforce Development when:

- We are recognized as the leading promoter of the construction industry as an attractive and rewarding career choice
- We are a connection point for employers and employees through proactive and innovative initiatives.
- We influence workforce development programming, training, supply management and certification.
- We are a leading provider of labour market information, research and trends
- We successfully partner with underrepresented communities as a source of future workforce supply.

## UPDATES FROM 2017-2018

### CANS CONSTRUCTION CONNECTION PILOT PROGRAM // HIGHLIGHTS

In an effort to increase the number of youth exploring careers in the construction industry in Nova Scotia, CANS launched the CANS Construction Connection, a pilot program designed to provide junior and senior high school students and educators with valuable resources and connections to industry. The pilot program launched during the 2017-2018 school year. Students and educators had access to a full-time resource and point of contact, CANS Construction Connection Program Lead. The CANS Construction Connection program aimed to:

- Facilitate connections with industry
- Educate and share industry information
- Engage youth from underrepresented communities

## Highlights from 2017-2018

### *Facilitated Connections with Industry*

- Nearly 50 'youth connections' related to construction were made:
  - 14 student presentations & two workshops
  - Engaged with 450 students (over 200 female)
  - Connected six guest speakers to classrooms; Connected teachers to four field trip opportunities
  - Facilitated tours of Dexter's Institute with Bird Construction Group and Black & McDonald participating, and a tour of Ocean Contractors Limited.
  - Facilitated five job shadow/co-op opportunities
  - Connected a graduating high school student to summer employment
  - Assisted with three Youth Apprenticeship signings
  - Hosted the "APPRENTICE A TRADE" Construction Fair at Graham Creighton Junior High

### *Educated and Shared Industry Information*

- Engaged with companies from the construction industry to help bring Labour Market information and advice into the classroom, resulting in companies becoming more interested in hosting shop/site tours for students, as well as participating in career fairs and other school activities.
- Hosted the first Industry/Education Networking Lunch at CANS
- Spoke at two teacher PD sessions (in two different Provincial Regions).

### *Engaged youth from underrepresented communities*

- Advanced relationships with several aboriginal programs and communities; presented at an MK board meeting
- Met with the Black Business Initiative to strategize collaborative methods of increasing diversity in CANS Construction Connection programming
- Participated in two "Engaging Young Women workshops" for female students in grade 9 (in HRM and the South Shore).

## BUILDING FUTURES FOR YOUTH // HIGHLIGHTS

The Building Futures for Youth (BFY) program offers grade 10 and 11 students the opportunity to safely explore careers in the construction sector through paid summer work terms. Through the program, students gain experience in a construction industry occupation, earn co-operative education credits, register as construction trades pre-apprentices, make connections with industry, become eligible for scholarship opportunities, and most importantly, gather information to help make informed career choices.

This past August the program wrapped up another successful year. 74 students from all regions of Nova Scotia were matched with local host employers from within the construction industry for their 5-7 week work placement.

### 2017-2018 Building Futures for Youth Program Highlights

- A record number of female participants – 22 females accepted into the BFY program
- 31 first-time Host Employers (companies new to the BFY program)
- 29 returning Host Employers (companies who have taken on BFY students in the past)
- All students placed before July 1, 2018
- Increased social media presence
- The BFY wage subsidy program was used by 22 employers across the region

### BFY Program Partners

- Construction Association of Nova Scotia
- Nova Scotia Apprenticeship Agency
- Nova Scotia Department of Education and Early Childhood Development
- Nova Scotia Community College
- Nova Scotia Road Builders Association
- Construction Safety Nova Scotia

### 2017-2018 BFY Host Employers

AAA Plumbing & Heating	Doug & Daughter Welding	Ocean Contractors Limited
AB Mechanical	East Coast Metal Fabrication	Oxford Frozen Foods
Acker & Doucette Surveying Inc.	Firestop Enterprises	Parsons ICF Construction
Aluma Systems	Graves Electrical	Peter Watson Construction
Argus Renovations	Guildfords Group of Companies	Precision Concrete Services Ltd.
AVRCE Operations	Halifax International Airport	Quality Machining Services Ltd
Balodis Incorporated	Higgins Construction	RKO Steel Limited
Bird Construction Group	HRS Industrial	Roscoe Construction Ltd.
Bird Construction Group	I love renovations	Roymar Builders Ltd.
Black & McDonald Limited	JETCO Contracting Inc.	Ruggles Contracting
Cape Breton West Construction	L&B Electric Ltd	S. Sorenson Electric Ltd
CBVRCE Operations	Leigh Weare Wiring Services	Sancton Access Inc.
Ceres Halifax	LIG Construction	TCB Riverview Construction
Cheticamp Welding & Machine Shop	Lindsay Construction	Terra Firma Development Corporation
Clearwater Seafoods LP	M&M Sheet Metal	Turf Masters Landscaping Ltd
Cunnigham Construction	Marid Industries	Wagmatcook Band Council
Defense Construction Canada	McAdoo's Landscaping	Walker's Electrical Construction
Dexter Construction	Municipal Ready-Mix	Waycobah First Nation Band
DJ MacLean & Sons Contracting Ltd	New Minus Sheet Metal	Zinck's Mechanical Insulation Limited
DND	NSCC Burrige	
Dora Construction	Oblique Construction & Design Ltd	



# MEMBERSHIP ENGAGEMENT

CANS will have been successful in the area of Membership Engagement when:

- Membership doesn't cost, it pays
- Our membership is truly representative of all the regions we serve
- Communication from CANS is considered meaningful and vital
- We can easily and measurably provide business-to-business and person-to-person networking opportunities
- Members get the right information at the right time in the right way

## UPDATES FROM 2017-2018

In 2017-2018, CANS saw an increase in overall membership with 97 new members joining the Association which lead to growth in program and event participation. At the end of fiscal year, CANS had a total of 787 members and achieved our first ever \$1 million in membership revenue. We focused our attention on connecting with members in person, completing 75 member onboardings and 92 membership visits, ensuring members felt they were getting the highest value for their membership and a personal connection to the Association. As well, we implemented the President Welcome Calls program in which each new member receives a call from the CANS President within their first few months of membership.

This year, CANS implemented the successful Member Mixer program to boost participation in areas outside of the HRM. Mixers were held in Sydney, Moncton and Truro and received excellent feedback with 100% of survey respondents saying they would attend again and 88% saying they met new contacts relevant to their business.

To wrap up the year, CANS began the review and renewal of the CANS Advantage Loyalty program with the goal of bringing the best unique and exclusive discounts and offerings to our members and their families. The renewal took place over the Summer months with the relaunch of the program aiming to take place in the Fall of 2018.

## LOOKING FORWARD

In 2018-2019, CANS will continue to recruit new members and improve the value of membership. This will be accomplished by focusing on strengthening member engagement through face-to-face interactions, free and more low-cost offerings, and elevation of existing events. CANS will also expand on the successes of existing programs including additional Member Mixer locations and the launch of a long-term member recognition program which is set to launch in the Fall/Winter.

The Membership Lead and Manager of Member Development and Engagement will continue to strive for increased member engagement, higher renewal rates, and promotion of the construction industry and our organization to potential members, external stakeholders and the general public.

## BOWMAN AWARD RECIPIENTS: CELEBRATING 25 YEARS OF CONTINUOUS MEMBERSHIP

Each year, CANS recognizes companies that have held continuous membership for more than 25 years by presenting them with the Bowman Award. The Bowman Award is named after Earle Bowman of Fundy Construction – a past President and Honourary Life Member of CANS. To honour the efforts and grand achievements of this prolific mover and shaker in the construction industry, companies are awarded for their years of membership and displaying a degree of dedication that would make Earle Bowman proud.

## **Congratulations to all 2017-2018 Bowman Award recipients:**

Airsys Engineering Ltd.  
Alumitech Architectural Glass & Metal Ltd.  
Avondale Construction Limited  
Bird Construction Group  
Coastal Restoration and Masonry Ltd  
D.J. Lowe (1980) Limited  
Flagship Construction Limited

Harlow Construction Limited  
Linair Electric Limited  
Rikjak Construction Ltd.  
Schneider Electric Canada Inc.  
Select Ceramic Tile Centre Inc. / Bella Marble And  
Granite Inc.  
Silco Contracting Ltd.

## **CANS EVENTS // HIGHLIGHTS**

### **2017 CANS Softball Tournament, Title Sponsor: Lindsay Construction**

The 2017 Slo-Pitch Tournament was held in Dartmouth at the Springfield Lake Ball Fields on August 26 and 27. Twelve teams were accommodated in the 2017 CANS Lindsay Construction Softball Tournament in two divisions: Competitive and Fun. The Competitive Division trophy-winning team was RONA, and the runner-up was Dexter. The Fun Division trophy-winning team was J.W. Bird & Company Limited, with BELFOR as the runners-up. Congratulations to the winners, and a big thank you to all sponsors and participating teams.

### **CANS 155th Annual General Meeting, Title Sponsor: Marsh Canada**

CANS 155th Annual General Meeting, held on September 29 - October 1 at The Algonquin Resort in St. Andrews By-The-Sea, NB, was a big success. Guests kicked off the weekend with two activities: A day of golf at the Algonquin Golf Course and a Whale Watching Tour with Quoddy Links. Dinner & A Night of Comedy with CANS and James Mullinger entertained guests on Friday evening.

At Saturday's business session, delegates heard from Canadian Construction Association Chair of the 2017 Board of Directors, Chris McNally, as well as Director of CCA's Gold Seal Program, Stephanie Wallace, who presented on CCA's past year. Delegates also heard from CANS Committee Chairs about the progress that CANS has made over the past twelve months. Saturday's luncheon keynote speaker, Mr. Merv Symes, President and Chief Organizational Designer at Simplicity Designs, gave guests information about applying performance excellence principles, methods, and tools to dramatically increase their business improvement rates. CANS Board Member Gord Gamble presented Bowman Awards to B.D. Stevens Limited and to Maxim Construction Inc., and CANS Board Member Howie Doiron presented Clayton Bartlett with the 2017 Honourary Life Membership.

Delegates danced the night away in their black and white attire after dinner on Saturday evening to the musical talents of The Sasha Muise Band.

### **2018 CANS De-Icer, Title Sponsor: Toromont Cat and Battlefield Equipment**

On Friday April 27, 2018, the 2018 CANS Toromont Cat and Battlefield Equipment De-Icer brought out almost 1,800 individuals for an exceptional evening of food, entertainment and networking. Another great De-Icer crowd, this was the perfect kickoff to the construction season! Held at the Cunard Centre in Halifax, the De-Icer is our largest business networking event.

Guests enjoyed a meal of lobster, a quarter chicken dinner with half rack of ribs, sweets, mussels and refreshments, while being entertained by musical act Jeff Bonang. De-Icer attendees also enjoyed Ambassatours' shuttle bus service which transported guests to the Westin hotel, the Marriott Harbourfront Hotel, and Barrington Street in downtown Halifax at the end of the evening. This year's VIP Reception was also an overwhelming success; a special thank-you and welcome to all new CANS Members!

## **2018 CANS Spring Fling, Title Sponsor: Brandt Tractor**

It was a perfect summer-like day at the Lingan Golf & Country Club for the 2018 CANS Brandt Tractor Spring Fling Golf Tournament on Thursday May 17, 2018. Over 60 golfers enjoyed a day on the course and were thankful that the bugs held off for the tournament! Over 110 guests enjoyed the reception and dinner with tasty hors d'oeuvres and refreshments at the Membertou Trade and Convection Center.

We were pleased to have Fred Tilley from the NSCC Sydney Campus as our Guest Speaker, who followed a Welcome and Golf Prize Presentation by CANS President Duncan Williams. Entertainment by Andrew Doyle concluded the evening with some fun, Cape Breton music!

## **2018 CANS Golf Tournament, Title Sponsor: Gallagher**

The 2018 CANS Gallagher Golf Tournament was held at two of Halifax's top golf courses: the Links at Brunello and Glen Arbour Golf Course. On Thursday June 14, 2018, 304 golfers in the construction industry played their rounds, enjoyed sponsor activities, networking and our post-golf reception. Thank you to all participating golfers and congratulations to our winners. Special thanks to all our sponsors for their support and for helping make the day a huge success!

## **DEVELOPING EXECUTIVES GROUP // HIGHLIGHTS**

CANS Developing Executives Group was formed in September 2001 to encourage participation of younger members with CANS. Members in the Developing Executives Group are under 40 and work for member companies. Throughout 2017-2018, the DE Group held six events, providing them with the opportunity to meet, network and meaningfully connect with the construction industry's proven leaders.

**Meet & Greet on the Harbour** - Over 100 Developing Executives and CANS Board Members enjoyed a summer afternoon of hors d'oeuvres and networking on July 20, 2017 aboard the Tall Ship Silva, sponsored by Stanhope Simpson Insurance and Aviva Canada.

**Golf Tournament** - The day couldn't have been any better for the CANS Developing Executives Golf Tournament at the Links at Montague. Over 40 golfers enjoyed a hot summer day of golf and networking on August 11, 2017.

**Speaker Series Dinner #6** - On November 2, 2017, almost 40 Developing Executives attended the sixth installment of the CANS Speaker Series at the Halifax Old Triangle's private room, The Pantry, with a presentation about 'The Combining of Cultures and Changes,' delivered by Rene Cox, Vice President of Strategic Development at BIRD Construction.

**Bowling Night** - The Developing Executives held their fourth annual bowling tournament at the Bayers Road Bowlarama in Halifax on November 17, 2017. Almost 50 attendees enjoyed an evening of bowling, networking, pizza and prizes.

**Curling Bonspiel** - The Developing Executives had their 15th Annual Curling Bonspiel on March 2, 2018 where they enjoyed an evening of curling, networking, pizza and prizes. The event took place at the CFB Halifax Curling Club where over 70 players of all skill levels were welcomed.

**Speaker Series Dinner #7** - The seventh installment of the CANS Speaker Series was held at the Halifax Old Triangle's private room, The Pantry, on June 6, 2018. Adrian Morrison, who recently retired as Atlantic Regional Vice President of Black & McDonald Limited, was the speaker of the evening who gave the group of almost 40 attendees a lively talk on 'Forty Years of Lessons Learned.'



## INDUSTRY EDUCATION & TRAINING

CANS will have been successful in the area of Industry Education & Training when:

- CANS is the industry go-to provider of high quality accessible education and training.
- Education and training is highly customizable, nimble, and achieves high member engagement.

### UPDATES FROM 2017-2018

**Industry Education & Training Courses** - In 2017-2018, CANS' Industry Education and Training continued to grow and introduce new course offerings to better meet membership needs – over 600 people enrolled in CANS courses. Of these numbers, over 150 different companies participated. A strong focus in 2017-2018 was on providing free information sessions to our members – over 200 people enrolled in 15 CANS Industry Trend Sessions.

**Corporate Private Training Sessions** - Throughout 2017-2018, CANS assisted member companies in developing seven Corporate Private Training sessions. In addition, CANS continues to assist members with securing funding support for their organizations training initiatives. CANS has helped organizations receive between 50% and 100% in funding for training, depending on their eligibility.

**Gold Seal** - CANS 2017-2018 Industry Education & Training Course Catalogue is Gold Seal Accredited - over 50 courses and approximately 63 Gold Seal credits (378 hours of training) that members can take and apply towards their Gold Seal Certification. 26 professionals from Nova Scotia's construction industry obtained their Gold Seal Certification (GSC) in 2017-2018.

**CANS Connect** - To offer better service to the construction industry across Canada, CANS became the only Association offering the mandatory in-class portion of Construction Ethics via CANS Connect, offering member pricing for this course to anyone across Canada that is part of another Construction Association. In 2017-2018, 28 people joined courses via CANS Connect from Moncton, NB; Trenton, NS; Prince George, BC; Sydney, NS; Antigonish, NS; and Regina, SK.

**Lean Construction** - In 2017-2018, CANS obtained funding to offer the Associated General Contractors of America's Certificate of Management in Lean Construction to our members at 50 - 100% discount. In February 2018, CANS hosted the four-day cohort training for 15 members - all 15 have successfully completed the program and now hold the CM-Lean designation. CANS is continually working towards building a community of practice and sustainability of Lean Construction in Nova Scotia, hosting another provincially funded CM-Lean Program in September 2018. 20 members are scheduled to attend this four-day cohort.

**WIPSI Discounts** - Through our strong partnership with the Province of Nova Scotia WIPSI Program, eligible CANS members received 50% off all Industry Education and Training Courses upfront, with 73-member companies participated in this funding program. In 2018-2019 CANS looks forward to continuing our strong partnership with the Province of Nova Scotia WIPSI Program.

### LOOKING FORWARD

Looking forward to 2018-2019, CANS will continue to focus on the accessibility, availability and relevancy of the courses and training we offer. To achieve this, CANS will continue to develop strategic partnerships with third party providers, educational institutions and other organizations. CANS will be proactive on identifying emerging education and training needs and increase promotion of what is available to members through CANS Industry Education and Training.

## PROJECTS // HIGHLIGHTS

Year over year, CANS members continue to rank Projects and Tenders as the most important service CANS offers. To ensure that CANSnet is the most comprehensive Projects and Tendering service in Atlantic Canada, CANS continues to monitor trends and member feedback, making ongoing improvements to meet member and industry needs.

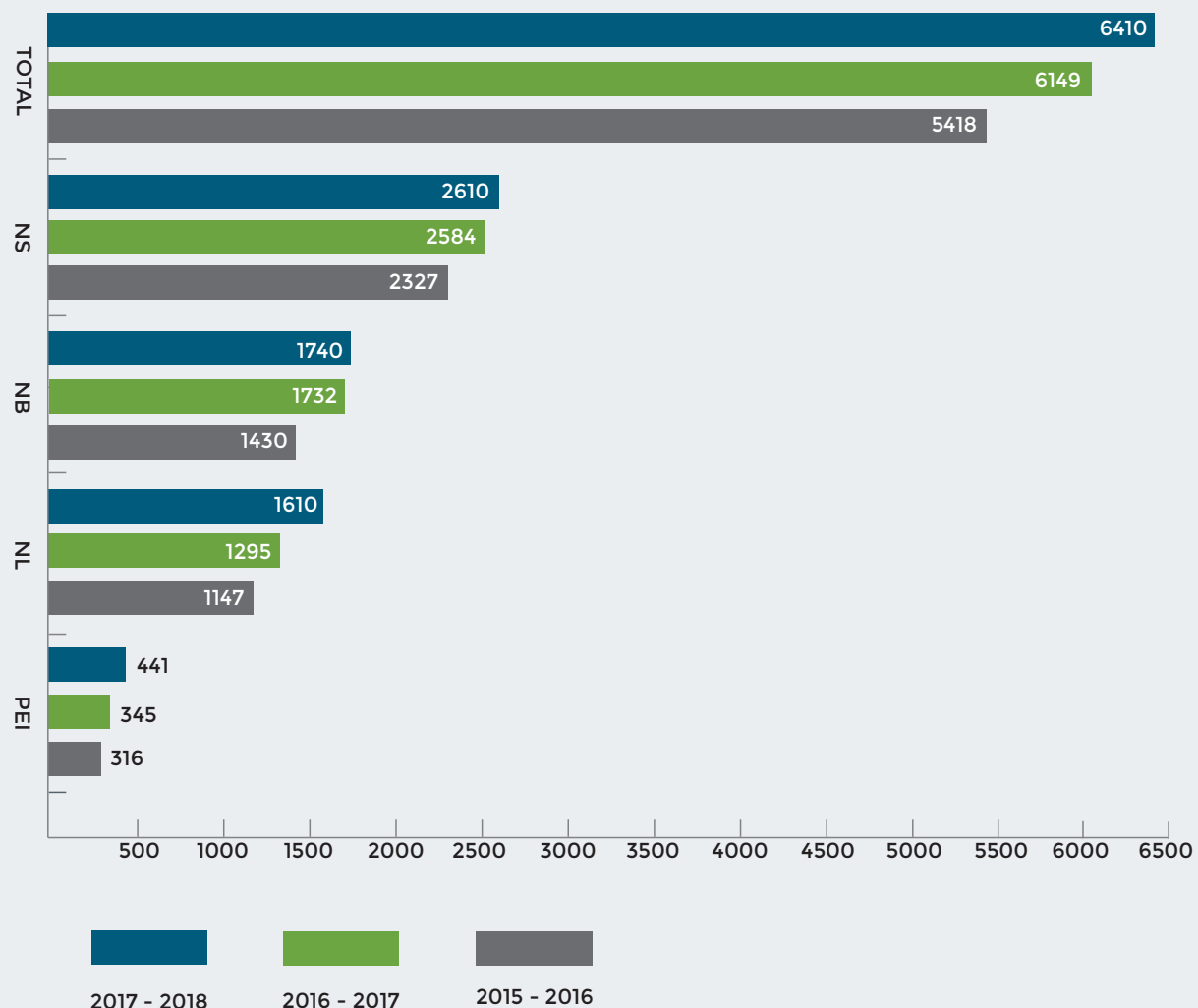
Our Projects Team continues to work diligently to ensure all project information is posted and available within four hours of receipt. The Projects Team has seen a year-over-year increase in tenders not only due to project increases, but the scope that is brought in to accommodate our growing membership. In our 2017-2018 fiscal year, we saw a 10% increase in the number of projects posted from our 2016-2017 fiscal year.

CANS has five Commissioners of Oath on staff - four in our Dartmouth location and one in our Cape Breton location. In January 2017, CANS began tracking the number CCDC 9 Statutory Declarations our Projects Team has signed. Since then, we have signed more than 6,400 CCDC 9 Statutory Declarations, a number that is steadily increasing every month.

In October 2017, CANS launched The Pipeline Report, a section of Projects to give light to potential or upcoming construction projects in the Atlantic provinces. Since then, there has been over 900 upcoming pipeline projects added to CANSNet with many getting updates.

Looking forward, CANS will work towards even more aggressive benchmarks for posting projects, streamlining tenders by working closely with Owners and Tender Calling Authorities, working to bring in more private projects and tenders, and broadening the scope of tenders to meet the needs of members.

### PROJECT COUNT YEAR OVER YEAR



# 10 YEARS OF OPENING DOORS TO EDUCATION FOR NSCC STUDENTS



**Moira Frier**, an Industrial Engineering Technology student at Ivany Campus, and a 2017 **Dexter Construction Award** recipient, is looking forward to her new career, and to encouraging other women to pursue an education in trades and technology.

*"With your help, I will be able to afford the training that is required to become an Industrial Engineer. You are helping me reach my goal of finding fulltime, year-round work that will allow me to live in Nova Scotia and eventually support a family."*

## 10 YEAR CANS GIVING SNAPSHOT

**nscc**  
Foundation



**82**

CANS DONORS

**327**

AWARDS  
DISTRIBUTED

For the past 10 years, **CANS members** have been working with Nova Scotia Community College, **opening doors** to construction-related programs across the province.

Through these **generous awards**, more students are **overcoming financial barriers** on their path to a potentially life-changing education.

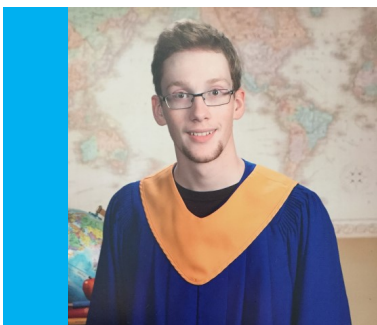
This support ensures students are able to gain the skills they need to embark on **fulfilling careers** with local companies and become community contributors. **On behalf of NSCC students and the NSCC Foundation, thank you!**

**\$363,700**

DISBURSED  
TO STUDENTS

**\$1.68M**

IN ENDOWED  
FUNDS



**Jayson Gardner**, a plumbing student at Annapolis Valley Campus and a 2018 recipient of the **CANS Building Futures for Youth Award**, credits his experience in the O2 Program and the CANS Building Futures for Youth Program with providing a foundation for a brighter future.

*"I would like to say thank you for the contributions made so I can further my education to become a more successful and better individual than I am now."*

# THANK YOU.

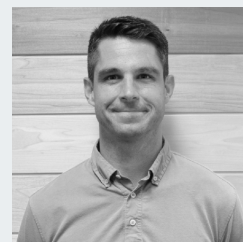
## CANS STAFF



**DUNCAN WILLIAMS**  
President



**SHERYL FARRINGTON**  
Executive Assistant



**ALAIN LEFEBVRE**  
Manager, Industry Education  
& Workforce Development



**MELODY HILLMAN**  
Manager, Member  
Engagement & Development



**ROB LEWIS**  
Manager, Financial Services



**COLLEEN FISKE**  
Manager, Marketing &  
Communications



**LESLEY WHYNOT**  
Manager, Projects &  
Information Services



**BRITNEY MACNEIL**  
Events Lead



**NATALIE BOBBITT**  
Sponsorship Lead



**VANESSA GREENCORN**  
Membership Lead



**CHANTAL ARSENAULT**  
Industry Education &  
Training Lead



**MICHELLE PETERS**  
Building Futures for  
Youth Lead



**LORI ROGERS**  
Building Futures for  
Youth Lead



**LYNDA SELLON**  
Member Services Specialist



**TANYA REDDICK**  
Member Services Specialist



# CANS 2017-2018 BOARD OF DIRECTORS

**Chad Wiesner, Chairman**  
CABCO Communications Group

**Charles Savoie**  
Black & McDonald Ltd.

**Allan MacIntosh**  
MARCO

**Tom Skinner, Incoming Chairman  
& Treasurer**  
RKO Steel Limited

**Dave MacGregor**  
MacGregor's Custom Machining Ltd

**Gordon Shupe**  
Coastal Entrance Solutions

**Rene Cox, Immediate Past  
Chairman**  
Bird Construction Group

**David Wood**  
Municipal Contracting Ltd.

**Gordan Gamble**  
Iron Dog

**Victoria Stanhope**  
Stanhope Simpson Insurance Ltd.

**Heather Cruickshanks**  
L.E. Cruickshanks Sheet Metal

**Duncan Williams**  
CANS President

**Matt Sancton**  
Sancton Group Inc.

**Devin Hartnell**  
Lindsay Construction Limited

**Tim Houtsma**  
Marid Industries Ltd.

**Howie Doiron**  
Lindsay Construction Limited

**Todd MacEachern**  
Wilsons Fuels Co. Ltd.

**Tom Gouthro**  
Nova Scotia Department of  
Transportation & Infrastructure Renewal



**Standing, Left to Right:** Gordon Shupe, Howie Doiron, Dave MacGregor, Devin Hartnell, Matt Sancton, Allan MacIntosh, Charles Savoie, Heather Cruickshanks

**Sitting, Left to Right:** Victoria Stanhope, Duncan Williams, Chad Wiesner, Tom Skinner, David Wood

**Missing:** Gord Gamble, Todd MacEachern, Rene Cox, Tim Houtsma, Tom Gouthro



# CANS PAST CHAIRMEN AND PRESIDENTS

## PAST CHAIRMEN

2018 Chad Weisner, CABCO Communications Group  
2017 Rene Cox, Bird Construction  
2016 Matt Brunt, Bird Stairs  
2015 Rylan MacDow, The Shaw Group  
2014 John Flemming, Ocean Contractors Ltd.  
2013 Cory Bell, J.W. Lindsay Enterprises Ltd.  
2012 Brendan Nobes, RCS Construction Inc.  
2011 John Volcko, PCL Constructors Canada Inc.  
2010 Peter Macnab, VICWEST  
2009 David Wood, Municipal Contracting Ltd.  
2008 Tom Vincent, Atlantica Mechanical  
2007 Royce Williston, Higgins Construction  
2006 Clayton Bartlett, Roclan Industries  
2005 Ernie Porter, J.W. Lindsay Enterprises  
2004 Ken Seaward, Aluma Systems  
2003 Tim Nobes, Sigma Construction  
2002 Adrian Morrison, Black & McDonald Limited  
2001 David Wilson, Wilcraft Concrete Services  
2000 David Bancroft, Northstar Construction  
1999 David Oulton, Marid Industries  
1998 Gary Dean, Robert McAlpine Ltd.  
1997 Cliff Dahms, Able Equipment  
1996 Paula Webber, Scotia Roofing Contractors  
1995 Haluk Alemdar, Seaport Contractors  
1994 Erik Twohig, G.S. Concrete Products  
1993 Rod Kerr, Waterworks Construction  
1992 Edgar Goguen, Arrow Construction Products  
1991 Larry Macdonald, Black & McDonald Limited  
1990 Gerry Blom, Kidston Glass  
1989 Harry Poole, Woodlawn Construction  
1988 Jack Flemming, Ocean Contractors  
1987 George Himmelman, Halifax Heating  
1986 Jack Logan, Bird Construction Products  
1985 Keith B. MacRae, Dineen Construction  
1984 Clyde J. O'Malley, O'Malley Electric  
1983 Leslie R. White, Fundy Construction  
1982 G.A. Amirault, Croft Metal Products  
1981 Robert M. Murray, Fraser Brace Maritime Ltd.  
1980 C. Mark Cleary, Western Electrics  
1979 Donald J. Gillis, Gills Fence

1978 Bruce K. Gordon, Cromarty Construction  
1977 Douglas S. Waller, Waller Agencies  
1976 Ronald F. Harris, Lundrigans  
1975 Ian C. MacInnes, Ian MacInnes Enterprises  
1974 Tunis Obdam, Western Plumbing  
1973 W.L. Giffin, Fundy Construction  
1972 S.E. Acker, L.E. Shaw  
1971 V.C. Woodworth, V.C. Woodworth (1964) Ltd.  
1970 David MacNab, David MacNab & Co.  
1969 John R. Fiske, Stevens & Fiske Construction  
1968 F.J. Creaser, Halifax Heating  
1967 A.P. Mills, Guildfords  
1966 Earl Bowman, Fundy Construction  
1965 H.G. Rounsefell, Steen Mechanical  
1964 R.C.T. Stewart, Cameron Contracting  
1963 D.W. Salsman, Parker Brothers  
1962 J.R. Matheson, Hillis & Sons Ltd.  
1961 F.C. Hudson, Annapolis Valley Construction  
1959 A.E. MacMillan, Fundy Construction  
1958 C.P. Roper, Roper Agencies  
1957 W.A. Chaddock, W.A. Chaddock & Co.  
1956 C.C. MacDonald, C.C. MacDonald Ltd.  
1955 W.J. Carter, Carter & Smith Ltd.  
1954 A.G. Sullivan  
1953 E.C. O'Leary, MacDonald Construction Co.  
1949 E.L. Woolcombe  
1948 D.F. MacIssac  
1947 W.M. Gould  
1946 B.A. O'Leary  
1941-43 G.W. Miller, Kenny Construction  
1938 Harry L. Roper, Brookfield Construction  
1937 Frank Reardon  
1936 A.F. Dyer  
1934 J.H. Conn  
1932-33 Hon. A.S. MacMillan, Fundy Construction  
1929 G.E. Hagen  
1929 E.J. Gillis, Gillis Co.  
1928 J.E. Gould  
1927 J.C. Harris  
1921-26 W.G. Foley  
1920 Henry Roper, Brookfield Construction  
1889 S.M. Brookfield, Brookfield Construction  
1862 John Brookfield, Brookfield Construction

## ADDITIONAL PAST PRESIDENTS

*(Years Served Unavailable)*

J.W. Brookfield, Brookfield Construction  
F.J. Cummings  
J.A. Currie  
A.D. Faulkner  
Jas. Farquhar  
G.M. Hagen  
M.E. Keefe  
A.A. McDonald  
J.A. MacInnes  
S.A. Marshall

## CANADIAN CONSTRUCTION ASSOCIATION CHAIRMEN FROM NOVA SCOTIA

1989 Jack Flemming, Ocean Contractors  
1979 Ian MacInnes, Ian MacInnes Enterprises  
1971 R.C.T. Stewart, Cameron Construction  
1961 A.G. Sullivan

## MECHANICAL CONTRACTORS ASSOCIATION OF CANADA CHAIRMEN FROM NOVA SCOTIA

2004/05 Tom Vincent, Sayers & Associates  
1998/99 Lloyd MacLean, Wm. MacKay Plumbing & Heating  
1995/96 Adrian Morrison, Black & McDonald Ltd.  
1976/77 J. Powers, Power Brothers  
1960/61 A.F.C. Marsh  
1902/03 F. Powers, Power Brothers

# CANS 156TH ANNUAL GENERAL MEETING

**SEPTEMBER 28 - 30, 2018**  
**KELTIC LODGE AT THE HIGHLANDS, CAPE BRETON, NOVA SCOTIA**

## EVENT PROGRAM

### Friday, September 28, 2018

8:00 - 10:00 am	Early AGM Registration
8:30 am	Golf Tournament Registration, The Cape Breton Highlands Golf Course
9:00 am - 1:30 pm	Local Activity: Guided Hike, Painting Class & Lunch
9:30 am	Golf Tournament Shotgun Start, The Cape Breton Highlands Golf Course
3:00 - 6:00 pm	Late AGM Registration
6:30 - 7:00 pm	Pre-Dinner Reception
6:30 - 9:30 pm	Children's Program: Taco Bar, Painting Class, Sundaes & Games
7:00 - 9:30 pm	Dinner
9:30 pm	Kitchen Party with Mac & Hawes

### Saturday, September 29, 2018

7:00 - 10:00 am	Buffet Breakfast
7:30 - 9:30 am	AGM Registration
9:00 am - 12:00 pm	Annual General Meeting & Business Session
10:20 am	Coffee Break
11:00 am - 2:30 pm	Children's Program: Scavenger Hunt, BBQ & Craft
12:00 pm	Awards Luncheon & Presentations
Free Afternoon	
5:30 - 6:30 pm	VIP Reception - By Invitation Only
6:30 - 7:00 pm	Pre-Dinner Reception
6:30 - 9:30 pm	Children's Program: PJ Party! Pasta and Salad Bar for dinner, Popcorn and a Movie
7:00 pm - 1:00 am	Dinner & Highland Fling with Kintyre

### Sunday, September 30, 2018

7:00 - 10:00 am	Buffet Breakfast
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**Download CANS 156th AGM App**  
**to stay up-to-date on the schedule of events, activities,**  
**and sessions. The CANS AGM App is available for all**  
**AGM delegates, including guests and spouses.**

Print Sponsor:



## ABOUT CANS

CANS represents more than 780 large and small companies throughout Atlantic Canada that build, renovate, and restore non-residential buildings, roads, bridges and other engineering projects.

Since our inception 156 years ago, CANS continues to provide unparalleled service to our members in the areas of:

- Projects & Documents
- Membership Services
- Industry Education & Training
- Industry News & Advocacy
- Events & Networking

## WHO WE WORK WITH

- Owners and Tender Calling Authorities
- General, Sub and Trade
- Contractors
- Suppliers
- Manufacturers
- Design and Engineering Community
- Municipal, Provincial and Federal Governments

## VISION STATEMENT

The Construction Association of Nova Scotia is the leading voice of the construction industry, respected by members, government, industry and the public as a provider of the highest quality and value added services.

For CANS history, check out our history book [www.cans.ns.ca/historybook](http://www.cans.ns.ca/historybook)

## Get In Touch

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