

WHY MEMBERSHIP MATTERS



Celebrating 75 *GROUND BREAKING* years in 2018

Who benefits from being a member of the MHCA?

YOU DO!

Any heavy construction company, or company working with the industry in Manitoba, will benefit from membership.

Members say five of the biggest reasons they value the Association are:

- √ **Equipment Rental Rates Guide and Membership Directory**
 - This directory is the go-to tool used by contractors, suppliers, government and purchasers of all industry services in Manitoba
- √ **Heavy News Weekly**
 - This newsletter keeps your finger on the pulse of the industry in Manitoba and includes tender ads and results
- √ **Training**
 - Industry training and certification on health and safety (COR™)
- √ **A strong industry voice across Manitoba**
 - MHCA speaks loudly and proudly on all issues facing the industry – and we are listened to by media, governments and the public
- √ **Networking**
 - Our members, big and small companies throughout Manitoba, meet, learn from each other and have fun at our premier events – the Golf Classic sells out fast, drawing 300+ golfers to our 2 courses each August

Still not convinced membership is for you?

Keep reading.



Chris Lorenc B.A., LL.B.
President MHCA

Your voice is heard, from Emerson to Churchill

Our members are the lifeblood of the heavy construction industry. When we speak, the province, the cities and all municipalities in Manitoba pay attention because they know we represent your views and your interests.

Manitobans know the economic impact and value of our industry, employing (directly and indirectly) about 15,000 people.

MHCA is often referred to as the strongest lobby voice in Manitoba. President Chris Lorenc is a regular fixture in newspapers, television newscasts and government chambers, advocating for the industry.

We've invested 75 years in becoming the voice, the experts and the momentum behind the industry. Here are some of our advocacy priorities:

- Making strategic and sustainable investment into core infrastructure
- Ensuring provincial "core infrastructure" budgets are at least \$1 billion annually
- Pushing for infrastructure budgets that are:
 - Permanent programs
 - Focused on economic growth
 - Embracing innovation
 - Harnessing private sector
 - Dedicated revenue streams
 - Reviewed annually
- Promoting procurement strategies that enable Manitoba contractors to grow capacity
- Pressing for improved municipal procurement
- Clarifying legislation to ensure access to pits and quarries
- Ensuring the MHCA's WORKSAFELY™ COR™ program continues as the "Condition of Contract" standard recognized by governments



Visibility, MHCA is everywhere

We work to be in the right places to best represent our industry. From social or informal business gatherings and networking events, to meetings with all levels of governments and Chambers of Commerce, MHCA is working hard to push the agenda of the heavy construction and related industries.

Our message is consistent and our professionalism constant. Our advocacy work means all levels of government know where we stand. It's clear to Manitobans what MHCA does and how hard our association works for its members and the industry. MHCA acts on a regional and national level, and has

been the catalyst for change. We have initiated or led the development of national research reports linking sustained, strategic infrastructure investment to economic growth.

We publish bi-annual supplements in the Winnipeg Free Press, telling stories of industry achievements and its contribution to Manitoba's economy. Each edition reaches more than 100,000 readers across the province.

We represent you and Manitobans like you – hardworking small, medium and large business in and around the heavy construction industry. We are always pushing policy makers and regulators for smart investment into core infrastructure.





We get RESULTS for you and the industry

Here's some of what we've done:

- MHCA advocacy led to significant increases in provincial and civic investment in core infrastructure over the last decade
- MHCA pressed Manitoba Infrastructure to invest annually at least \$500 million in the highways capital budget
- MHCA has identified key policies needing attention by Manitoba Infrastructure in 2017, including refined procurement practices to build companies' bid capacity and intervening to eliminate restrictive tender practices in other provinces
- Sustained collaboration resulted in commitment to a task force to review the quarry rehabilitation program and a proposed community enhancement levy
- Successfully opposed inclusion of 'reprisal clauses', in provincial tender and contract rules
- MHCA's analysis of Winnipeg's 2017 capital budget found forecasted investment fell \$98 million below previously adopted forecasts, launching new advocacy effort
- MHCA advocacy has led Winnipeg to review its project design assignment and tendering practices to accelerate procurement



Safety for workers, leadership for your company

MHCA set the standard for safety with our WORKSAFELY™ COR™ Certification program, which is recognized by government as meeting condition-of-contract standards for tender and bids. We set the bar for getting workers home safe and healthy.

The WORKSAFELY™ Program delivers training to thousands each year with ground-level and leadership programs. They are offered either in a classroom setting, or tailored to individual member needs at the work site.

MHCA's WORKSAFELY™ Program has real return on investment, including:

- ✓ Marked reduction in days lost to injuries in heavy construction industry
- ✓ Significant cut to WCB rates paid, across all our industry categories
- ✓ e-COR™ puts a digital safety program manual in employee hands, in the field for easy, on-the-spot reporting
- ✓ The WORKSAFELY™ team keeps you abreast of new or shifting workplace issues, such as the implications of marijuana legalization



Networking, it's more than just shaking hands

MHCA's premier events allow members to meet, expand their customer base and build relationships with provincial, federal and municipal politicians and senior administrators.

We offer:

- Golf Classic – our large, sell-out tournament at Pine Ridge and Elmhurst
- Chairman's Gala – a "night out" to cap MHCA's AGM and Awards Breakfast
- Business sessions – updates from politicians on legislation, budgets and policy
- Curling Bonspiel – a day on the ice with members and friends
- Spring Mixer – a casual evening at the Assiniboia Downs



Event sponsorship gives members' companies high-level exposure.



It's a chance to make friends, meet colleagues, influence the decision-makers and get a better foothold on the happenings in our industry

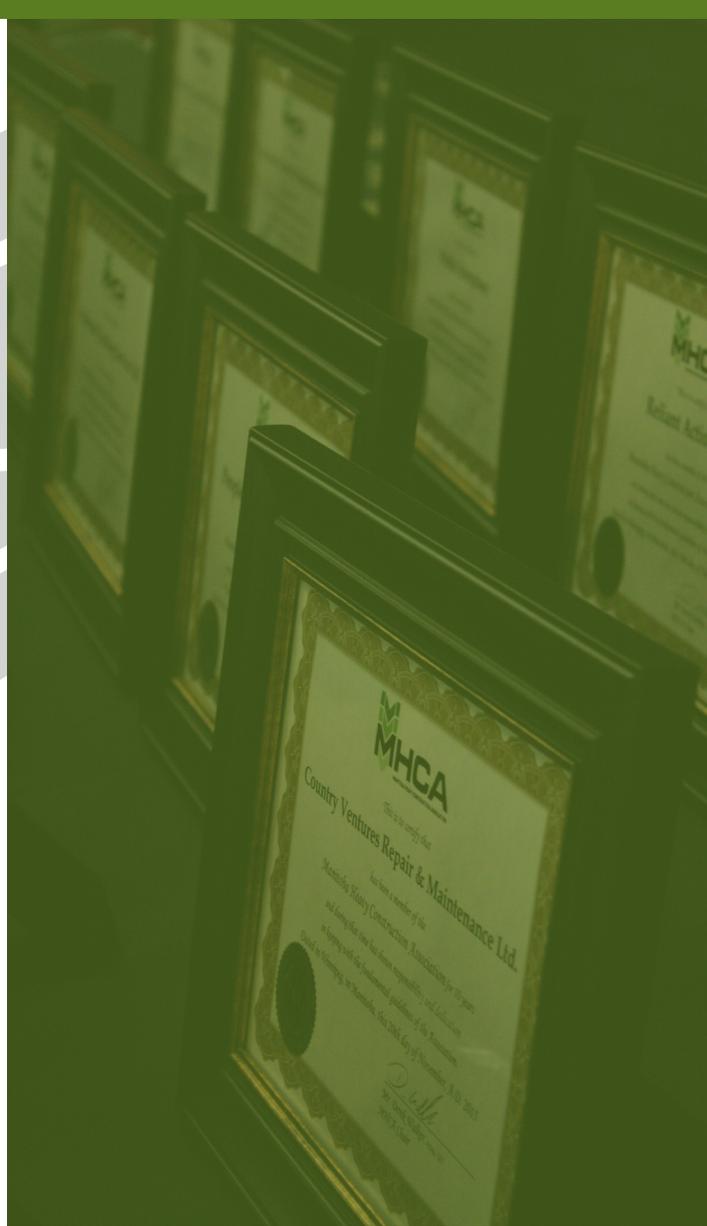


Our commitment is to you

As a member, *we work for you.*

It's *your association* and each time we deliver messages to the public, the media, or to government, we're doing it with *your best interests* in mind.

We speak for you. Join us and together let's *grow your industry in Manitoba.*



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Join the MHCA



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