



The Heavy News Weekly



Fair Share. Fair Say.

By Mayor Chris Goertzen, President of the Association of Manitoba Municipalities (AMM)

No doubt you have heard and seen that slogan on numerous occasions over the past number of weeks. We have shared it in radio and print ads across Manitoba in an effort to generate discussion, excitement and yes, commitments from the political parties vying to form the next provincial government in Manitoba.

We are at a critical juncture in Manitoba. The Federation of Canadian Municipalities (FCM) says that fully one-third of infrastructure across Canada is at risk of rapid deterioration, and, despite the best efforts of our municipal governments, action needs to be accelerated or costs will continue to escalate as our infrastructure even further deteriorates.

Where does this pressure land? Squarely on the shoulders of local governments – Mayors, Reeves and Councillors from across Manitoba. We're responsible for building, repairing and maintaining 60% of infrastructure in our communities yet we're allowed to collect just 8 cents of every tax dollar to get the job done.

Adding to the pressure is that we have little to no say in how the other 92 cents gets spent. This is a fact that ignores that we live and work in the communities we represent so are in the very best position to know what our communities need the most.

And that is precisely where "Fair Share – Fair Say" comes in.

So what do we mean when we say we want a FAIR SHARE?

Well, at the very least, we are asking for an exemption or rebate on the more than \$25M our communities pay to the province through the PST. This would put us on a level playing field with the federal government who already rebate us on GST paid, and allow us to re-direct these funds into the most pressing infrastructure projects in our communities.



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But that is just a first step.

There are a number of options worth exploring to ensure we get our Fair Share. Identifying new sources of growth revenue, dedicating a full 1% of PST to municipal infrastructure, and lessening our reliance on application-based funding that comes with strings attached, to name a few.

But whatever long term solutions we discuss and agree on, municipal governments know that we can't continue to receive just 8 cents of every tax dollar paid while being responsible for 60% of the infrastructure in Manitoba.

And that brings us to our argument that councils must not only get a Fair Share of tax dollars – but also a Fair Say in how the other 92 cents gets spent.

We believe there are immense opportunities for collaboration through the establishment of a clearly defined 'Fair Say' process where we are all equal partners at decision making tablesworking for and in the best interests of Manitobans.

And Manitobans are with us.



Pictured: Mayor Chris Goertzen, President of the Association of Manitoba Municipalities (AMM)

Our research shows that fully 85% of Manitobans agreed that, based on the infrastructure load carried by municipalities, we deserve both a FAIR SHARE of infrastructure dollars and a FAIR SAY in how they're spent.

More importantly, of the 85% who agree, nearly 60% strongly agree.

That is an endorsement that no political party can afford to ignore.

After all, smooth roads, stable bridges, safe drinking water, modern sewage systems and improved recreation facilities are the foundation of the daily life we enjoy in Manitoba and across Canada.

And the only way municipal leaders can provide those things for their citizens is to receive a Fair Share of infrastructure dollars and a Fair Say in how they're spent.

MEMBERSHIP LUNCHEON PROVINCIAL LEADERSHIP DEBATE



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NDP Leader



RANA BOKHARI
Liberal Leader



BRIAN PALLISTER
PC Leader

The Chamber
The Winnipeg Chamber of Commerce

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Winnipeg Free Press

THURSDAY, APRIL 14 11:30 A.M.- 2 P.M.
RBC CONVENTION CENTRE WINNIPEG

TICKETS AT WINNIPEG-CHAMBER.COM

MHCA Welcomes New Members

The MHCA is pleased to welcome **AQ Group Solutions** as a new member.

AQ Group Soultons is located in Winnipeg and provide full service benefits, pensions, H.R. and compensation programs to their clients.

You can contact **AQ Group Solutions** at

Laura Lomow or Kerry McWhinney
202-226 Osborne St. North
Winnipeg, MB R3C 1V4
ph: 204-989-2006
fax: 204-989-2009
email: laura@aqgroupsolutions.com
email 2: kerry@aqgroupsolutions.com
www.aqgroupsolutions.com
Twitter: @AQGroup



Helping you mind your business

The MHCA is pleased to welcome **Ebb and Flow Construction LP** as a new member.

Ebb and Flow Construction LP is located in Ebb and Flow, MB and provide Heavy Equipment construction, decommissioning and cleanup, road buildingm landscaping, site development, and golf course construction.

You can contact **Ebb and Flow Construction LP** at

Boh Kurbakovich
Box 161
Ebb and Flow, MB R0L 0R0
ph: 855-638-9400
Cell: 204-648-6268
email: boh@efig.biz
ebbandflow.construction

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Develop Your Supervisor Skills!

EXPO SOUTH

Expo South offers courses specific to your supervisors:

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Lowering your musculoskeletal injury rate is your responsibility as a supervisor. Register for *Musculoskeletal Injury Prevention*

Employee training is worth the investment! Register for *Foreign Workers: Recruit, Train, Manage, Retrain*

Get the latest and WHMIS 2015 training at EXPO South 2016

Victoria Inn & Conference Centre, Winnipeg, MB

April 5 & 6, 2016

There is still space available in our Two-Day, One-Day and **(NEW!) Half-Day classes.**

Visit www.mhca.mb.ca by
March 18, 2016 to sign up!

MHCA™



Infrastructure bank just one tool to ensure the right investment

Written by Lindsey Cole, published on March 07, 2016 for the Daily Commercial News website and featured in the CCA Weekly



The concept of a Canadian Infrastructure Bank (CIB) is one tool that if designed and structured properly could help build on the federal government's plan to spend \$125-billion over the next 10 years on infrastructure, a new report suggests.

"The federal government is going to roll out huge amounts of money for infrastructure," says the report's author Matti Siemiatycki, an associate professor at the University of Toronto.

"We have an issue with how we select projects in Canada. We don't always use evidence in our decision-making... and then once we decide to move forward with projects we have a problem with cost overruns. Let's create an integrated agency that has a banking function...but let's also task that agency with providing a screening goal for project selection and then also functions as a centre of excellence in terms of project delivery."

This is one of the key points he makes in his report, Creating an Effective Canadian Infrastructure Bank, which was commissioned by the Residential and Civil Construction Alliance of Ontario (RCCAO).

"The purpose of an infrastructure bank is to provide low interest loans and credit enhancement services to provincial and municipal governments investing in priority infrastructure projects," Siemiatycki explains.

"The cost of financing is reduced by taking advantage of the federal government's top credit rating."

He says the small difference between interest rates that the federal government has access to in order to borrow money and the lending services of the CIB could be beneficial, but only for large infrastructure projects of at least \$10 million.

"Despite this restriction, if a CIB can shave 100 basis points off the cost of borrowing \$500 million, it would save the borrower \$100 million in interest payments over a 35-year loan term," Siemiatycki states, adding the CIB must provide funding that is in addition to and not a replacement for existing federal grants for infrastructure.

He is also quick to point out that an infrastructure bank isn't the solution to many of the existing problems Canada faces when it comes to infrastructure.

"The problem is paying the money back. The real issue is that either they (municipalities) don't collect enough tax revenues or they've had a hard time finding places to cut in their budgets," he explains.

"They are already pressed. They are financially constrained."

What's more, oftentimes only the capital costs are considered when projects are assessed when the full lifecycle needs to be taken into account.

"It's not just the capital costs. We have intense debates and discussions about where the capital money is going to come from and then exhale once the projects are built and don't always appreciate and account for how much the operating costs are," he states, adding if you make a mistake "that money (for operations) is often on the books of municipalities."

Lastly, selecting the right projects for infrastructure dollars is critical, he says.

"If you're not, then all of the money spent is going to just add to our debt and not solve our problems," Siemiatycki states.

Continued on page 6

In his report, he recommends that all large projects applying for financial support from the CIB should have an independent study of the project's benefits and costs. The project should also be identified as a top priority by the sponsor government. The infrastructure bank would then certify that these "project evaluation reports" have been conducted thoroughly following best practices before financing is approved.

"I am not suggesting that the federal government picks projects," Siemiatycki clarifies.

"My suggestion is that the federal government would say that if you're applying for money from the infrastructure bank then you have to present an independent cost-benefit study that actually shows that this project will meet its expectations."

Creating a Canadian Infrastructure Investment Agency is "where the real power of this is," says Siemiatycki.

He adds similar processes to a government infrastructure bank have been successful in other jurisdictions such as the United States, Britain and the European Union.

RCCAO executive director Andy Manahan says this report could provide valuable advice to the federal government.

"We were interested in this subject because the federal government has some crucial decisions in the near future and is under a lot of pressure to make the correct choices," he says in a statement.

"We think this report will assist Prime Minister Justin Trudeau and Minister Amarjeet Sohi in implementing a well-designed infrastructure bank."

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Training Schedule

March

Train the Trainer
Flagperson (1/2 day AM)
Committee/Representative Training (1/2 day PM)
Excavating and Trenching (1/2 day AM)
Flagperson (1/2 day AM)
Flagperson - PRACTICAL COMPONENT (1/2 day PM)
Traffic Control Coordinator
Committee/Representative Training (1/2 day AM)
Prime Contactor (1/2 day PM)
*Planning Work (1/2 day AM)
*Document Use - Reading & Translating (1/2 day PM)
Traffic Control Coordinator

March 14 - 15	MHCA Office
March 16	MHCA Office
March 16	MHCA Office
March 18	MHCA Office
March 21	St. John Ambulance-Brandon
March 21	St. John Ambulance-Brandon
March 22-23	St. John Ambulance-Brandon
March 24	St. John Ambulance-Brandon
March 24	St. John Ambulance-Brandon
March 24	MHCA Office
March 24	MHCA Office
March 29 - 30	MHCA Office

April

COR™ Leadership in Safety Excellence
COR™ Principles of Health & Safety Management
COR™ Auditor
Flagperson (1/2 Day PM)
Committee/Representative Training (1/2 Day PM)
WCB Basics
WCB Return To Work Basics
*Environmental Practices (1/2 Day AM)
*Effective Meetings (1/2 Day PM)
COR™ Leadership in Safety Excellence
COR™ Principles of Health & Safety Management
COR™ Auditor

April 11-12	St. John Ambulance-Brandon
April 13	St. John Ambulance-Brandon
April 14-15	St. John Ambulance-Brandon
April 18	MHCA Office
April 18	MHCA Office
April 19	MHCA Office
April 20	MHCA Office
April 21	MHCA Office
April 21	MHCA Office
April 25 - 26	MHCA Office
April 27	MHCA Office
April 28 - 29	MHCA Office

May

COR™ Leadership in Safety Excellence
COR™ Principles of Health & Safety Management
COR™ Auditor
Flagperson (1/2 Day AM)
Committee/Representative Training (1/2 Day PM)
Traffic Control Coordinator
Excavation & Trenching (1/2 Day AM)
Train the Trainer

May 16 - 17	MHCA Office
May 18	MHCA Office
May 19 - 20	MHCA Office
May 24	MHCA Office
May 24	MHCA Office
May 25 - 26	MHCA Office
May 27	MHCA Office
May 30 - 31	MHCA Office

June

COR™ Leadership in Safety Excellence
COR™ Principles of Health & Safety Management
COR™ Auditor
Flagperson (1/2 Day AM)
Committee/Representative Training (1/2 Day PM)
Traffic Control Coordinator
Excavation & Trenching (1/2 Day AM)

June 13-14	MHCA Office
June 15	MHCA Office
June 16-17	MHCA Office
June 27	MHCA Office
June 27	MHCA Office
June 28-29	MHCA Office
June 30	MHCA Office

*Leadership Certificate Program/Gold Seal

**TO REGISTER,
PLEASE CONTACT:**
Sarah Higgins
sarah@mhca.mb.ca

Job Opening

DIRECTOR OF OPERATIONS-THE RURAL MUNICIPALITY OF ROCKWOOD

Working under policy direction from the Chief Administrative Officer, the Director of Operations is expected to:

- Plan, organize, direct and integrate the RM's public works and functions.
- Provide expert professional assistance to the Chief Administrative Officer and Chair of Transportation in areas of expertise including engineering of street and drainage maintaining.
- Manage the performance and supervises the activities including construction and maintenance of all roads including land drainage systems and infrastructure, solid waste management/ecocentres and vehicle and equipment maintenance.
- Carry out their individual responsibilities with initiative, independence and creativity while exercising sound professional judgement and problem-solving skills as well as deal with the public in a professional and timely fashion.

The successful candidate must possess the following:

- Managerial/supervisory experience preferably with a municipal setting required.
- An accredited Civil Engineering Degree or Civil Technologist Certification.
- Ability to work with Council and the public, employees and external stakeholders.
- To prepare and present the Department's Annual Operation and Capital Budgets plus the preparation of the Departments five (5) year Capital Program.
- Experience which provides background in staff management, infrastructure development and maintenance and facility operation and maintenance preferred.
- Computer knowledge and experience.
- Ability to move forward with current major initiatives being undertaken by the Municipality.

Certification or enrollment in the Manitoba Municipal Administrators Certificate Program and Certification course work in a Business Management Program or Management Training Program is also desirable.

Duties to commence April 1, 2016, or as may be arranged.

The Rural Municipality of Rockwood provides a comprehensive benefits program. Salary shall commensurate with experience.

Interested candidates should submit a cover letter, resume and three references to:

CAO- Chris Luellman
email: cao@rockwood.ca

Re: Application for Director of Operations
The Rural Municipality of Rockwood
Box 902-285 Main Street Stonewall, MB R0C 2Z0

For further information on this position, please contact CAO Chris Luellman at 204-467-2272.

Full copy of job description available upon request.



PERIMETER CONCRETE LTD.



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Job Opening:

Customer Service Representative/Inside Sales/Dispatcher

Perimeter Concrete and Northland Ready Mix are concrete suppliers with 35+ trucks batched out of four locations serving Winnipeg and southern Manitoba. We strive to be the leader in customer service and delivery efficiency.

We are looking to add a new member to our dispatch team. The role is to accurately take orders from customers, perform inside sales, schedule drivers at multiple plants, effectively utilize plant assets, manage truck capabilities and plan for deliveries in an intense fast paced environment. To succeed the candidate needs to be positive, organized, computer literate, able to multi-task and communicate well with customers, drivers and co-workers.

If you can demonstrate you are able to excel at these qualifications through previous experience please send resume to:

Logistics Manager
info@perimeterconcrete.com
or
fax: (204) 255-2175

Concrete experience is an asset but not required.

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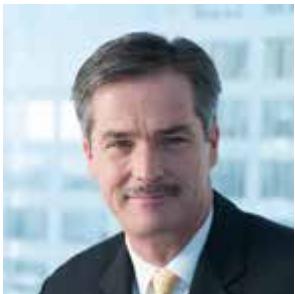
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**NORTHERN COR™ MEETING IN
THOMPSON!**

DATE: March 15th, 2016
WHEN: 10:00 a.m. - 12:00 p.m.
WHERE: Smook Contractors Ltd.
101 Hayes Rd.
Thompson, MB R8N1M3

Please RSVP on/before March 7, 2016 to
Jackie Jones at jackie@mhca.mb.ca





Export Success in China

By Peter G Hall, Vice President and Chief Economist



China-watchers – last time I looked, that was just about everybody – shuddered early this year. The Middle Kingdom's stock markets were rocked on the first business day of 2016, stoking Fed-fed fears of further turmoil. The worry hasn't waned; there's a full-blown Sino-scrutiny industry at play, dissecting every detail of data in an effort to determine China's staying power, or lack thereof. Canada cares, as China is now our number two trading partner. Is our dramatic diversification into this market over, on hold, or still a great opportunity?

Some context is necessary. Combatting the internal fallout of a global Great Recession, China embarked on a dramatic stimulus program in 2008. Sluggish subsequent growth pushed China to maintain and expand its stimulus over the past seven years, an enormous undertaking – but one that has left it with excesses, both real and financial. China now appears to be addressing those excesses: there's more scrutiny of financial institutions, and mass layoffs appear to be imminent. It's more than just a bit unsettling, as the broader impacts have yet to be felt.

How will China fare? Much will really depend on how it deals with a clash of poor demographic fundamentals, uncertain global growth, and how it manages an economy that is inescapably more open and subject to the vagaries of world economic fluctuations. China's management of its increasingly open currency is a very visible test of its policy path.

As beneficiaries of China's prosperity, Canadian exporters have a stake in the outcome. Prior to the New Millennium, Canadian merchandise exports to China made up less than 1 per cent of total exports. That share increased steadily over the past 15 years, growing almost five-fold at the peak in early 2013. However, since then, the share of exports to China slid below 4 per cent, not so much because of China, but thanks to the US economic recovery. Nascent concerns about Sino-softening are no doubt unsettling to Canadians doing business there, or planning to sometime in the near future. What are the prospects?

Recent data gives hope. Canadian exports surged into the New Year, hard on the heels of a very strong December showing. The 'January jump' boosted many industries' fortunes, but the geographic sources of growth were concentrated. America was dominant, but exports to China also fared well. In fact, the recent increase adds to a steady upward movement that began in the spring of 2015. China's share of Canadian exports is back on the rise, over 4 per cent again, and rising.

Which industries are benefiting? Unfortunately, our largest exports are unspectacular, and certain commodity exports are suffering. What's holding things up is surprising performance of much smaller contributors. Canada is known for its auto exports, but not to China. But over the past 12 months, they have increased four-fold. Exports of foodstuffs have also been doing a roaring business. Processed meat exports are ballooning, more than doubling during 2015 alone. Beef and pork are the big drivers of this growth. Grain shipments are showing a decent uptrend, and fishing, likely capitalizing on a growing Canadian reputation in China, recently saw back-to-back increases that more than doubled export sales.

These movements are in small sectors, but they're significant for one key reason: they are feeding an area of growing demand within China that represents one of the planet's greatest go-forward opportunities. China's long expansion is creating an ever-expanding class of wealthy consumers willing to pay premium prices for premium product. No longer is China just a consumer of commodities that feed factories that export to the rest of the world. China's neo-wealth is moving its consumption up the value chain and employing new, more efficient and more accessible sales channels, turning the tables toward the world's high value-added goods and services. Canadians who see this movement are already capitalizing on it.

The bottom line? Don't write China off yet: it is still a huge source of global demand, but those demands are shifting. Thankfully for us, increased Chinese prosperity is creating demand for things that we produce further up the value chain that used to be out of reach. Maybe time to revisit your China export strategy.

Protecting yourself from the cold and flu

They call it the "common cold" because it is one of the most common illnesses to humans. It is a viral infection that constantly mutates so that once our bodies have fought it off, it can come back and make us sick all over again. It can take the form of headaches, dry mouths, sore throats, running noses and many other annoying symptoms that cause us to miss work or school.

Steps to Lower Your Risk of Sharing Cold and Flu Viruses at Work:

Keep Clean:

- Wash your hands often with soap and water. If you can't get to soap and water use alcohol-based disposable hand wipes or gels.
- Routinely clean and disinfect commonly used surfaces such as tables, counters, door handles, phones and keyboards.

Protect Yourself:

- Avoid touching your eyes, nose and mouth. Germs are easy to pick up when you touch something with germs and then touch those parts of your face.
- Eat well, exercise and get a good night's sleep. Keeping your body in good physical condition is the best way to make sure your immune system can fight off viruses like the cold and flu.
- Dress warm. The idea that going out in the cold will give you a cold is just a myth. However, your body can only do so much at one time and if it is busy trying to keep you warm it's going to have a hard time fighting off a virus as well.

Protect Others:

- Cough and sneeze into the inside of your arm, not into your hands.
- If you're able to, stay home from work or school for a day. This will allow you to rest up while your body fights off your cold, and will prevent your colleagues from getting sick.
- If you do get a cold, you should try your best to protect your family and co-workers from getting sick as well.



GROWING MANITOBA'S ECONOMY

Pillars in Support of 'Growing Manitoba's Economy'

In today's globally competitive business environment it is imperative that government create a climate that attracts new business and allows existing businesses to grow and thrive. For Manitoba to reach its full potential there are seven key public policy pillars that political parties must address to demonstrate their political commitment to "Growing Manitoba's Economy," in their 2016 Provincial Election platforms.

I. FISCAL COMPETITIVENESS

Manitoba must have an effective and fiscally prudent government committed to creating a competitive tax jurisdiction to attract and retain new investment.

II. VENTURE CAPITAL

Commitment to the creation of an accessible venture capital fund and supportive tax credit policies to leverage investment in the growth of new and existing businesses.

III. GLOBAL TRADE

Commitment to pursuing an expanded global trade profile for Manitoba which derives substantial economic benefit.

IV. INFRASTRUCTURE INVESTMENT

Commitment to a strategic, sustained, disciplined approach to investment in Manitoba's core infrastructure.

V. ABORIGINAL ENGAGEMENT

Commitment to the creation of an Aboriginal Engagement Strategy to ensure inclusion and partnership in economic growth policies.

VI. SKILLED WORKFORCE

Commitment to attracting, educating, training and retaining a skilled, responsive workforce is fundamental to ongoing economic growth.

VII. 'NEW FISCAL DEAL' FOR MUNICIPALITIES

Commitment to address the existing fiscal framework between the province and municipalities to meet the challenges of the future.

CONCLUSION

The above principles are supported and respectfully submitted by the following supporting organizations each of which are committed to pursuing 'Growing Manitoba's Economy,' in the 2016 Provincial Election.

Business Council of Manitoba (BCM)
Canadian Manufacturers and Exporters (CME)
Manitoba Chambers of Commerce (MCC)
Manitoba Heavy Construction Association (MHCA)
Manitoba Home Builders Association (MHBA)
The Winnipeg Chamber of Commerce (WCC)



**2016 SPRING ROAD RESTRICTIONS (SRR)
ORDER FOR THE START AND END DATES
(March 07, 2016)**

**RESPECTING THE OPERATION OF VEHICLES ON HIGHWAYS
IN THE PROVINCE OF MANITOBA**

Pursuant to *subsections 86(1), 86(2) and 86(3), The Highway Traffic Act (C.C.S.M. c. H60)*, I order that **2016** spring weight restrictions will be implemented as follows:

IMPLEMENTATION DATES

- A.** For the province of Manitoba, south of the virtual line that includes PTH 77, going easterly to include PR 513 (Gypsumville) and the northern tip of Black Island, following the eastern shore of Lake Winnipeg to the north shore of the Winnipeg River, easterly along the north shore of the Winnipeg River to PR 304 and easterly to the Ontario border.

Start Date: 6:00 A.M., Friday, March 11, 2016.

End Date: 11:59 P.M., Tuesday, May 31, 2016.

- B.** For the province of Manitoba, north of the virtual line specified in A (above).

Start Date: 6:00 A.M., Monday, March 14, 2016.

End Date: 11:59 P.M., Tuesday, May 31, 2016.

Please refer to website www.gov.mb.ca/mit/srr for details and updates.

Information is also available by calling the Road Information Line at 511 in Manitoba or at 1- 877- 627- 6237 outside Manitoba, and by calling Motor Carrier Permits and Development at 204- 945-3961 or toll free at 1- 877- 812-0009.

BY ORDER

Original signed by

Ron Weatherburn
ASSISTANT DEPUTY MINISTER
ENGINEERING & OPERATIONS

March 07, 2016

Pitblado^{LAW}

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Area	Groups	Teams
Purpose	Administration	Common goal
Work Mode	Independently	Interdependently
Participation	Hired hands	Task Ownership
Trust	Blurred	Defined
Relationships	Play politics	Open & Honest
Conflicts	Difficult	None

Above: Workers and business owners in the heavy construction industry listen intently during a class at EXPO South 2015.



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