



CONSTRUCTION
ASSOCIATION OF NOVA SCOTIA

Building with Skill and Integrity Since 1862

2013-2014

**CONSTRUCTION ASSOCIATION
OF NOVA SCOTIA**

**ANNUAL REPORT HIGHLIGHTS,
TREASURER'S REPORT, AND
AUDITED FINANCIAL STATEMENT**





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NOTICE OF THE 152ND ANNUAL GENERAL MEETING

The 152ND Annual General Meeting of the Construction Association of Nova Scotia (CANS) will be held at 11:00 a.m. on Saturday, October 4th, 2014 at Rodd Brudenell River Resort, PEI. This year's Honourary Life Member will be Tim Nobes.

A full Annual Report and financial statements will be presented at the AGM and is available to members not in attendance. To register for the AGM, please see the Registration Calendar on the CANS website at www.cans.ns.ca.

CHAIRMAN'S MESSAGE



Two years ago at our AGM CANS celebrated 150 years as the leading voice for our industry. We spent the weekend reflecting on and celebrating our past successes and the impressive 150 year history of the Association.

At last year's AGM we launched a new CANS brand and a number of exciting new initiatives. We spent the weekend looking forward to where we saw the industry growing in 5, 10 and 15 years and what we would need to do as an Association and an industry to achieve these goals.

This year we took a look back on this past year and all that we have accomplished in just a short time.

From an advocacy perspective 2013-14 was an extremely busy year focused on relationship building and the advancement of issues affecting all aspects of the industry.

The Provincial election held in June 2013 saw a new Liberal majority government take shape, CANS lobbied throughout the campaign on the issues we knew were important to both members and the industry and throughout the year continued to ensure the voice of industry was at the table.

CANS also continued to build and strengthen relationships with Municipal government hosting the second Council and Construction with Halifax City Council and Mayor Savage. Throughout this coming year CANS will reach out to other municipalities in the province.

Throughout 2013-14 CANS worked with the province to review Nova Scotia's apprenticeship system and saw the development of a new industry-led, industry-driven Nova Scotia Apprenticeship Agency. CANS also continued working with the Province and Municipalities to develop and revise the Nova Scotia Construction Guidelines, and began lobbying the Province for Prompt Payment Legislation in Nova Scotia that would establish minimum norms for payment schedules in the construction industry.

From a program and member services perspective, 2013-14 was all about creating new offerings to meet the needs of industry, not just today, but well in to the future.

CANS Connect completed its first year with over 100 participants from across the Atlantic Region accessing training. Members also used this state-of-the-art system to hold virtual boardroom meetings connecting employees from multiple job sites at minimal cost and enhanced productivity.

CANS partnered with Dalhousie University to develop a program designed to meet the needs of emerging and well established leaders in the construction industry. This Executive Certificate in Construction Leadership enables candidates to develop critical leadership and sector specific behaviours, attitudes, skills and competencies in order to increase productivity, innovation and competitiveness. Applications opened in Spring 2014 with the first cohort beginning classes in October 2014.

CANS Advantage also saw a great deal of success in its first full year with Member companies and their employees taking advantage of the 16 program offers and discounts. Year two of CANS Advantage has now launched and includes even more unique and exclusive offers.

Another huge undertaking in 2013-14 was the creation of the CANS Online Bidding System. The first phase of this project, which is for Trade Contractors, underwent over 12 months of development, training, and testing with owners and tender calling authorities. This new Online Bidding System will ultimately make the construction procurement and bid process easier by improving access, efficiency, and transparency.

CANS was proud to announce at the 2014 De-Icer Networking Event that it, along with the generous support of the industry, launched a monumental fundraising campaign for the IWK Children's Hospital. Our contribution will help re-build a state-of-the-art neonatal intensive care unit. This campaign is centered around building a better community for our families, our neighbors and our friends. Together, CANS members have raised \$1.5 million for the NICU.

And finally CANS received the 2013 Partner Association of the Year Award at the Canadian Construction Association's National Awards Ceremony in March 2014. This award recognizes innovation, creativity and commitment to the advancing interest of our membership and our industry.

I encourage you to take the time to read through this Annual Report which outlines all that CANS and the industry achieved throughout 2013-14 and what we have in store for the upcoming year.

It has been a pleasure and an honour to serve as your Board Chairman this past year and to be part of some-thing I know has a real impact on our ever changing industry. I would like to take this opportunity to thank the members of the Board of Directors, Duncan and the CANS staff.

John Flemming
Chair of the Board

PRESIDENT'S MESSAGE



When I first joined CANS in 2011, one of my first undertakings was to lead the Association into a new strategic planning process. That fall, we embarked on a province wide consultation with members, stakeholders, partners and our leadership volunteers. The process not only engaged stakeholders in a conversation about the value of our organization, but brought about a fundamental rethinking about our role and how we would remain relevant. The process also provided insight into the challenges and opportunities facing the industry, further shaping our future and our role in the industry.

We launched the strategic plan in the fall of 2012 after more than a year of surveys, focus groups, retreats, one-on-one meetings, town hall meetings, etc. At the time the goals and priorities set out in the Plan seemed lofty - a lot would need to change in the way CANS operated internally and in how we externally engaged members, stakeholders, industry and the public. But we knew one thing - in order to play the role we aspired to and do our part to move the industry forward, this change would be necessary and we were up to the challenge.

Now midway through this Strategic Plan, I am happy to report that we are well on track with the goals we set out to achieve. We are a stronger, more relevant Association that looks to future trends and best practices, and perhaps even more importantly, is setting trends, building new relationships, and implementing new technology that will position us for success.

As you will see in this year's Annual Report, 2013-2014 was a year of continued growth. From the development of our new brand to the creation of new regional events, and the success of CANS Connect to the launch of CANS Online Bidding System for Trade Contractors, CANS continued to make bold moves to lead the pack while many Associations across the country, unfortunately, continued to struggle.

This past year CANS was recognized for our growth and development over the previous two years having been awarded the 2013 Partner Association of the Year Award from the Canadian Construction Association's National Awards Program. While this is a tremendous honour and validates the hard work that the Association has been doing on our member's behalf, it also reminds us that we cannot rest on our laurels. With two years left to go in this iteration of the Strategic Plan, we must continue to keep our eye on the prize, continue to excel, work even harder to expand our services, be on the bleeding edge of trends and technology, continue to find new ways to engage our members, and build even stronger relationships with stakeholders.

In the coming year we will begin preparing for the next iteration of the Strategic Plan. We will be once again be looking for your feedback and input through surveys, focus groups, and visioning sessions to establish and validate the priorities of the Association. I encourage each and everyone one of you to share your thoughts and ideas and to help us shape the future of CANS and the industry.

I would like to extend my heartfelt appreciation to our exceptional staff and volunteers for their dedication and commitment to the industry and our members.

Duncan Williams
President

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, 2014. 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 Earnings for the year ended June 30 were \$22,375. This surplus was the result of another positive year with a slight increase in overall revenue, \$1,770,000 this year compared to \$1,762,000 in the previous fiscal year. Our Revenue continues to show diversification with non-membership fees such as Building Futures, Special Events, Promotions and Industry Education and Training representing over 40% of total Revenue.

Expenditures of \$1,747,000 were \$22,000 less than budget due to lower costs in several categories such as Travel, Professional fees, Special Events and Industry Education. The Operating Surplus allowed for transfers of \$15,000 to the Building Future Fund, the Special Events & Projects Fund, and Strategic Plan Fund.

The Balance Sheet continues to show the Association's strong financial position, with total assets of \$1,608,000. Current Liabilities and Deferred Revenue totaled \$866,000. Unrestricted assets totaled over \$475,000 with another \$267,000 in Reserved Funds.

Our reserves along with other funds are invested primarily in Guaranteed Investments and other interest-bearing vehicles. The Association's investment policy is conservative, and as outlined in Note 4 to the financial statements has as its objectives, preservation of principal, maintenance of liquidity, and maximization of return within these parameters.

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

Chris Sangster, CGA
Treasurer

CONSTRUCTION ASSOCIATION OF NOVA SCOTIA
SUMMARY STATEMENT OF FINANCIAL POSITION

AS AT JUNE 30, 2014

	2014	2013
	\$	\$
ASSETS		
Cash and short-term investments	1,262,542	1,399,480
Other current assets	108,510	24,627
Capital assets, net of accumulated amortization of \$805,401 (2013- \$745,315)	237,606	285,976
	1,608,658	1,710,083
LIABILITIES AND NET ASSETS		
Deferred revenue	608,501	727,754
Other current liabilities	257,627	260,274
Net Assets - Restricted Funds - Building Futures Fund, Special Events & Projects Fund, Strategic Plan Fund and Information & Technology Fund	266,969	253,869
Net Assets - Operating Fund	475,561	468,186
	1,608,658	1,710,083

SUMMARY STATEMENT OF OPERATIONS

FOR THE YEAR ENDED JUNE 30, 2014

REVENUES		
Membership dues	928,193	931,561
Special events	319,698	362,243
Other revenues	521,932	468,048
	1,769,823	1,761,852
EXPENSES		
Salaries	671,043	603,525
Occupancy	127,612	128,279
Canadian Construction Association fees	89,080	87,146
Special events	239,556	282,159
Amortization	57,910	53,219
Other expenses	562,247	495,207
	1,747,448	1,649,535
NET INCOME FOR THE YEAR	22,375	112,317