

# MEMBERSHIP INFO GUIDE

# CONTENT

## 04-05 EDUCATION

- ▶ Credits and Professional Development Hours
- ▶ Gold Seal Certification

## 06 ADVOCACY

## 07 EVENTS

## 08-09 CONSTRUCTION INFORMATION

- ▶ WCA BuildCast
- ▶ WCA BuildWorks
- ▶ Construction Documents

## 10 INDUSTRY NEWS

- ▶ WCA Newsletter
- ▶ Annual Report
- ▶ Build Manitoba Magazine
- ▶ Social Media

## 11 MARKETING AND ADVERTISING

## 12 GROUP BENEFIT PROGRAM

## 13 MEMBER SAVINGS PROGRAM

## 14 EXCLUSIVE BENEFITS

- ▶ Commissioner of Oaths
- ▶ Industry Presentations
- ▶ Resources
- ▶ Membership Directory
- ▶ Notary Public
- ▶ CSAM

## 15 YCLM

## 16 MWC

## 17 CAREER EXPO

## 18 MEMBERSHIP

- ▶ Join Today
- ▶ Renewal
- ▶ Staff Contact Information

# We're more than a planroom

Whether you're a new WCA Member, or you've been with us for most of our 110+ year history, you're almost definitely aware of our Planroom. WCA BuildWorks is your hub for construction information, helping you bid on projects and secure work. **But did you know that we're more than that?**

The Winnipeg Construction Association has a dedicated staff working behind the scenes on more than just our planroom everyday. Our **Education** department brings WCA Members over 80 courses a year tailored specifically for the ICI Construction Industry. Our **Advocacy** team is constantly meeting with all levels of government, fighting to make sure you have a better business environment. Our **Networking and Event** planners are always looking for new and exciting ways to get our membership together, giving you opportunities to build your network and grow your business.

Maybe you're already aware of these services, or maybe you need to re-discover them. Either way, know that WCA is working tirelessly for you, the member, on more than just sourcing projects. To find out how to take advantage of these services, flip through this guide, visit our website at [winnipegconstruction.ca](http://winnipegconstruction.ca) or get in touch with our office at [204-775-8664](tel:204-775-8664). We'd love to hear from you!



*Click this icon throughout the guide to visit the related web page*



# EDUCATION



## Helping you build your knowledge, skills and business

We know you have options when it comes to industry education. At WCA we're committed to being your one-stop shop for Industrial, Commercial and Institutional (ICI) construction education, bringing you the best facilitators from across Canada and the United States in a welcoming, comfortable environment where you'll have the opportunity to connect with industry peers. **That's the WCA advantage.**

Take advantage of all WCA has to offer:

- ▶ Learn from world-class facilitators with real industry experience
- ▶ Actively participate in courses for more effective learning
- ▶ Build relationships by networking with classmates
- ▶ Join us in-person, in a virtual classroom or for e-Learning
- ▶ Enjoy our state-of-the-art Education Centre

*[Click for the current education schedule:](#)*



### Did you know?

WCA Members get savings of 25% on every WCA Course - that can easily cover the cost of your membership by itself!

WCA Education has something for everyone in the industry - no matter what your role is, you'll find something to help you build your career.

If you can't find what you're looking for, reach out to us. Courses that aren't on this year's schedule may be available again, or by request.



# EDUCATION



## Supporting your career development journey

Learning and knowledge are great, but to truly advance your career you want to be able to prove you've put in the hours to improving your skills. WCA courses offer credits and professional development hours for a number of designations including:

- ▶ Gold Seal Certification
- ▶ Manitoba Association of Architects
- ▶ AGC Certificate of Management - Lean Construction
- ▶ Project Management Institute
- ▶ Certified Construction Contract Administration
- ▶ Canadian Healthcare Construction Certificate
- ▶ Dale Carnegie
- ▶ Building Supervisors for Tomorrow (BST)
- ▶ Building Supervisors into Leaders (BSL)

### **GOLD SEAL CERTIFICATION:**

The Gold Seal Certification (GSC) program is nationally recognized certification and the industry standard. Earning your GSC demonstrates to your peers, colleagues and the construction community that you have what it takes to lead and execute with excellence. In order to earn your Gold Seal, you'll need the required industry work experience and educational credits along with a passing mark on the exam.

*[Click for more information on Gold Seal Certification:](#)*



### Did you know?

Every WCA course earns you Gold Seal credits.

WCA offers mandatory Gold Seal Courses.

WCA is your Gold Seal Coach, We're here to support you from the application process to the exam.

BST and BSL are both fully owned and operated by WCA.



# ADVOCACY



## Ensuring your voice is heard by government

WCA is **your voice at the table** with all levels of government. Our representatives are active at the WCB, Apprenticeship, Building Standards (Building Code) Board, and Winnipeg Building Commission among others. You can be sure – if it affects your business, we’ll be there advocating for you. We meet regularly with government officials on a variety of issues, including:

- ▶ City of Winnipeg Permit Department Reform
- ▶ City of Winnipeg Construction Contract Language
- ▶ Construction Industry Wages Act
- ▶ Election Financing Act Reform
- ▶ Limitations Act Reform
- ▶ Prompt Payment Policy/Legislation
- ▶ COR as condition of contract
- ▶ Investment in Infrastructure
- ▶ Apprenticeship
- ▶ Other issues and concerns as they arise

If you have any concerns in these or other areas, or want to add your input, please get in touch with us at [wca@winnipegconstruction.ca](mailto:wca@winnipegconstruction.ca).

*Follow us on Twitter and LinkedIn to keep up with our work with industry and government:*



### Did you know?

As a WCA Member, you are also a member of the Canadian Construction Association.



CCA is our national lobbyist in Ottawa advocating for federal infrastructure spending, fair taxes, open procurement, and free trade. With over 20,000 construction company members, CCA has a loud and respected voice on Parliament Hill.



# EVENTS



## Creating fun and exciting networking experiences

Networking is extremely important in the construction industry - you never know which of your contacts will lead to a new project, a new business partner or simply a good friend.

WCA throws events you'll actually want to go to! Our team puts together great opportunities to network with other industry members all while having a great time. Don't miss out, join the party!

### Annual Events Include:

- ▶ AGM and Chair's Reception
- ▶ Curling Bonspiel
- ▶ Golf Tournaments (Spring, Summer and Fall)
- ▶ Summer BBQ
- ▶ Builders' Night Gala

Sponsorship opportunities are available for most of our events – these are a fantastic opportunity to reach your target audience.

Our team is always looking to plan new and exciting events. Keep an eye on your inbox throughout the year for other networking opportunities.

*[Click for upcoming events:](#)*



### Did you know?

Kick off summer with WCA's BBQ, FREE for all members. Swing by to enjoy some tasty food and a cold beverage.

Many of our events include giveaways, prizes and other great swag to take back to your home or offices.

Builders' Night is the industry's biggest bash of the year. Enjoy a fabulous four-course meal, open bars and great entertainment.



# CONSTRUCTION INFORMATION



## Providing unparalleled access to projects across Manitoba

As your **trusted source for project information for more than 100 years**, our dedicated team is devoted to informing you of all types of construction opportunities in Manitoba, including private, public, construction management, design build, sub-trade requests, RFP, P3 and all types of ICI and civil work, ensuring you get a second-to-none access to construction opportunities through WCA's two products, BuildCast and BuildWorks.



Be ready for when tenders are issued with WCA BuildCast, our exclusive weekly pre-bid publication for upcoming projects. BuildCast covers all design phases from public to private work ranging from \$50,000 – over \$1 billion. The weekly report, delivered directly to your inbox as a WCA Member, allows you to plan, schedule and budget – setting you up for success.



Bid on projects with our robust construction work platform – WCA BuildWorks. BuildWorks allows you to search for the right projects based on your scope of work and location and much, much more.

Visit the bid calendar page on our website to see the types of projects WCA BuildWorks gives you access to.



### Did you know?

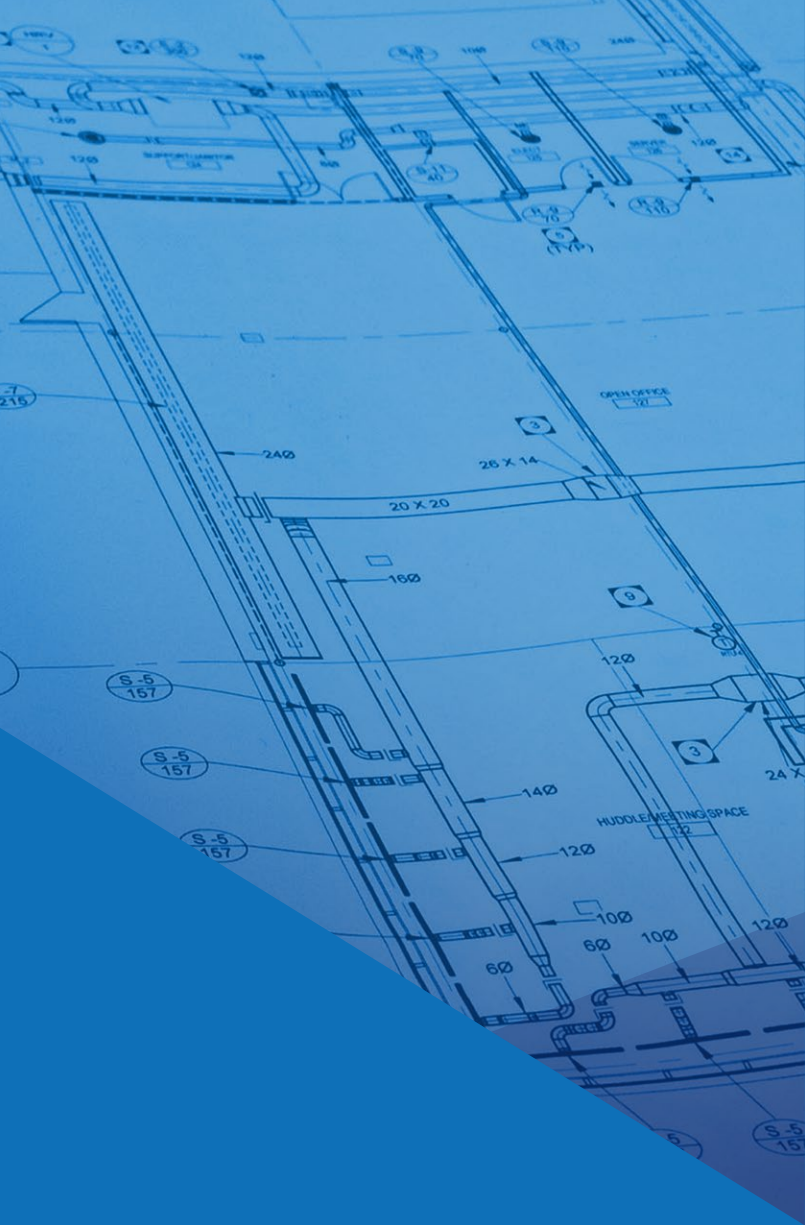
In 2022 WCA posted 2,162 projects in BuildWorks worth more than \$1.7 billion.

In 2022 WCA reported 2,025 projects in BuildCast.

[Click here](#) to get started with WCA BuildWorks through training video's.

WCA offers orientation for both BuildWorks and BuildCast. [Click here](#) to check for upcoming dates.





## Supplying crucial construction documents, contracts and guides

As your local industry association, WCA participates in the development of standard construction documents. WCA members are encouraged to use CCDC and CCA documents whenever possible. These documents are all for sale on our website – and you can be sure you're getting the best deal possible with **WCA member pricing**.

### **CCDC DOCUMENTS:**

The Canadian Construction Documents Committee (CCDC) is a national joint committee responsible for the development, production and review of standard Canadian construction contracts, forms and guides. The full complement of CCDC products and seals can be purchased from WCA.

### **CCA DOCUMENTS:**

CCA helps you simplify the way you conduct business and save time and money with its standard contract documents that are up-to-date, easy to understand and familiar to all parties.

### **CDBI DOCUMENTS:**

One of the objectives of the Canadian Design-Build Institute is to recommend 'best practices' policies and procedures to support design-build utilization. It is therefore a priority for the institute to develop a practice manual that provides guidance and recommendations on the successful delivery of design-build.

# CONSTRUCTION INFORMATION



# INDUSTRY NEWS



## Delivering the information you need, directly to you

It's a crazy world out there. Things are changing every day in our industry and it can be tough to keep up. We know you're busy – that's why we send this information right to your inbox so you don't have to find it yourself.

### **WCA NEWSLETTER**

Make sure you're staying in the loop on industry news with WCA's exclusive newsletter that goes right into your inbox every two weeks.

### **BUILD MANITOBA MAGAZINE**

Our quarterly magazine is a key source for industry information and analysis of the latest issues, project profiles, training and events relevant to WCA members.

### **ANNUAL REPORT**

Our annual report is a yearly recap of all of WCA's activities, holding us accountable to our members so you know exactly what we've been up to.

### **SOCIAL MEDIA**

Keep up with us on our Twitter, LinkedIn and Youtube channels for the most up-to-date information on the latest industry news, WCA education and networking opportunities, and more.



## Did you know?

If you missed a newsletter or a copy of *Build Manitoba*, previous versions are posted to WCA's website.

WCA provides information relevant to the construction industry for local, provincial and federal elections.

You are automatically signed up to the WCA Newsletter upon joining.

# MARKETING & ADVERTISING



## Market your business directly to industry decision-makers

### **EVENT PARTNERSHIP**

Promote your company by partnering with WCA for member events, including the annual Builders' Night Gala, a series of Golf tournaments, our winter Curling Bonspiel and more. A wide range of sponsorship categories are available to meet your marketing objectives. For more information contact us at

[wca@winnipegconstruction.ca](mailto:wca@winnipegconstruction.ca)

### **BUILD MANITOBA MAGAZINE**

Reach more than 4,000 key personnel and decision makers in the industry with WCA's official publication, distributed four times a year.

To request a media kit, contact Twila Driedger, *Build Manitoba's* Managing Editor

[twila@winnipegconstruction.ca](mailto:twila@winnipegconstruction.ca)

### **MEMBERSHIP DIRECTORY**

Advertising in the WCA Membership Directory provides year-round exposure in a cost-effective manner. The guide is referenced by thousands of contractors throughout the province. To inquire about advertising, contact Jenna Conrad from Kelman & Associates at [jenna@kelman.ca](mailto:jenna@kelman.ca)



## Did you know?

As a WCA member, you have authorization to use the WCA logo, the Gold Seal logo and the Canadian Construction Association logo on your promotional materials.

Contact us at [communications@winnipegconstruction.ca](mailto:communications@winnipegconstruction.ca) for logo files and guidelines.

**New Members** - Get in touch with us to learn about ways to get your name out there! Discuss marketing opportunities [wca@winnipegconstruction.ca](mailto:wca@winnipegconstruction.ca).



# GROUP BENEFIT PROGRAM



## Offering valuable group benefit programs for construction

As a WCA member you have access to individually designed benefit programs with rates lower than those available to individual firms outside of the association. This unique construction plan has also been designed with convenient lay-off provisions to accommodate the needs of the construction industry. All plans are managed by our partner, Ellement Consulting Group.

### **PLAN MEMBER ADVOCACY™**

PMA eliminates tedious administration work from your team's to-do list, and removes the liability inherent in employer involvement in the claims process by working directly with your employees on claims inquiries. This is an award winning benefits plan.

### **THE ASSOCIATION DIFFERENCE™**

Saving you valuable time and money. The pooled association plan is the most flexible, comprehensive and competitive benefits plan on the market for construction.

Reach out to Ellement Senior Account Manager Kerry McWhinney at [kerry.mcwhinney@element.ca](mailto:kerry.mcwhinney@element.ca) to explore your group benefit options.



## Did you know?

Many participating WCA members have remained in this powerful value driven member benefit plan since 1982.

Some WCA members have signed up for membership solely to access this benefit.

Benefits plans can help you recruit new employees and retain experienced ones.



# MEMBER SAVING PROGRAM



## Saving you money with exclusive deals and discounts

As a member of WCA your business is provided with discounted services that provide exclusive membership saving program negotiated on the strength of membership numbers on a full range of products and services. See below for a list of our current offers.



Discounted rental rates on vehicles, trucks, vans and flat decks with enterprise group of companies



30% off the everyday web price of Lenovo's entire line of PC products plus free ground shipping and more



Discounted rates with coupon codes for valet or self-park at the airport



Save 20% off complete workforce management



SuperPass™ helps with effective fleet management



Member exclusive promotions, volume pricing, expanded assortments, free delivery to job sites and more



40% off packages to Canada, US and Worldwide. 30% off brokerage entry preparations and more

*We're always looking to add more valuable offers to our members savings program.*

[Click to take advantage of these great discounts:](#)



# EXCLUSIVE BENEFITS



## Providing exclusive benefits - maximizing your membership!

### COMMISSIONER OF OATHS

Use the services of our Commissioner of Oaths to witness documents free of charge. Several of our staff members have this ability during office hours.

### RESOURCES

Our industry is heavily regulated - and can be confusing at times. WCA is happy to provide resources to help our members succeed, including information on Technical and Practice Bulletins, substantial performance certificates, regulations, mediation services and Manitoba Trade Definitions.

### INDUSTRY PRESENTATIONS

Join us for private and free industry presentations and functions organized and advertised solely to members.

### MEMBERSHIP DIRECTORY

The annual WCA Membership Directory is published following annual membership renewal. As a WCA member you will receive one copy per company.

### MEMBER BENEFITS TABLE

[Click here](#) for a full listing of all WCA Member benefits broken down by membership category.

### FREE NOTARY PUBLIC:

WCA offers FREE notary public services. One WCA staff person (non-transferable) has the authority to notarize construction documents for members only.

### CONSTRUCTION SAFETY ASSOCIATION OF MANITOBA:

With your WCA membership, the **\$500 CSAM fee is waived** for those outside the 400 rate code. Receive safety services from CSAM as an associate member. Take advantage of safety training, advice and certification programs! [constructionsafety.ca](http://constructionsafety.ca)



[Click to view our popular resources:](#)



## INITIATIVES



## Building the future of MB's construction industry

YCLM - Young Construction Leaders of Manitoba is a group of young professionals working in Manitoba's construction industry. We work to provide our members with education, mentorship and networking as we progress through the early stages of our careers.

While we have “Young” in our name, all our events are open to anyone wanting to learn more about the construction industry or future their careers.

### Annual Events Include:

- ▶ Wine & Cheese
- ▶ Lunch and Learns throughout the year
- ▶ Construction site tours throughout the year
- ▶ Holiday Party

In order to gain access to YCLM events, news and updates, please sign up for membership on our website.



### Did you know?

YCLM hosted over 20 events in 2022.

Once you sign up for YCLM membership, you will automatically receive the YCLM Newsletter to stay in the know.

You can get your eyes in front of industry leaders as well as support the YCLM with sponsorship.



# INITIATIVES



## Building the long-term success of women in construction

MWC - Manitoba Women in Construction is a group of individuals who work within Manitoba's construction industry and share a common goal of supporting, educating and mentoring women in construction.

We strive to provide a voice for women in the construction industry today and in the future.

### Annual Events Include:

- ▶ Building Her Story
- ▶ Golf Tournament
- ▶ Unlocking the Toolkit
- ▶ Holiday Party

In order to gain access to MWC events, news and updates, please sign up for membership on our website.



### Did you know?

MWC hosted over 15 events in 2022.

Once you sign up for MWC membership, you will automatically receive the MWC Newsletter to stay in the know.

You can get your eyes in front of industry leaders as well as support the MWC with sponsorship.

Volunteer opportunities are available.





## INITIATIVES

EXPO

## Creating a solution for the skilled trades shortage

Be part of the solution to the skilled trades shortage by participating in the association's annual Manitoba Construction Career Expo! The expo is an annual event held at Red River Exhibition Place, designed to encourage students in grade 9 to 12 to explore their future in construction. The exciting and extremely popular event features an entirely interactive experience with hands-on demonstrations in over 30 skilled trades in construction including masonry, carpentry, roofing, concrete finishing, electrical wiring and painting, among others.

With Manitoba's construction climate creating a wealth of career opportunities, and the current shortage of skilled trades people, now is the time to introduce students to the vast, profitable, and rewarding careers in construction!

MANITOBA  
**CONSTRUCTION**  
**CAREER** EXPO

Interested in participating? Get in touch with us to express your interest in participating in the next Manitoba Construction Career Expo: [communications@winnipegconstruction.ca](mailto:communications@winnipegconstruction.ca)



### Did you know?

2,000 high school students get the chance to try out the Career Expo every year.

The expo is 100% FREE for students and schools, reducing barriers for those who might otherwise not be able to attend.

In 2023 WCA will be supporting the Skills Canada National Competition with it's 'try-a-trade' initiative. This will be like a Career Expo on steroids - they're expecting over 10,000 students!



# MEMBERSHIP

## Are you ready to join Manitoba's largest construction association?

### Become a WCA member

1. Click the join link to create your login
2. Verify your account in the email we'll send you
3. Click the Join WCA button in your Account Centre to register as a member

[Click here](#) for a full listing of all WCA Member benefits broken down by membership category.

### Already a Member?

Thank you - We are committed to serving you. We hope this guide helped you rediscover the WCA advantage. *Keep an eye on your inbox at the end of the year for renewal.*

### Get Involved!

WCA Members are always welcome at their respective division meetings, and Regular and Associate Members have the opportunity to apply for positions on our board of directors.

### Questions?

If you have further questions visit our website [winnipegconstruction.ca](http://winnipegconstruction.ca) or get in touch with the appropriate staff member who would be happy to help!

For membership inquiries get in touch with Jaqueline Gershman, Director, Member Services: 204-775-8664 ext.2236 or [membership@winnipegconstruction.ca](mailto:membership@winnipegconstruction.ca)

## Get in touch - We're here to help!



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