



Manitoba Prosperity Report — Are we there yet?

By Bill Gardner, Chairman - Manitoba Employers Council

Manitoba is a great place to do business – but there is more that we can do to create jobs, increase opportunities for business success and generate greater wealth for all Manitobans.

By reviewing and analyzing a number of key economic indicators over the last ten years we can determine whether Manitoba has achieved its prosperity potential relative to the neighbouring jurisdictions of BC, Alberta, Saskatchewan and Ontario and, if not, present policy recommendations to achieve that prosperity.

The Manitoba Employers Council has chosen the indicators used in the Prosperity Report based on their focus on determinants of wealth creation and prosperity. The indicators are crucial to determining whether or not Manitoba is a competitive environment in which to do business – and if not – will give the business community a better understanding of the measures that need to take place to increase prosperity in this province.

Prosperity can be an elusive measurement. How do we accurately and reasonably measure success in terms of our economic wellbeing?

By any account Manitoba has a stable, diverse economy, relatively immune to booms and busts. Of all the decade-long measurements undertaken in this analysis there has been improvement.

However, we must recognize that we exist in a competitive world, that people and businesses have choices in terms of living and investing. When viewed from a lens encompassing our more immediate competitors we discover that prosperity is relative.

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Highlights include:

- » Manitoba's personal disposable income has increased by 20 per cent, but ranks last among its neighbours;
- » Manitoba's labour force has increased 12 per cent, but ranks last among its neighbours;
- » Manitoba's personal income taxes, for a two-earner family of 4 @ \$60,000, have decreased 15 per cent, but remain the highest;
- » Approximately 11 per cent of Manitoba's labour force has less than a high school education, down from 16.5 per cent;
- » Manitoba is the only province to post a net interprovincial migration loss each year in the last decade;
- » Manitoba is home to 35 of the top 800 largest companies in Canada, up from 27; and
- » Manitoba's entrepreneurial intensity remains unchanged at 63 businesses per 1,000 population, below the 79 businesses per 1,000 population average.

Over the last decade we have seen Manitoba's economy grow in a slow, yet steady manner. Despite this we find ourselves in many instances falling further behind neighbouring jurisdictions.

For example, with our ever-changing society and evolution towards a knowledge-based economy, career-long learning is a critical component of a quality labour force. However, Manitoba has the highest percentage of its labour force with less than a high school education and Manitoba's ranking, in terms of persons who have taken job-related training, has slipped from 1st to 3rd.

When it comes to the small business tax, Manitoba has taken the lead by eliminating the tax altogether on December 1, 2010). Yet, with a small business tax threshold of \$400,000, businesses in Manitoba are subject to the general corporate tax rate 20 per cent sooner than in other provinces who have a threshold of \$500,000.

Finally, our economy is largely driven by consumer spending. A competitive personal income tax system is central to a strong economy, ensuring that current taxpayers have a high level of disposable income and that we can attract new taxpayers. Unfortunately, for a two-income family of four earning \$30,000, \$60,000 or \$90,000 they pay the highest personal income tax levels and the gap is increasing.

The purpose of this report is not to disparage Manitoba. Instead, this report is meant to identify and review opportunities for Manitoba to realize its prosperity potential. It is meant to solicit and evoke discussion and debate so we are all, economically speaking, rowing in the same direction.

Specifically, Manitoba must take action on several fronts:

- » Growing our labour force, in part by reversing the annual net interprovincial migration losses;
- » Following through on commitments to reduce the general corporate tax rate;
- » Increasing the small business threshold;
- » Lowering personal income taxes through a combination of reducing rates, increasing brackets/exemptions and indexing to inflation;
- » Reducing/eliminating the payroll tax, thereby enhancing our ability to increase our share of head offices; and
- » Increasing high school and post-secondary graduation rates.

The goal of prosperity can be ever elusive, goalposts change as do what people consider to be measures of prosperity.

Regardless, prosperity cannot be achieved, much less maintained, without a growing and diverse business sector. It has often been commented upon that governments do not create wealth, but only the conditions for wealth creation.

The upcoming provincial election is an opportunity for all political parties to share with Manitobans their ideas on how they plan to create the right conditions.

The entire Manitoba Prosperity Report can be viewed at www.mhca.mb.ca.

Potholes, traffic scofflaws hot debate topics

Courtesy of The Winnipeg Free Press

ON any given day, Marshall Adams sees it all.

The courier driver says he regularly sees motorists speed up right after they've slowed for red-light cameras, talk on cell phones, eat, shave, and put on makeup while driving.

"City roads are brutal," he said Tuesday night, adding he regularly sees people swerve and nearly crash due to potholes. "I've seen so many near misses and near-accidents."

Adams was part of a crowd of Winnipeggers who listened to provincial parties debate the state and future of provincial roadways at the Winnipeg Free Press News Cafe on Tuesday night. It's the first time road safety and the state of Winnipeg's and Manitoba's bumpy, pothole-laden roads have been raised during the election campaign.

In the last 18 months, 31 people have died on Winnipeg streets, and more than half of all crashes involve cyclists or pedestrians.

CAA Manitoba helped co-ordinate the event and CEO Mike Mager said the condition of roadways has an impact on safety, noting cars sometimes swerve to avoid problems such as potholes.

"You know you're in Manitoba because your car starts to rattle," he said.

While insurance companies in other North American jurisdictions invest money in improving roads and intersections to reduce collisions, none of the three parties supports expanding the role of Manitoba Public Insurance. However, they did support increased investment in roads and highways and doing more to enforce the existing laws that ban things such as texting and driving and drinking and driving.

NDP Family Services Minister Gord Mackintosh said the province will continue to bolster spending on roads and highway renewal, and has committed to giving municipalities one per cent of the existing PST for municipal infrastructure. He said the province has committed to hiring more police officers and more prosecutors, noting officers are currently issuing tickets to texting scofflaws while riding bicycles.

Tory justice critic Kelvin Goertzen said he believes the real issue with distracted driving is convincing motorists they can be caught. He said his party wants to beef up the number of traffic officers who can crack down and enforce the law. If elected, he said the Tories will review the province's books and cut waste to find more money to spend on roads and highways.

Eric Stewart, Liberal candidate for Wolseley, said the party wants to tackle the infrastructure deficit with research and innovation and investigate why other provinces seem to have fewer problems with things such as potholes.

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The MHCA Welcomes New Members!

DLB Cranes Ltd.

Devlin Fenton
301-38 Fell Ave.
North Vancouver, BC V7P 3S2
Ph: (604) 998-1156

Fx: (604) 998-1132
Email: devlin@dlbcranes.com
Additional Information: Crane rental (supply), bare or operated; crawlers to 330 tons; all terrains to 300 tons; rough terrains to 130 tons. COR certified; toll free ph. 1-877-299-2726.

Cummins Western Canada

Dennis Kissick
489 Oak Point Highway
Winnipeg, MB

Ph: (204) 632-5470
Fx: (204) 697-0267
Email: dennis.kissick@cummins.com
Additional Information: Engine distributor for Cummins Western Canada, a Division of Cummins Inc.

Manitoba Major Tendering Policy: Required Apprenticeship Compliance Letter

When a company or individual is requesting a letter confirming engagement with Apprenticeship Manitoba for Capital Projects tendering documents the following directions apply:

- The employer will be directed to contact or will contact The Capital Projects Unit Administrative Coordinator @ (204) 945-4584.
- The Administrative Coordinator will determine the employers situation in relationship to the Apprenticeship Policy and will inform the Team Lead at Apprenticeship Manitoba.
- Upon the response from the Team Lead, the Administrative Coordinator will prepare the approval letter, exemption letter or denied letter and sign the letter on behalf of the Team Lead at Apprenticeship Manitoba.
- The Administrative Coordinator will provide the appropriate letter to the employer. The Administrative Coordinator will fax/email the letter if a tight deadline is expected. Otherwise, employers will receive the letter by mail and the employer will be advised within the letter to retain the original copy and provide photocopies in tendering documents.

NOTES:

- There is no cost associated for the client.
- Shaun Henton (or his designate) is the Administrative Coordinator of Capital Projects.
- Louie Odorico (or his designate) is Team Lead for the confirmation of engagement with Apprenticeship Manitoba.

There are three types of letters that can be distributed:

1. Approval Letter – indicating that the employer is engaged with apprenticeship.
2. Denied Letter – indicating that the employer is not engaged with apprenticeship.
3. Exemption Letter – indicating that the employer is exempt from adhering to the apprenticeship policy due to the phased in approach of the policy

If questions arise, please contact, Shaun Henton, Administrative Coordinator, Capital Projects – Aboriginal Initiatives, Entrepreneurship, Training and Trade

Labour Market Skills Division, 470 - 800 Portage Avenue, Winnipeg, MB R3G 0N4, Phone: (204) 945-4584, E-mail: Shaun.Henton@gov.mb.ca '

He is prepared (and expecting) to offer companies letters of exemption or confirmation in apprenticeship training (valid for one year) upon their contacting him at 204-945-4584 or toll free at 1-877-978-7233.

The Manitoba Government Apprenticeship website (www.gov.mb.ca/tce/apprent/mb_trades/index.html) shows the following is a list of construction trades:

- Bricklayer
- Cabinetmaker
- Carpenter
- Concrete Finisher
- Construction Craft worker (my understanding this is a laborer)
- Electrician
- Crane and hoisting equipment operator
- Mobile crane operator
- Boom truck hoist operator
- Tower crane operator
- Power generation and transmission crane operator
- Power generation and transmission boom truck hoist operator
- Gasfitter
- Glazier
- Insulator
- Ironworker
- Lather
- Painter and decorator
- Pre engineering building erector
- Plumber
- Refrigeration and air conditioning mechanic
- Rig technician
- Roofer
- Sheet metal worker
- Sprinkler system installer
- Steamfitter – pipefitter
- Water and wastewater technician

MARK YOUR CALENDARS!

March 20-22, 2012

The Winnipeg Convention Centre



Heavy Construction Education Expo: Building WORKFORCE Excellence

The MHCA will launch and host an annual three day Heavy Construction Education & Training Expo: Building WORKFORCE Excellence, March 20-22, 2012, at the Winnipeg Convention Centre.

The Expo will be the heavy construction industry focused venue to help attract new, train, educate and retain existing workers.

Objectives include:

- » Reach out to new markets to attract, train and retain new workers for the heavy construction industry
- » Support the development, promotion and access by the heavy construction industry to skilled labourer, heavy equipment operator, construction management, Certificate of Recognition (COR™) / SECOR safety training, Gold Seal Certification (construction management) and related vocational training
- » Provide an education and training forum for industry that strengthens the level, skills and knowledge of its workforce through a graduated and structured approach
- » Partner with vocational training providers and others in support of the objectives

WATCH FOR FURTHER INFORMATION ON THIS EVENT COMING SOON!



Unit 3 - 1680 Ellice Ave.
Winnipeg, MB R3G 0Z2
www.mhca.mb.ca



Trade Date Renews Hope

By Peter Hall, Vice-President and Chief Economist of Export Development Canada

It's a precarious world that hangs on every data release for a sign of hope. Such has been the summer of 2011, which has seen economic momentum stall as apocalyptic fears feed financial market volatility. Amid the mayhem, Canada's international trade data saw a surprising jump in July. Normally, it's dangerous to get too excited about a single month, but several features of this particular release suggest an unusual increase that may be more than just a flash in the pan.

A fast-forgotten fact about summer data is the temporary factors that held back global growth. A spike in oil prices earlier in the year hit already-weak consumers hard in mid-year. Multiple natural disasters hobbled global output through mid-year, with the earthquake and tsunami in Japan wreaking particular havoc with global supply chains. Canada's international trade was not exempt, but a surge of more than 20 per cent in trade with Japan during July – both imports and exports – signals a re-boot of stalled supply chains. The effects of other natural disasters are dissipating, and sharply lower oil prices – if sustained – should help beleaguered consumers and give trade flows an additional lift.

Commodities usually feature in large monthly changes in Canadian trade. Not this time. A second key feature of the July data is the outsized contributions of the auto, machinery and equipment and aerospace sectors. These are normally sensitive to swings in global demand and the currency, but each sector surged in spite of sluggish conditions and a stubbornly high Canadian dollar. In contrast, 'modest' best describes the contribution of commodities to the July figures.

A third feature is success in the US market. Normally that's taken for granted in a good month. But Canada actually dodged weak overall US import demand, increasing sales stateside by 2.1 per cent in July. Forward-looking indicators point to continued weakness in the lower-48, suggesting that Canadian exporters will need to remain nimble in their key export market.

Imports added to the strength of the monthly trade numbers, for two key reasons. Overall, imports were flat, boosting the trade balance. But at the same time they were robust in sectors that suggest underlying business-sector strength. Net of a huge, one-time drop in mining equipment, imports of machinery and equipment saw broadly-based



gains in the month, a sign of decent increases in business investment. In addition, surging auto parts imports hint at near-term auto production gains.

If these factors are good for a grin, there's more: what caps off the monthly performance is the sheer size of the increase in exports. Net of price swings, export sales vaulted ahead by 4.1 per cent, offsetting a sizable chunk of declines sustained in the first half of the year. If July gains are sustained in the coming months, which is more likely than not, the second half of the year is off to a great start. In fact, this one-month boost in trade is enough to single-handedly lift third-quarter GDP up by an impressive 0.8 per cent. That ought to turn grins into wide smiles across the country.

The bottom line? Summer's heat yielded a parched desert of economic data that slowed the world's economic journey significantly. Our near-term trek promises to remain very challenging, but July's trade performance is a desperately needed oasis, a refreshing pause that may ultimately prove instrumental in moving our economy toward a true and lasting recovery.



WORKSAFELY MHCA

News Weekly

Construction Safety Excellence™

New WORKSAFELY Training Rooms Proving Popular



Thanks to our COR™ Auditor students (at left) for attending a training class in September:

- » Scott Gray of Birds Hill Gravel
- » Darrell Doerksen of Hy-Way Construction
- » Tom Gillies of WCB of Manitoba
- » Karl Dornetshuber of Marquette Gravel Supply 2000
- » Lloyd Dueck of Earth Max Construction
- » Mark Griffiths of Roblin Redi-Mix
- » Anna Gunn of Waynes Backhoe
- » Becky Trudel of MHCA WORKSAFELY

Our new location at Unit 3 – 1680 Ellice has in house training rooms to supply students with quick access to current COR™ information from their safety advisors.

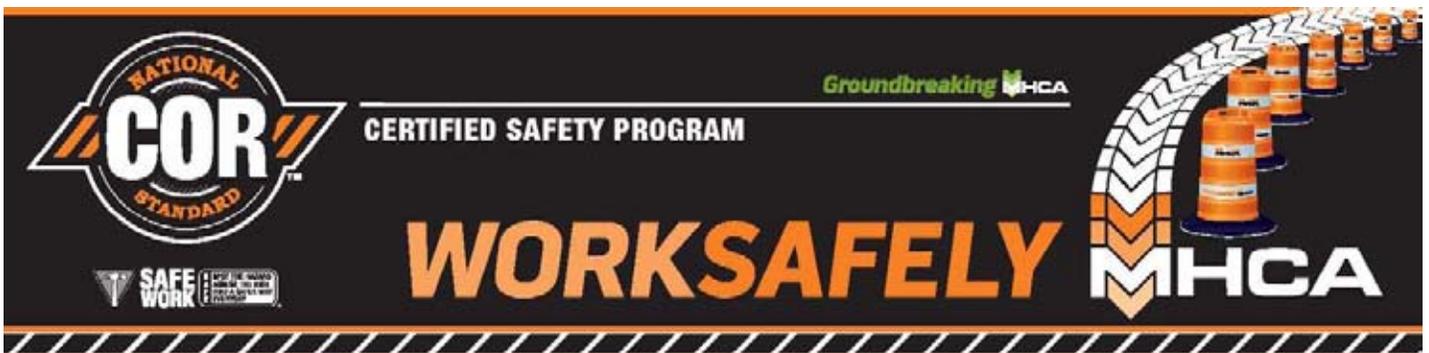
Register for COR™ training today by emailing safety@mhca.mb.ca

WORKSAFELY MHCA



WORKSAFELY COR™ Certificates Have Arrived!

WORKSAFELY Advisors now have new COR™ certificates to distribute to certified companies, showcasing their hard work and achievement of a successful, COR™ certified safety program! Contact your advisor today at 204-947-1379 for more information. Also, inquire about how to receive a set of site signs and COR™ banner!



WORKSAFELY

Construction Safety Excellence™

Training Schedule



Register by:

- » Email: Denine Rodrigues at safety@mhca.mb.ca
- » Fax: 204-943-2279

Cancellation Policy:

The *WORKSAFELY* policy states cancellation must be made at least two business days in advance, otherwise full course fee charge will apply.

SEPTEMBER 2011	
September 12	COR™ Leadership
September 14	COR™ Principles
September 15	COR™ Auditor
September 19	Train the Trainer
September 21	WHMIS (1/2 day AM)/ TDG (1/2 Day PM)
September 22	COR™ Auditor Refresher (1/2 day AM)
September 23	Excavating & Trenching (1/2 day AM)
September 23	Flagperson (1/2 day PM)
September 23	First Aid 1 - CPR

Construction Safety Officer	
October 7	CSO Prep Course
October 28	CSO Exam

OCTOBER 2011	
October 3-4	COR™ Leadership
October 5	COR™ Principles
October 6-7	COR™ Auditor
October 11	Safe Work Procedures
October 12	Prime Contractor
October 13	Back Injury Prevention (1/2 day AM)
October 13	Fatigue Management (1/2 day PM)
October 14	Safety Administration (1/2 day AM)
October 14	Toolbox Talks
October 17-18	Train the Trainer
October 19	WHMIS (1/2 day AM)/ TDG (1/2 day PM)
October 20	COR™ Auditor Refresher (1/2 day AM)
October 21	Excavating & Trenching (1/2 day AM)
October 21	Flagperson (1/2 day PM)
October 21	First Aid 1 - CPR

REMINDER:
WORKSAFELY requires at least six people registered to deliver the course.

Customized training is available for your specific requirements.
 Call the *WORKSAFELY* Office at (204) 947-1379 for more information.