

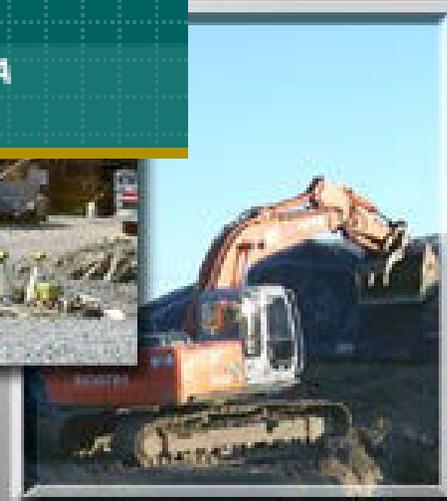


BCCA

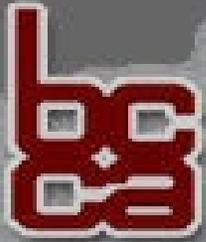
British Columbia Construction Association



UNBC UNIVERSITY OF
NORTHERN BRITISH COLUMBIA



Building BC's Future!

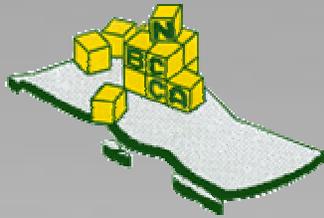


BCCA

British Columbia Construction Association

- Largest construction association in BC
- Operating since 1971
- Member of the CCA
- Provide leadership, representation, and service to BC's construction industry

Regional Associations



Northern BC



Southern Interior

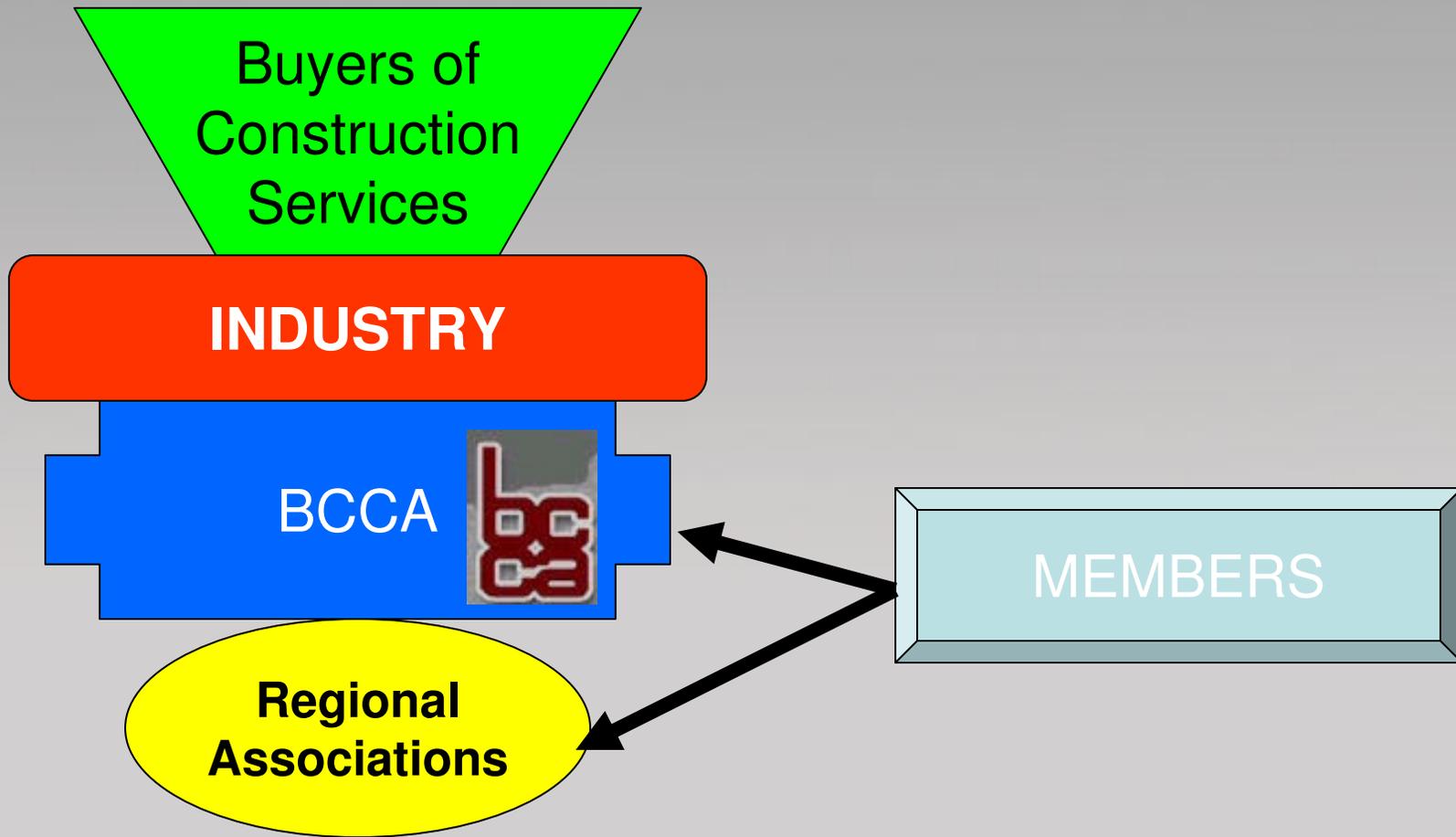


Vancouver Island



Vancouver Regional

BCCA System





BCCA

British Columbia Construction Association

*Building
BC's
Future*



Who BCCA Represents

- Over 1800 member firms
 - Union 30%
 - Open shop 70%
- Institutional, Commercial and Industrial (ICI)
- HiRise





BCCA Members

General Contractors (30%)

Specialty Contractors

Heavy Constructors and Road
Builders

Industrial Contractors

Manufacturers and Suppliers

Standards & Practices

Standard Documents

Pre-Qualification

Project Manual

Bid Depository

E-Bidding

Locates

(Common Ground
Alliance)



Additional Activities

COCA & Partners

CSABC

Group Benefit Plan

Canadian
Construction
Association

Builders Without
Borders

Program
Administration



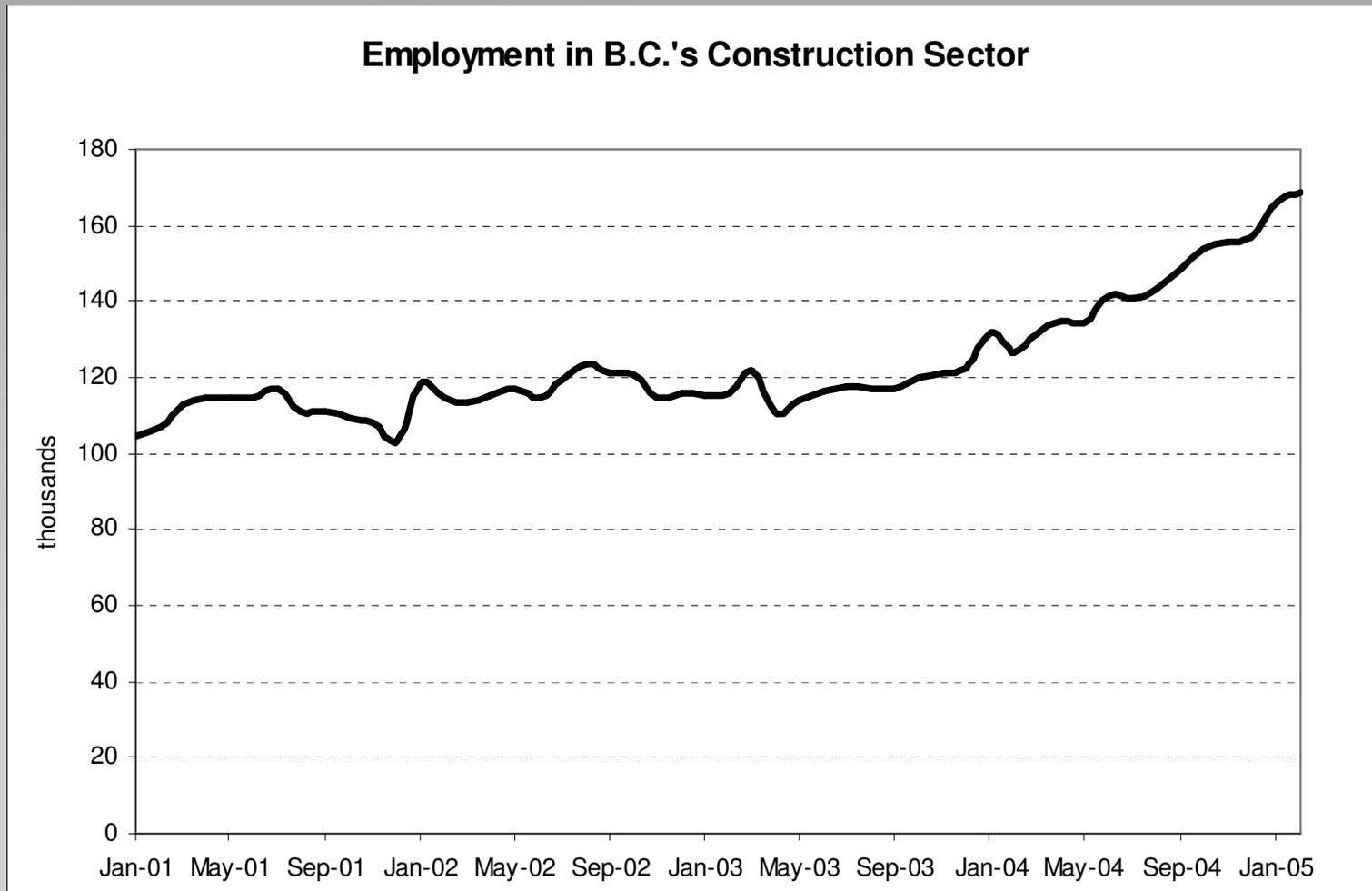
BC Construction Industry

- Employs over **160,000** British Columbians
- Over **8 %** of the province's workforce
- Earnings total nearly **\$3 billion/year**
- Contributes **\$15 billion** or **15%** of BC's GDP

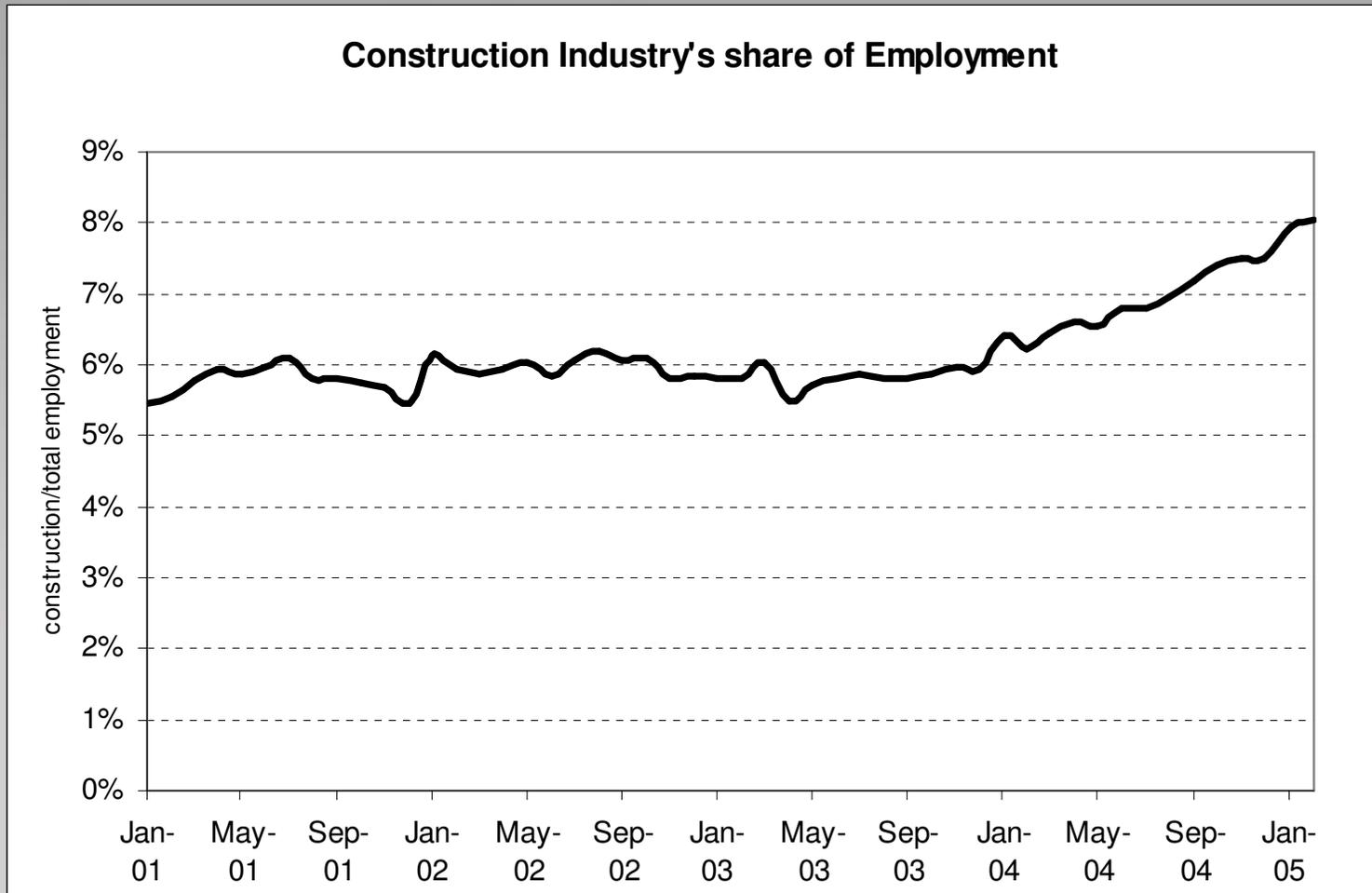


Increasing Employment

Employment in B.C.'s Construction Sector



Share of Employment



Long Term Projects

Most Current Major
Projects List

102 BILLION Plus

Olympic related
construction

Other long term capital
projects

Highway infrastructure
projects, 3.5 billion
Gateway Project



Long Term Projects

Most Current Major
Projects List

102 BILLION Plus

25 % are located in the
North

10% of the population
Magnifies the
challenges

CSC LMI Report

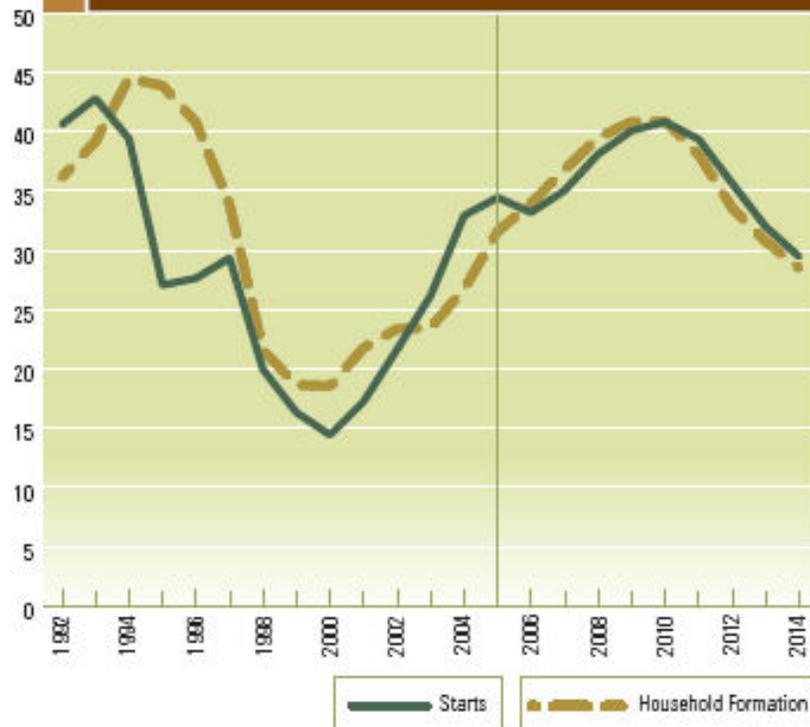




BCCA

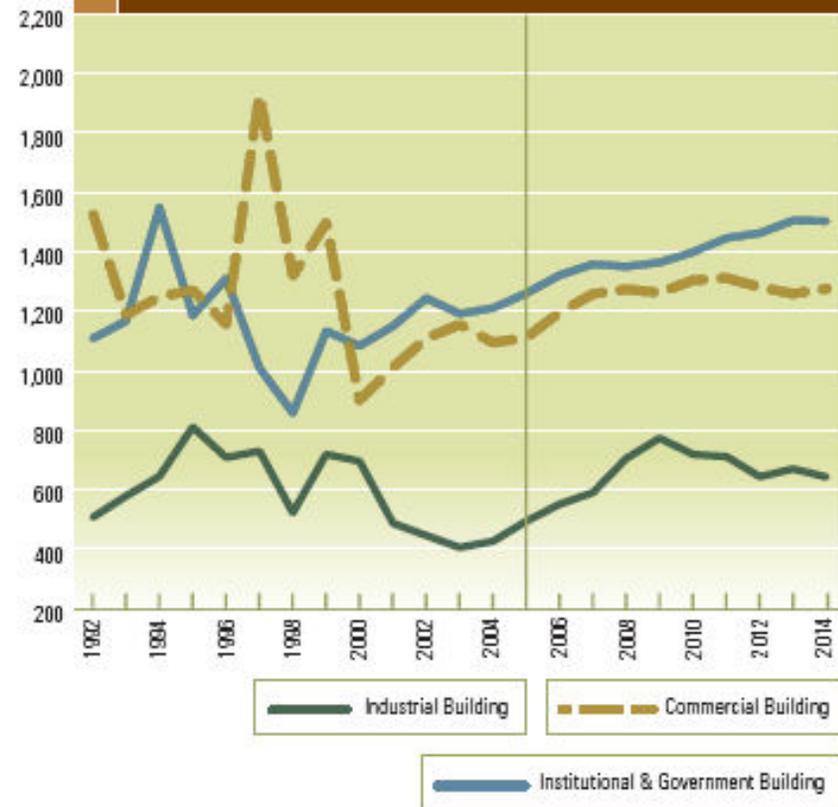
British Columbia Construction Association

Figure 2
HOUSING STARTS AND
HOUSEHOLD FORMATION (000's)



Source: CMHC, Statistics Canada. Analysis: Construction Sector Council.

Figure 3
NON-RESIDENTIAL BUILDING
CONSTRUCTION INVESTMENT
(\$1997 MILLIONS)



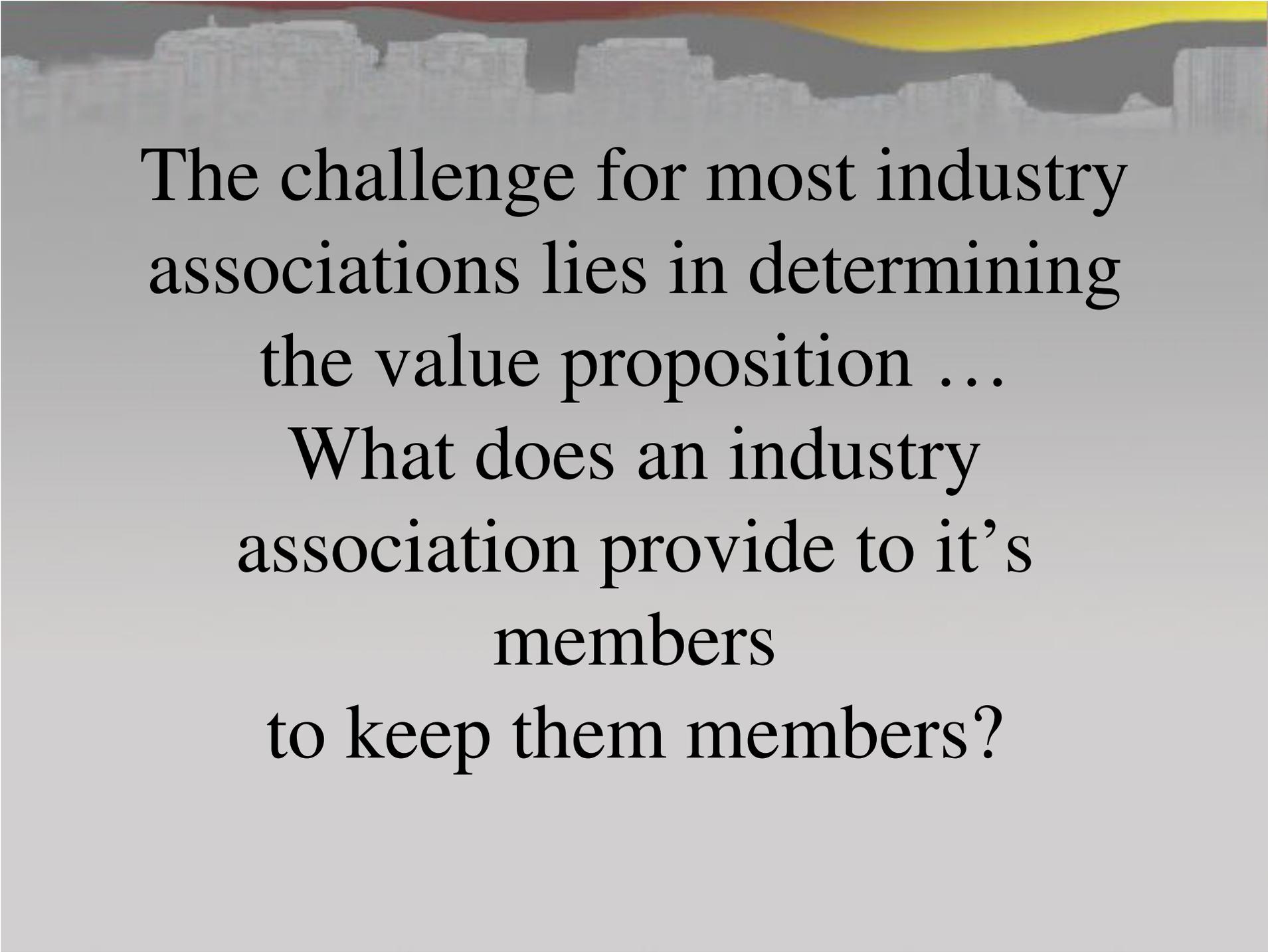


BCCA

British Columbia Construction Association

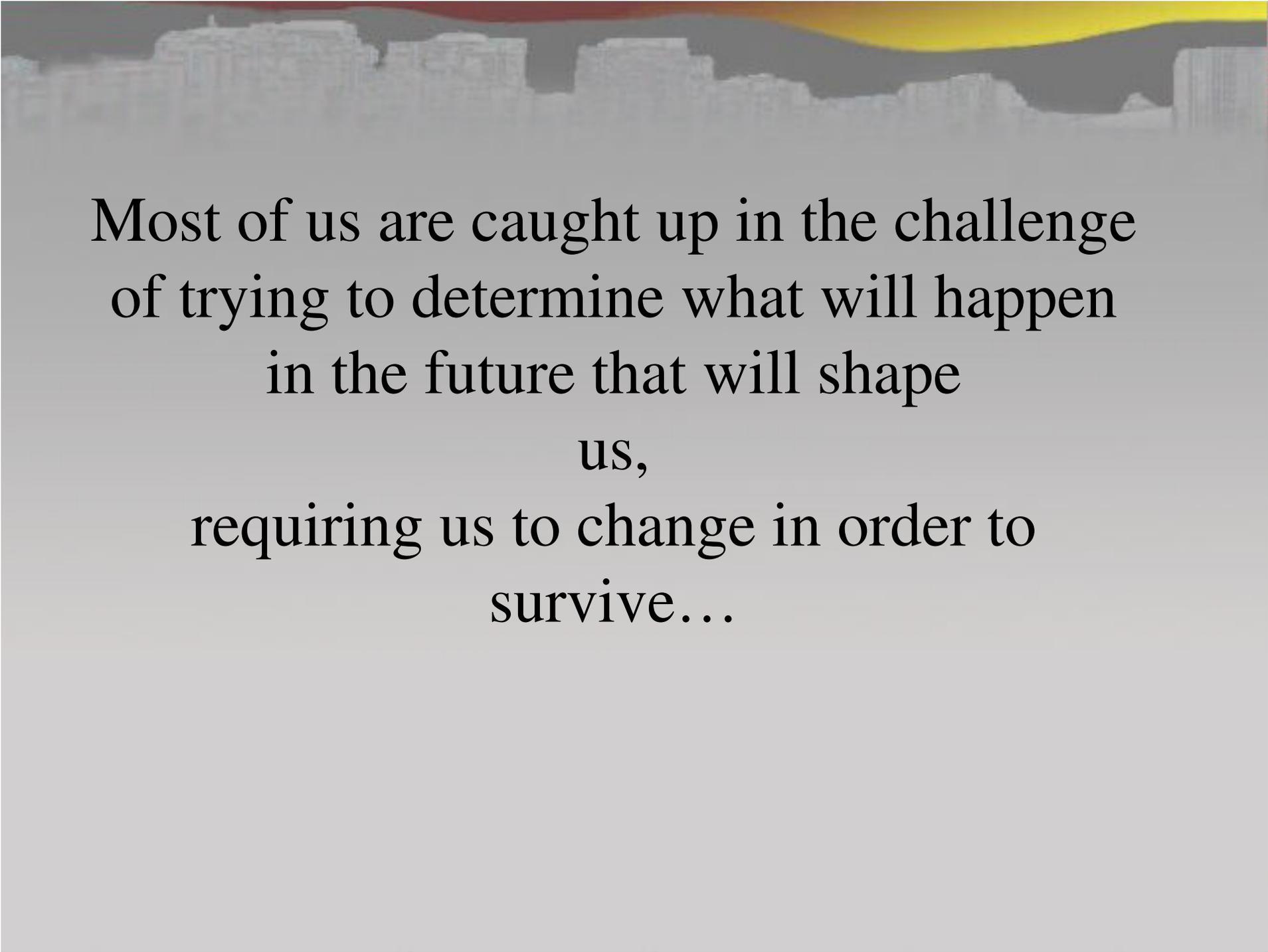
TABLE 7 MARKET RANKINGS AND COMMENTS FOR TRADES AND OCCUPATIONS IN BRITISH COLUMBIA

Trades	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014
Boilermakers	5	5	4	4	4	3	3	2	3	3
<i>Comments: Current tight conditions persist until 2009-2010, Replacement demand and job opportunities outside construction may balance markets later in the period.</i>										
Bricklayers	4	3	3	3	3	3	3	3	3	3
<i>Comments: Current tight conditions ease as housing pauses in 2006, but employment remains high until 2010. Replacement demand will be an issue later in the period.</i>										
Carpenters	4	3	4	3	3	3	3	3	3	3
<i>Comments: Current tight conditions ease as housing pauses in 2006, but employment remains high until 2010. Replacement demand will be an issue later in the period.</i>										
Concrete Finishers	4	3	3	3	3	3	3	2	2	2
<i>Comments: Current tight conditions ease as housing pauses in 2006, but employment remains high until 2010. Replacement demand will be an issue later in the period.</i>										
Construction Managers	4	3	3	3	3	3	3	3	3	3
<i>Comments: Current tight conditions persist until late in the period, Replacement demand and job opportunities outside construction may balance markets then.</i>										
Construction Millwrights and Industrial Mechanics (except textile)	4	4	4	4	4	3	3	3	3	3
<i>Comments: Current tight conditions persist until late in the period, Replacement demand and job opportunities outside construction may balance markets then.</i>										
Contractors and Supervisors	4	3	3	3	3	3	3	3	3	3
<i>Comments: Current tight conditions persist until late in the period, Replacement demand and job opportunities outside construction</i>										

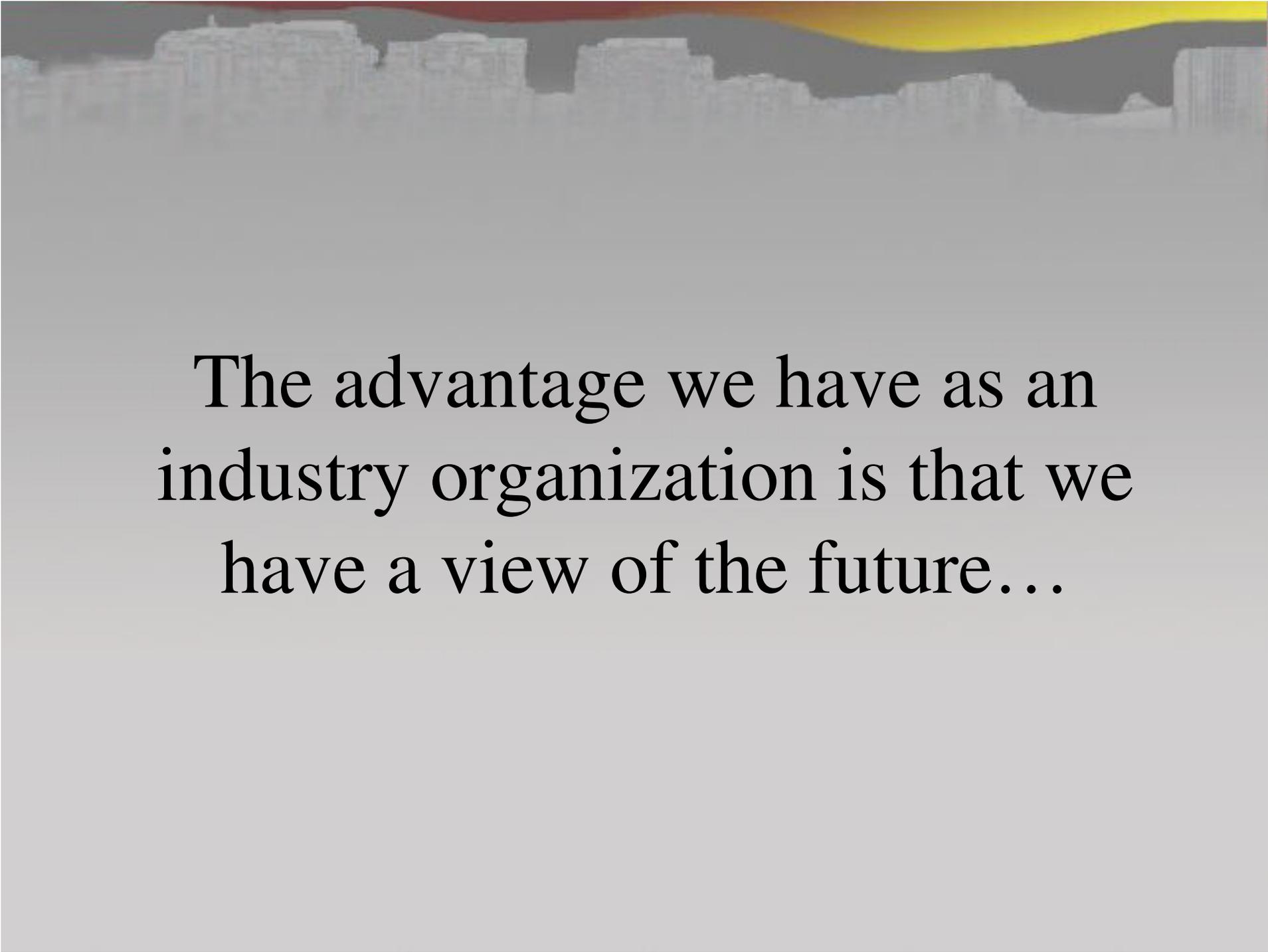


The challenge for most industry associations lies in determining the value proposition ...

What does an industry association provide to it's members
to keep them members?



Most of us are caught up in the challenge
of trying to determine what will happen
in the future that will shape
us,
requiring us to change in order to
survive...



The advantage we have as an industry organization is that we have a view of the future...

Crosscut Drivers ...

- **Technology**

- IT, Internet, mobile technologies
- Convergence of soft/hard technology
- Managing implementation on the edge
- Balancing your corporate technology appetite with affordability

- **People**

- Where they are; Who they are; How many there are
- The **POWER** of the Individual
- Understanding the Next Generation
- Meeting the technology expectations of staff amidst intense competition
- Gain, Train and **RETAIN**

Crosscut Drivers ...

- **Physical Resources**

- Shortages – energy, water, food
- Global Demand for natural Resources
- Global Appetite for manufactured products
- Balancing our need for products with the opportunities in a global marketplace

- **Environment**

- Health of the planet
- Footprint we leave... Our Kids understand this one
- Impact on the cost of doing Construction Business

- **Infrastructure**

- Ageing facilities..added costs... huge opportunities



10 story Steel and glass office tower manufactured in a ship building yard in the Netherlands



The Optima, a three-tower 21-storey condo complex in the Whalley area of Surrey, is being completely pre-manufactured in a factory on River Road in Delta .

The Optima
a three tower 21
storey complex
in the Whalley
area of Surrey, is
being completely
pre-manufactured
in a factory on
River Road in
Delta

Automation Examples



Concrete Floor Leveler

Automation Examples



Wall Board Manipulator



Welding robot installed
with handling equipment

Welding Robot

Impact of Drivers:

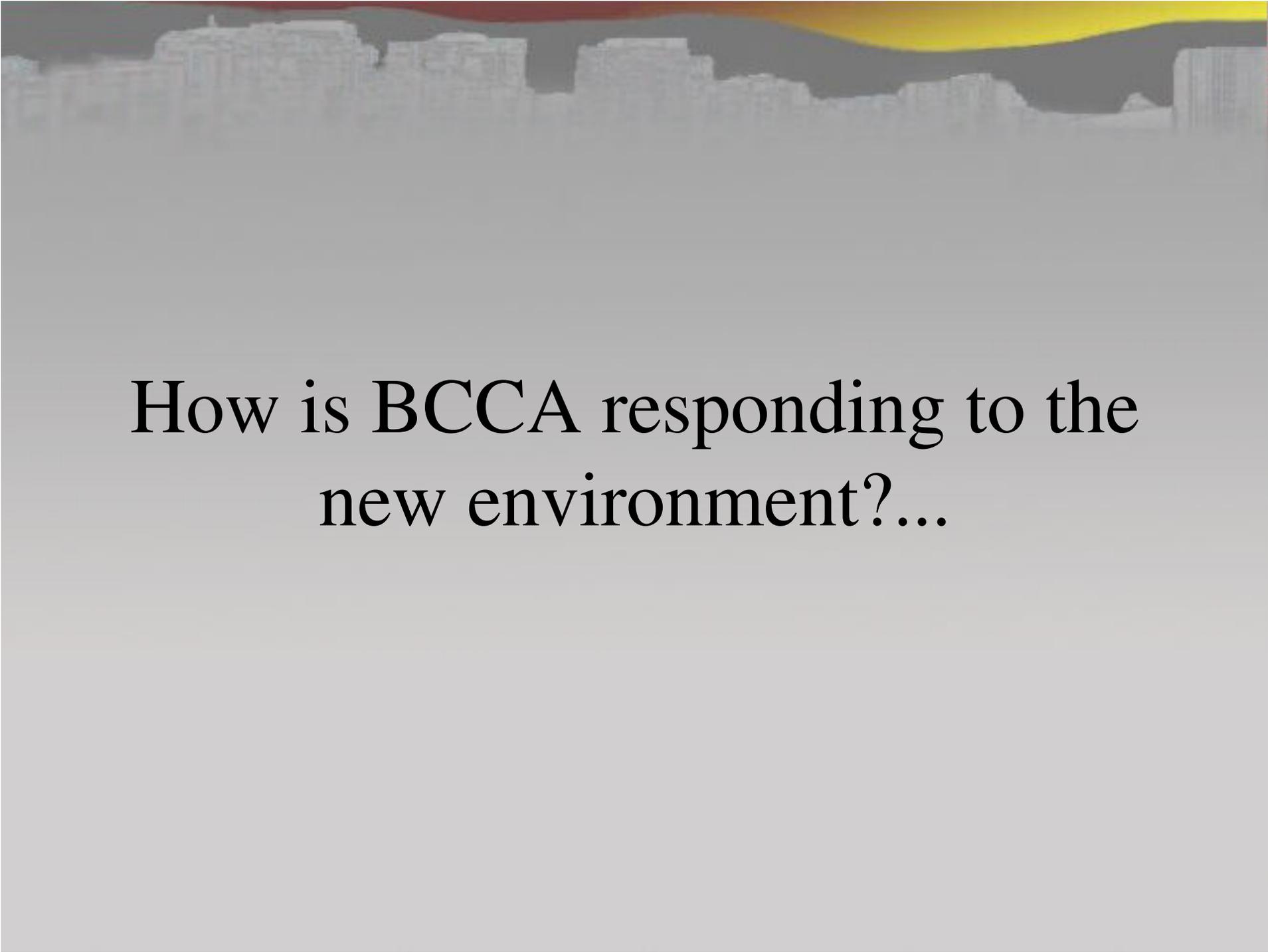
Signals in the Industry

- The drivers are already impacting the industry:
 - Current skilled labour shortages.
 - Increased demand by owners for documentation, safety systems, end product specifications QUALITY.
 - Owner stipulated tendering processes.
 - Evolving relationships with the supply community
 - Evolving Supply Chain .
 - Increasing need for industry involvement in Training System.

Impact of Drivers:

Current Signals in the Industry

- The drivers are already impacting the industry:
 - New technologies within building components.
 - Undetermined liabilities attached to environmental issues (e.g. mold)
 - Green Building , Sustainable Infrastructure Pressure
 - Unknown & pending changes emerging from Green house Gas Reduction initiatives
 - Evolving Regulation to suppress emissions (Clean Air Act)

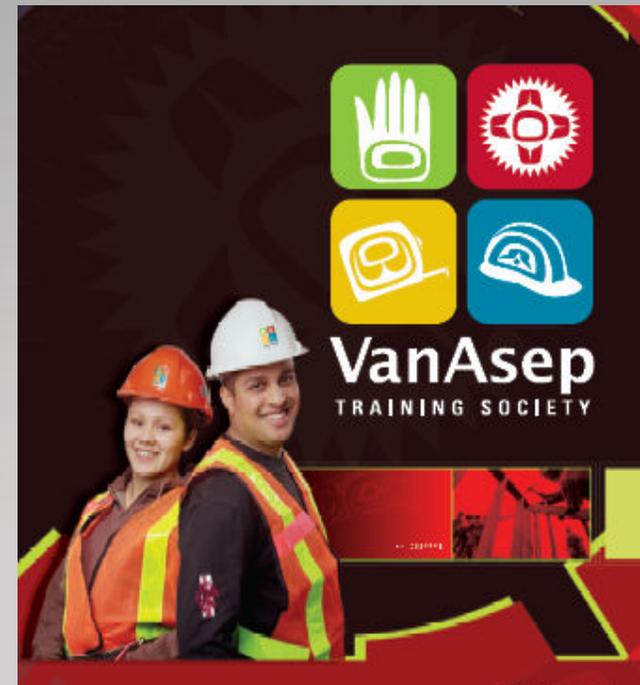


How is BCCA responding to the
new environment?...

Education & Training

Aboriginal Skilled Trades Employment Project ASTEP

- *Completed the initial ASTEP project in Duncan with the Cowichan Development Corporation to Bench Test the Employment Model*
 - **4 month project resulting in 195 job placements**
- *Developed Van AESP Partnership (12 million in funding over 30 months for education training and employment initiatives). 850 employed 295 apprentices. 149 employers*
- *Coast Salish Employment Training Society partnership South Island*
- *Partnership with Prince George Native Employment Training Association*
- *Developing relationship with Dockside Green Project Songhees and Esquimalt Nations in Victoria*



Education & Training

Immigrant Skilled Trades Employment Project I-STEP

- **30 month Project to establish the employment model across the Province**
- **4 Job Coaches in each Region**
- **1.6 million HRSDC funding**
- **Now placing individuals across the province**
- **Plan to address mobility of landed immigrants**

CONSTRUCTION
SECTOR COUNCIL



CONSEIL SECTORIEL
DE LA CONSTRUCTION

ISTEP

EU-STEP

Comprehensive support program
Assistance to member firms recruiting
from European Union
Pilot Phase



How the Model Works...

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Trades Training

JTC



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Community Organizations

Assessment

CWP

- Conducts initial interviews and assessment
- Develops employability skills
- Counsels and gives career advice
- Assists project participants to overcome barriers to employment
- Provides liaison between workers and employers
- Provides reports to the Steering committee

ing.

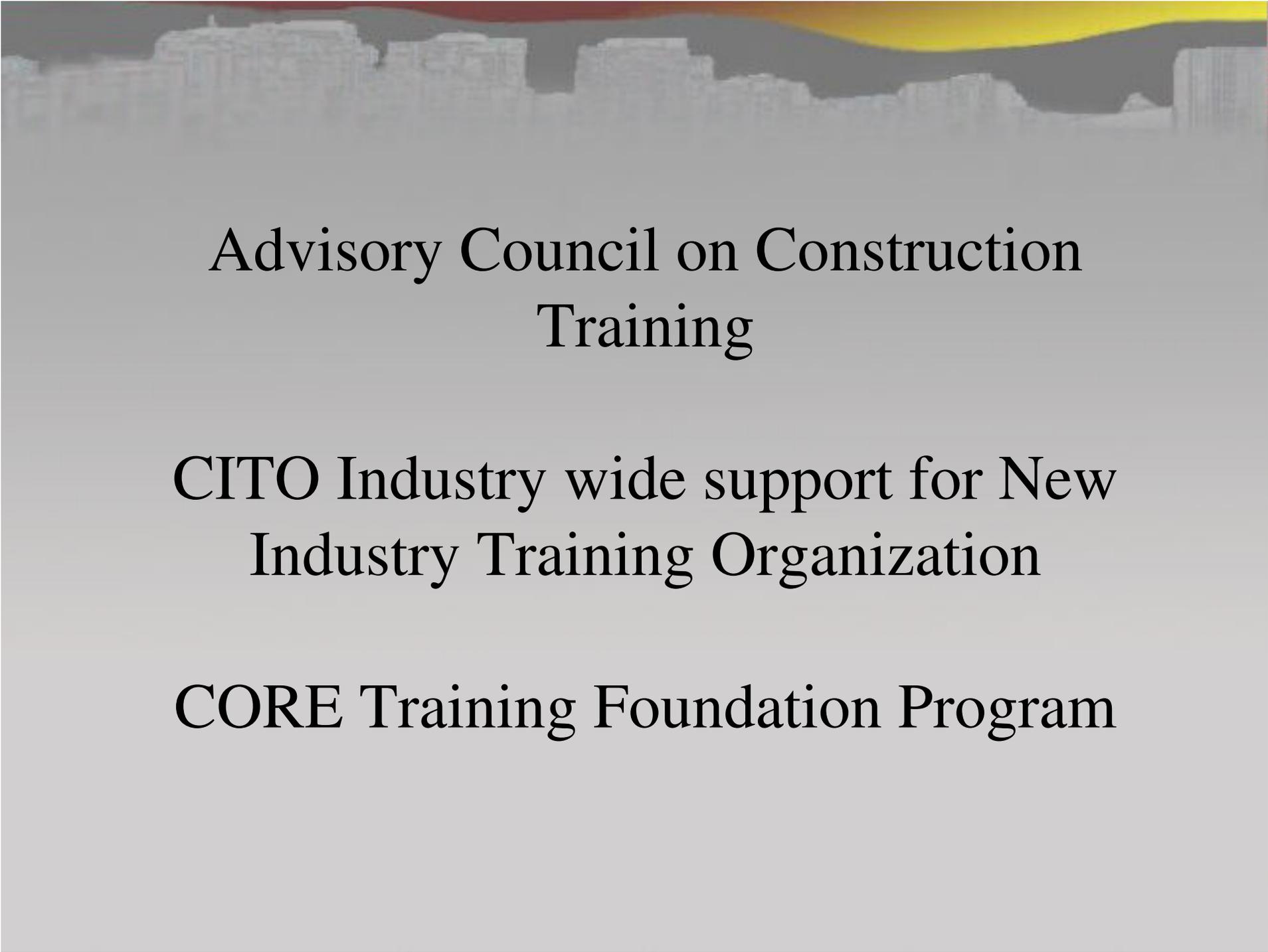
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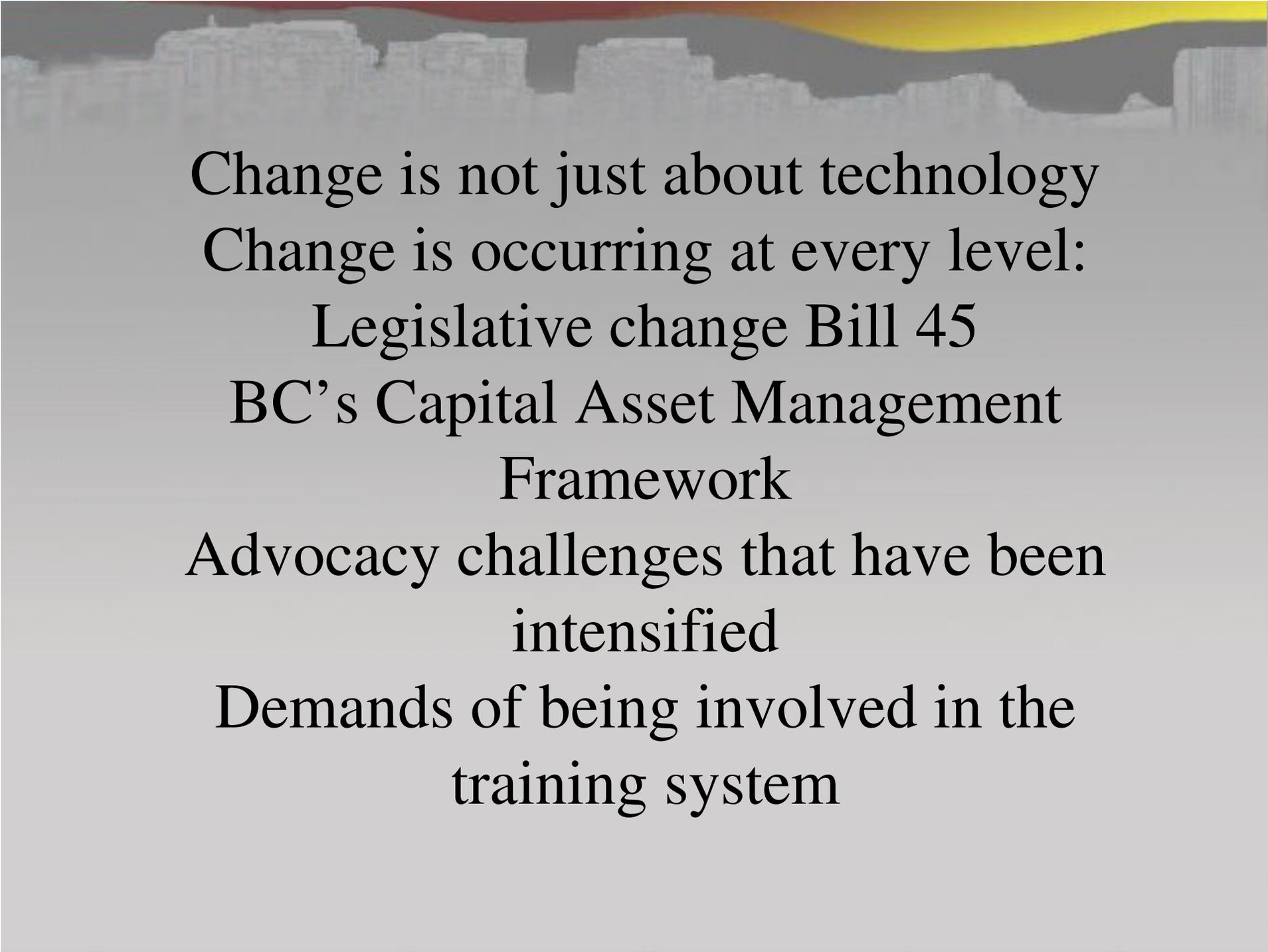
Advisory Council on Construction Training

CITO Industry wide support for New
Industry Training Organization

CORE Training Foundation Program



The implementation of an Electronic
PlansRoom
Development of an Electronic Bidding
system



Change is not just about technology

Change is occurring at every level:

Legislative change Bill 45

BC's Capital Asset Management

Framework

Advocacy challenges that have been
intensified

Demands of being involved in the
training system



Our Challenge in effective association
work;

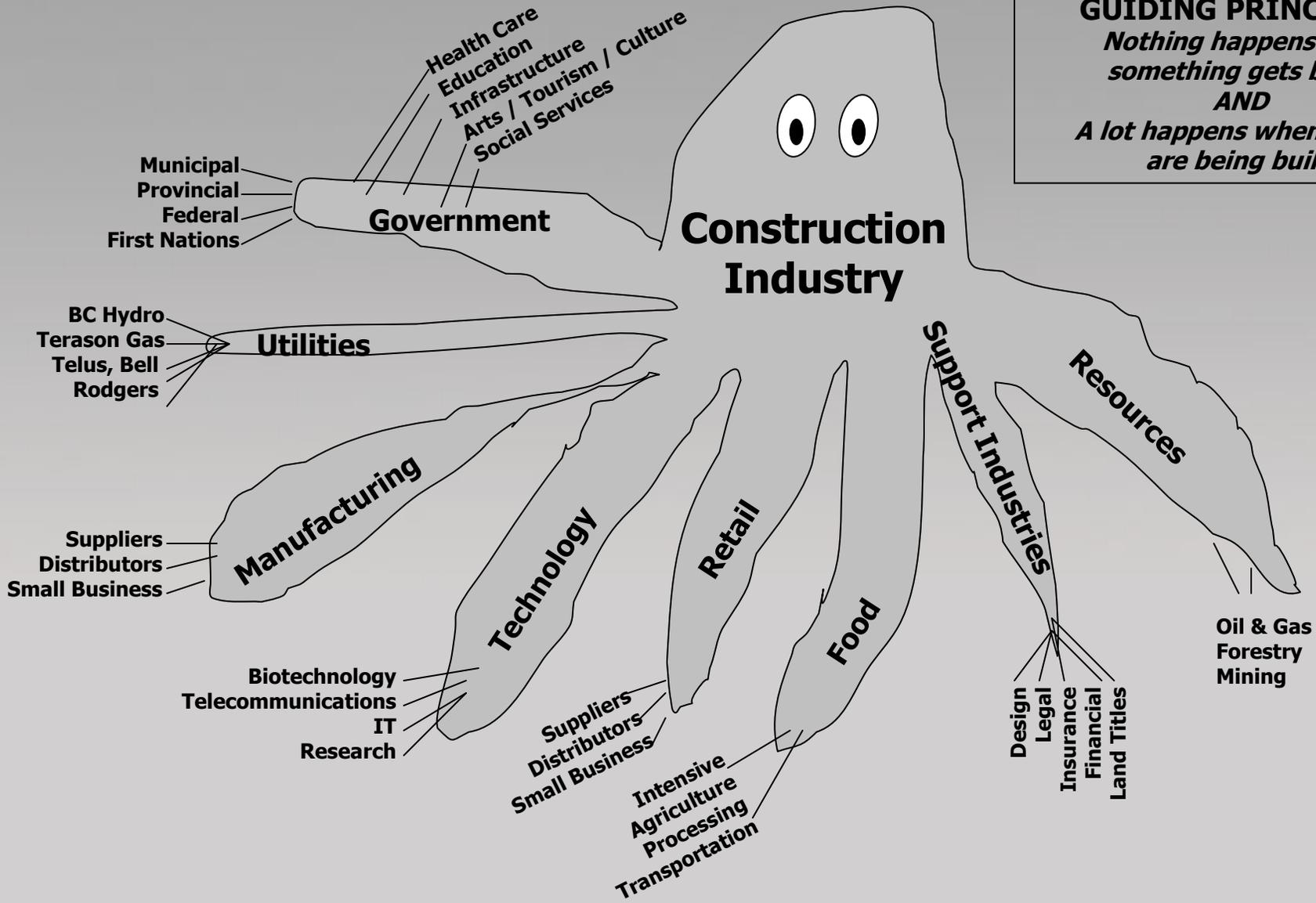
environmental scanning, consensus
building, government engagement,
strategic planning and advocacy.

In other words

Building the **VALUE PROPOSITION**
for BCCA and the association's
members.

Providing leadership while responding
to the new environment

Impact on Other Sectors

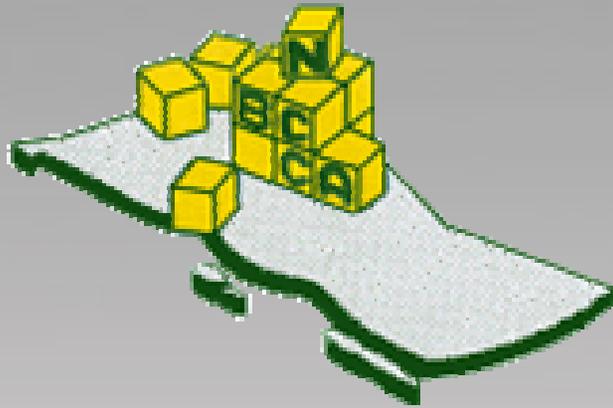


GUIDING PRINCIPLE:
*Nothing happens until something gets built:
AND
A lot happens when things are being built.*



BCCA

British Columbia Construction Association



Northern BCCA

Thank You

manleym@bccassn.com



Building BC's Future!