CIQS NOW A PART OF BCIT DEGREE PROGRAM

CIQS unveils new brand identity
Altus Group is the leading multidisciplinary provider of independent real estate consulting and professional advisory services worldwide. With a staff of over 1,700, Altus Group has a network of over 60 offices in 14 countries worldwide.

Key openings within Altus:

- Junior Cost Consultants
- Senior Cost Management Professionals
- Construction Project Managers

If you want to grow your career then you need the Altus Advantage!

Altus Group is the leading multidisciplinary provider of independent real estate consulting and professional advisory services worldwide. With a staff of over 1,700, Altus Group has a network of over 60 offices in 14 countries worldwide.
CONSTRUCTION ECONOMIST

FEATURES

12 Erickson decision: wind turbines can be built in Ontario
16 Report on PAQS Congress, Colombo, Sri Lanka 2011
20 CIQS now a celebrated part of BCIT degree program
21 CIQS unveils new brand identity
22 National Music Centre reveals much-anticipated design
24 Seven ways to become a speaking star

DEPARTMENTS

4 President’s message
4 Congratulations
6 Executive Director’s message
7 Editor’s message
10 CPD Corner
23 Obituaries
27 Welcome new members
28 Industry news
29 Education updates

Statements of fact and opinion expressed are those of the authors and CIQS assumes no responsibility for the content, nor do they represent official policy of CIQS.

Published four times a year on behalf of the Canadian Institute of Quantity Surveyors by

Canadian Institute of Quantity Surveyors
90 Nolan Court, Unit 19, Markham, Ontario L3R 4L9
Telephone: (905) 477-0008 Fax: (905) 477-6774
Toll Free 1-866-345-1168
Email: info@ciqs.org Web Site: www.ciqs.org

Executive Director:
Lois Metcalfe
Email: exedir@ciqs.org

Editor:
Joshua Muthee, PQS
Email: conecon@ciqs.org

Translation:
André Bernard

Send Change of Address to:
Canadian Institute of Quantity Surveyors
90 Nolan Court, Unit 19, Markham, Ontario L3R 4L9

Canadian Institute of Quantity Surveyors
Institut canadien des économistes en construction

The mission of CIQS is to promote and advance professional quantity surveying and construction estimating; to establish and maintain national standards; to recruit, educate and support our members.
It is time for the future

It seems like only yesterday that I was gathering my thoughts for my first message to you all and now here I am again.

The summer has been a busy one culminating with our participation at the PAQS Congress in Colombo, Sri Lanka. I was proud to represent you all at the PAQS Council Meeting and to cover for David Lai and Andrew Collins at the Education Committee meeting. I was more proud to be part of the PAQS Council which unanimously elected our own Ian Duncan as 2nd Vice President - an election which set Ian and CIQS on the long path to the PAQS Presidency. Congratulations Ian and thank you for your commitment.

More recently, I was once again both proud and privileged to be part of CIQS Council during the recognition event for the BCIT Construction Management degree program. This program is the latest in a continuing series of educational programs accredited by CIQS and demonstrates an on-going commitment by Canada's colleges to provide our industry with suitably educated resources. During the event I was reminded of my own roots and the effect of my building education at the Swansea College of Technology which fortunately for me was sponsored by my full-time Builder employer from whom I learnt all of the practical, operational skills to go along with my academic education. It was this joint initiative which produced the skilled Technocrat status which has since evolved to professional recognition. I encourage all of you to look further than the academic education received by our students and to be proactive in the mentoring of these students during their academic time and hiring them during their non-academic time and upon their graduation. This would go a long way to continue the effective growth of our profession in Canada and provide the resources necessary to support our marketing initiatives. Just imagine how powerful an organization we would be if each one of our PQS/CEC Members were to mentor and introduce one new professional each year. It is the time for outreach and recognition – it is not the time for protectionism and inward-thinking.

Concurrent with the BCIT event, Council decided to ask Erin Brand of Parcel Design to present the logic behind our re-branding initiative. The PowerPoint presentation was well received and we were able to use the occasion to publicize the process through the local media in attendance. We are on our way.

To conclude I will share this thought with you all. I recently heard Stuart Maclean on CBC Radio explaining his vision of September as a new start or a clean slate. Our Marketing Initiative is exactly a September Vision – it is time for the future. Remember and savour the past but the future is where we need to be.

Let us all embrace the Vision.

"Remember and savour the past but the future is where we need to be.”

Congratulations to the following members who have qualified as a PQS or CEC:

**OIQS**
Nieveliza Crisologo, CEC
Amarjit Kaur Davies, PQS
Abdul Ghani, CEC
Lin Hao, PQS
Mohammed Kashem, CEC
Nadine Anne Kralj, CEC
Sarah Middlemiss, PQS
Clement V. Sitima, PQS
Sopanna Surendran, PQS

**CIQS Member at Large**
Amarjit Kaur Davies, PQS
Emeka Ogbugo, PQS
Mohan Thind, CEC

**QSBC**
Sean Durcan, PQS

**AQSA**
Aaron Grenier, PQS
Wendy Hobbs, PQS
Joseph Barry Milliner, PQS
Kumanan Perinpasivam, PQS
Julio Silva, PQS
C’est le temps du futur

C’était hier, il me semble, que je rassemblais mes idées afin de rédiger à votre intention mon premier message et déjà me revoilà.

L’été fut très occupé avec comme moment fort notre participation au congrès de la PAQS à Colombo au Sri Lanka. J’étais fier de vous représenter tous à l’assemblée du Conseil de la PAQS et d’assumer le rôle de David Lai et Andrew Collins à la réunion du Comité d’éducation. J’étais davantage fier de participer au Conseil de la PAQS qui a élu à l’unanimité notre Ian Duncan au titre de 2ème Vice-président – une élection qui place Ian et le CIQS sur la longue voie menant à la présidence de la PAQS. Toutes nos félicitations Ian et merci pour ton engagement.

Plus récemment, j’étais de nouveau fier et privilégié de participer au Conseil du CIQS durant l’événement de reconnaissance du programme en Gestion de construction de l’Institut de technologie de Colombie britannique (BCIT). Ce programme est le plus récent d’une suite de programmes de formation accrédités par le CIQS et qui démontre un engagement continu des Collèges canadiens à doter notre industrie de ressources adéquatement formées. Pendant cet événement, je me suis souvenu de mes propres débuts et de l’impact de ma formation dans le domaine de la construction au Swansea College of Technology qui était, heureusement pour moi, subventionné par l’entrepreneur qui m’employait à plein temps et de qui j’ai appris toutes les compétences pratiques allant de pair avec ma formation académique. Ce fut cette initiative conjointe qui produisit le niveau de connaissances techniques qui évoluèrent vers la reconnaissance professionnelle. J’encourage tous ceux et celles d’entre vous qui voient plus loin que la formation académique reçue par nos étudiants et qui peuvent être proactifs comme mentors auprès de ces étudiants durant leurs études et prêts à les employer durant leurs vacances et à leur graduation.

Cela aiderait grandement à soutenir la croissance de notre profession au Canada et à produire les ressources nécessaires à supporter nos initiatives de marketing. Imaginez seulement quelle puissance pourrait atteindre notre organisation si chacun des membres ÉCA et ECC devenait le mentor d’un étudiant et procurait à chaque année un nouveau membre à la profession? Le temps est à l’ouverture et à la reconnaissance – ce n’est pas le temps du protectionnisme et de la pensée introvertie.

Dans la foulée de l’événement du BCIT, le Conseil a demandé à Erin Brand de Parcel Design de faire une Présentation de la logique soutenant notre initiative de « re-branding ». La présentation PowerPoint fut bien reçue et nous avons profité de l’occasion pour publier le processus auprès des médias locaux qui couvraient l’événement. En cela, nous avons progressé.


« Rappelons-nous et savourons le passé, mais le futur est là où nous devons parvenir. »

Digitize Directly on your screen from files with . . .

BidScreen XL

eTakeoffs of ePlans in Microsoft Excel. The drawing and measurement are saved with any cell.

You don’t work for our software, it works for you.

Our Canadian distributor
Interworld Electronics 800-663-6001

Calculate cuts & fills by digitizing on your screen.

Vertigraph, Inc.
www.vertigraph.com

SiteWorx/OS
since 1975, the CIQS has bestowed to two members the CIQS Award of Merit in recognition of their many years of devoted services to the CIQS. The current guidelines for the CIQS Award of Merit are as follows:

- The nominations are made by the affiliated associations.
- There are no restrictions in respect of geography.
- No more than two per year may receive the award.
- The decision is by ballot by previous recipients.
- The element of secrecy has been removed and the recipients will be notified so they can hopefully attend the AGM and receive the medal in person.
- The recipient must be a member in good standing with the CIQS.

The first two Awards were presented in 1975 to the founding members, Gordon Pattison and Frank Heylar. Since that time, Frank and Gordon presented the Awards of Merit each year at our Annual General Meetings. When Frank passed away, Gordon kept everyone guessing who won the award by providing tidbits of information about the member without revealing the name until the very end. Clive Evans, Past President and 1987 Award of Merit winner, has continued the ritual by presenting the Awards when Gordon’s health failed and he was no longer able to attend our meetings.

In recognition and in memory of Gordon Pattison, CIQS Council at their September meeting passed a motion to rename the CIQS Award of Merit to the Gordon Pattison Award of Merit.

In addition to renaming the award, the guidelines will be changed effective 2012 so that no more than one award per year will be given (rather than the traditional two per year) in order to raise the profile of the award.

If you feel a member is worthy of this prestigious award please contact your affiliated association.
Below are Statistics Canada reports on Building Construction Price Index and Building Permit metrics. This information is being printed in its full version as obtained from Statistics Canada. At the bottom of this report, we have provided contact information on how to obtain additional data or access original reports from Statistics Canada. Information is being provided for free and not intended for commercial marketing.

Building Construction Price Index
Second Quarter 2011 – Statistics Canada
The composite price index for non-residential building construction increased by 1.2% in the second quarter compared with the previous quarter. The quarterly advance was mainly a result of wage increases and the continued strength of construction material prices.

All seven of the census metropolitan areas (CMAs) surveyed reported quarterly increases ranging from 0.6% to 1.5%. Ottawa–Gatineau, Ontario part (+1.5%) and Toronto (+1.4%) recorded the largest gains.

Year over year, the composite price index for non-residential building construction was up 3.2%. Of the CMAs surveyed, Ottawa–Gatineau, Ontario part (+4.4%) and Toronto (+3.9%) recorded the largest increases while Calgary (+1.9%) registered the smallest gain.

Note: This release presents data that are not seasonally adjusted and the indexes published are subject to a one quarter revision period after dissemination of a given quarter’s data.

Building Permits, July 2011
The value of building permits edged down 0.6% to $6.6 billion in July, following increases of 2.8% in June and 20.9% in May. Lower construction intentions for the non-residential sector were partially offset by gains in the residential sector.

Table 1 Non-residential building construction price indexes

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Composite</td>
<td>100.0</td>
<td>141.7</td>
<td>144.4</td>
<td>146.2</td>
<td>1.2</td>
<td>3.2</td>
</tr>
<tr>
<td>Halifax</td>
<td>2.6</td>
<td>137.4</td>
<td>139.4</td>
<td>140.7</td>
<td>0.9</td>
<td>2.4</td>
</tr>
<tr>
<td>Montréal</td>
<td>13.1</td>
<td>135.9</td>
<td>139.0</td>
<td>139.9</td>
<td>0.6</td>
<td>2.9</td>
</tr>
<tr>
<td>Ottawa–Gatineau, Ontario part</td>
<td>5.4</td>
<td>144.6</td>
<td>148.8</td>
<td>151.0</td>
<td>1.5</td>
<td>4.4</td>
</tr>
<tr>
<td>Toronto</td>
<td>35.3</td>
<td>142.5</td>
<td>145.9</td>
<td>148.0</td>
<td>1.4</td>
<td>3.9</td>
</tr>
<tr>
<td>Calgary</td>
<td>16.8</td>
<td>161.1</td>
<td>162.1</td>
<td>164.2</td>
<td>1.3</td>
<td>1.9</td>
</tr>
<tr>
<td>Edmonton</td>
<td>13.4</td>
<td>155.6</td>
<td>158.9</td>
<td>160.7</td>
<td>1.1</td>
<td>3.3</td>
</tr>
<tr>
<td>Vancouver</td>
<td>13.4</td>
<td>132.8</td>
<td>136.0</td>
<td>137.5</td>
<td>1.1</td>
<td>3.5</td>
</tr>
</tbody>
</table>

Source: Statistics Canada
In the residential sector, the value of permits nationally rose 2.4% to $3.9 billion, the third consecutive monthly gain. The increase occurred largely as a result of advances in the value of multi-family and single-family dwellings in Ontario, Alberta and Quebec.

After two consecutive monthly gains, permits in the non-residential sector decreased 4.5% to $2.7 billion. Declines in Quebec and Manitoba were partially offset by advances in the eight other provinces.

The total value of building permits increased in six provinces, led by Ontario. The largest decline occurred in Quebec, where building intentions fell in the non-residential sector following gains the previous three months.

Non-residential sector: Decrease in the industrial component

In the industrial component, the value of permits declined 40.1% in July to $368 million, following a large increase in June. The decline was mostly a result of lower construction intentions for utility buildings and transportation facilities in Ontario and for manufacturing plants in Quebec. Industrial intentions fell in four provinces, led by Ontario and Quebec.

In the institutional component, construction intentions rose 17.1% to $758 million in July, the third consecutive monthly increase. Intentions were up in four provinces, led by permits for educational facilities in Ontario and Saskatchewan.

In the commercial component, the value of permits remained largely unchanged at $1.6 billion, following a 16.0% decline in June. Gains in seven provinces were offset by declines in Quebec, Manitoba and Prince Edward Island.

Residential sector: Increase in construction intentions in Ontario and Alberta

The value of building permits for single-family dwellings increased for a second consecutive month, up 3.4% from June to $2.3 billion in July. The advance was a result of higher construction intentions in Alberta and Ontario. Manitoba, on the other hand, posted the largest decrease in single-family construction intentions following two months of gains.

Municipalities issued $1.6 billion in building permits for multiple-family dwellings in July, up 1.0%, following a small decline in June. Permit values rose in six provinces, with Ontario, Quebec and Alberta accounting for most of the increase. After a substantial gain in June, British Columbia recorded the largest decline in multi-family construction intentions.

Municipalities across Canada approved 17,738 new dwellings, up 3.0% from June. The gain was the result of a 4.0% increase in multi-family dwellings to 10,629 units. The number of single-family dwellings rose 1.5% to 7,109 units.

Ontario posts the biggest gain

The total value of building permits increased in six provinces in July.

Ontario posted the largest increase, its third consecutive month of gains. The increase was mostly attributable to higher construction intentions for commercial and institutional buildings and to lesser extent multi-family dwelling permits.

Alberta posted the second highest increase in July, mostly from gains in single-family dwelling and commercial permits.

The largest decline in the value of building permits was in Quebec, following two months of gains. Declines in all three non-residential components exceeded an increase in the value of the residential permits.

Strong intentions in Toronto

The total value of permits increased in 16 of the 34 census metropolitan areas in July.

The largest increases occurred in Toronto and Edmonton. In Toronto, most of the increase originated from multi-family dwellings and institutional permits. In Edmonton, the gain came mainly from higher construction intentions for single-family dwellings.

The largest declines occurred in Montréal, London and Calgary. The declines in Montréal and Calgary came primarily from permits for commercial buildings, while in London, the main factor was a decline in institutional permits.

Non-residential sector: Decrease in the industrial component

In the residential sector, the value of permits nationally rose 2.4% to $3.9 billion, the third consecutive monthly gain. The increase occurred largely as a result of advances in the value of multi-family and single-family dwellings in Ontario, Alberta and Quebec.

After two consecutive monthly gains, permits in the non-residential sector decreased 4.5% to $2.7 billion. Declines in Quebec and Manitoba were partially offset by advances in the eight other provinces.

The total value of building permits increased in six provinces, led by Ontario. The largest decline occurred in Quebec, where building intentions fell in the non-residential sector following gains the previous three months.

Non-residential sector: Decrease in the industrial component

In the industrial component, the value of permits declined 40.1% in July to $368 million, following a large increase in June. The decline was mostly a result of lower construction intentions for utility buildings and transportation facilities in Ontario and for manufacturing plants in Quebec. Industrial intentions fell in four provinces, led by Ontario and Quebec.

In the institutional component, construction intentions rose 17.1% to $758 million in July, the third consecutive monthly increase. Intentions were up in four provinces, led by permits for educational facilities in Ontario and Saskatchewan.

In the commercial component, the value of permits remained largely unchanged at $1.6 billion, following a 16.0% decline in June. Gains in seven provinces were offset by declines in Quebec, Manitoba and Prince Edward Island.

Residential sector: Increase in construction intentions in Ontario and Alberta

The value of building permits for single-family dwellings increased for a second consecutive month, up 3.4% from June to $2.3 billion in July. The advance was a result of higher construction intentions in Alberta and Ontario. Manitoba, on the other hand, posted the largest decrease in single-family construction intentions following two months of gains.

Municipalities issued $1.6 billion in building permits for multiple-family dwellings in July, up 1.0%, following a small decline in June. Permit values rose in six provinces, with Ontario, Quebec and Alberta accounting for most of the increase. After a substantial gain in June, British Columbia recorded the largest decline in multi-family construction intentions.

Municipalities across Canada approved 17,738 new dwellings, up 3.0% from June. The gain was the result of a 4.0% increase in multi-family dwellings to 10,629 units. The number of single-family dwellings rose 1.5% to 7,109 units.

Ontario posts the biggest gain

The total value of building permits increased in six provinces in July.

Ontario posted the largest increase, its third consecutive month of gains. The increase was mostly attributable to higher construction intentions for commercial and institutional buildings and to lesser extent multi-family dwelling permits.

Alberta posted the second highest increase in July, mostly from gains in single-family dwelling and commercial permits.

The largest decline in the value of building permits was in Quebec, following two months of gains. Declines in all three non-residential components exceeded an increase in the value of the residential permits.

Strong intentions in Toronto

The total value of permits increased in 16 of the 34 census metropolitan areas in July.

The largest increases occurred in Toronto and Edmonton. In Toronto, most of the increase originated from multi-family dwellings and institutional permits. In Edmonton, the gain came mainly from higher construction intentions for single-family dwellings.

The largest declines occurred in Montréal, London and Calgary. The declines in Montréal and Calgary came primarily from permits for commercial buildings, while in London, the main factor was a decline in institutional permits.

Note to readers

Unless otherwise stated, this release presents seasonally adjusted data, which facilitates comparisons by removing the effects of seasonal variations.

The Building Permits Survey covers 2,400 municipalities representing 95% of the population. It provides an early indication of building activity.

The communities representing the other 5% of the population are very small, and their levels of building activity have little impact on the total.

The value of planned construction activities shown in this release excludes engineering projects (for example, waterworks, sewers or culverts) and land.

For the purpose of this release, the census metropolitan area of Ottawa–Gatineau (Ontario/Quebec) is divided into two areas: Gatineau part and Ottawa part.

Revision

Preliminary data are provided for the current reference month. Revised data, based on late responses, are updated for the previous month.

For more information, or to enquire about the concepts, methods or data quality of this release, contact Statistics Canada Client Services (toll-free 1-888-951-4550; 613-951-4550; fax: 1-855-314-8765 or 613-951-3117; ppd-info-dpp@statcan.gc.ca), Producer Prices Division.
A NATIONAL COMPANY OF LOCAL EXPERTS

BTY GROUP is Canada’s fastest growing consultancy for Cost Management, Project Monitoring, and Public-Private Partnership advisory services.

Over the last 33 years we have grown to include seven offices across Canada in Vancouver, Toronto, Calgary, Edmonton, Saskatoon, St. Catharines and Montréal.

Our commitment to innovation and highly responsive service has helped us build a team of professionals with the local expertise and regional market insights that consistently enhance the value of our clients’ projects, and we are always looking for new projects; and new team members.

BTY Group’s greatest asset is our people. When you join our team you will have the support of industry leading experts across every Canadian region and abroad.

WE ARE LOOKING FOR:

• Senior and Intermediate Cost Consultants
• Project Monitors and consultants with experience in Public-Private Partnership projects

IDEAL CANDIDATES WILL POSSESS:

• Engaging leadership, teamwork and initiative skills
• Strong negotiation and communication skills
• Relevant education and professional qualifications

BTY Group proudly supports every team member with excellent compensation, benefits package and relocation assistance; unparalleled opportunities for on-going professional development; and exciting career opportunities in an involved and progressive work environment.

Send résumés and cover letters to careers@bty.com

bty.com
It is a rainy Saturday in Halifax. I am a day past the submission deadline for my *Construction Economist* CPD Corner article and if I do not get this article done soon, I feel like Lois may hop on the next plane down east to straighten me out.

Thank goodness I have only two things to do this afternoon, write this article and help my third grader with her math homework. I am a tad bit stressed about the article as I am at a loss to come up with a topic on professional development and my mind is drawing a blank. Heck, I am a quantity surveyor not a writer. And do not get me wrong, I do enjoy my role as CPD Committee Chair, and I feel the CPD program is vital to our organization, but honestly, sometimes I feel like I am preaching to the choir.

So like most others in this circumstance, I opt to ease into it and help with the math homework first and get that done quickly so I can focus on the article. She is subtracting double digit numbers – great, something nice and easy. But wait, why is she not crossing out the left side number, reducing it by one, and adding one to the right side number? Apparently, they have new ‘strategies’ for teaching kids how to add and subtract, and memorization is not part of it. As my wife is thoroughly enjoying seeing me rack my brain to understand these new concepts, I am determined to not only understand them, but to also be able to teach my daughter so that she understands. Adding to my frustration, the few instructions they provide are in French and my French comprehension is at best ‘come ci come ca.’

One of the strategies even involves estimating what they think the answer is and then using a different approach to justifying their estimate. Oh dear.

I do eventually understand the methodologies and even try to teach her with some success but only after several breaks so I can make sure I am doing it correctly. The homework is finally done and I am, to say the least, relieved. After taking a break, I sit down to start this article and although my mind is still blank, I cannot help thinking that I just learned a few new concepts for doing basic math. Will I ever apply it to my work – likely not, but I do know one thing for certain, I can never nor will I ever stop learning.

So what does all this have to do with the CIQS CPD program? I think it is all about how we approach our work. We are challenged in our daily professional life to do things faster, cheaper, better. Ultimately, we are driven to either make money for our employers or save money for the clients we work for. Faster, cheaper, better may give a negative connotation to our members, but I see them as CPD opportunities. Faster means efficiency. We are continually learning...
how to use emerging technologies such as computers, digitizers, estimating software and smart phones to become more efficient in our approach to quantity surveying. This in turn should make us more economical (cheaper) to our clients and employers as our capacity to do more will increase. The real key is how to become better. I believe the best way to improve is by continually learning and keeping current with the industry. New technologies and the varying approaches on how to use them are all around us, but we must take initiative to learn them so we can improve – even if it involves Grade 3 math. We must constantly learn new approaches to further the quantity surveying profession so that we are not left behind wondering why we are not relevant in the construction industry. Even experienced members need to keep up with new approaches, as they are now training and mentoring new members, and if our new members approach problem solving differently, the mentors will need to adapt their approach to get their message across. Therefore, new approaches = easy CPD points in many aspects of the profession. I think I just had a ‘two birds with one stone’ moment (homework and article).

“Writing an article may seem daunting to some, but in reality, it only takes a few hours to write one and it gives you 15 CPD points per article.”

In other CPD news, following discussions at our Council meeting in September, members will see something new when they renew their membership for 2011/2012. When renewing, members will need to sign a declaration that they have fulfilled the CPD requirements. This will eliminate the need to submit a CPD form when renewing. This does not mean completing the CPD form or maintaining points is optional. All CEC and PQS members must complete a CPD form and must meet the minimum 50 point requirement according to the CIQS Rules and Regulations. Members are also advised to keep their CPD information for a minimum of two years in the event they are selected for the audit. This change is important because CIQS spends a great deal of time chasing forms and as this is a professional organization, the onus must lie with the member to maintain their requirements of membership allowing them to continue to use the PQS or CEC designation which comes with being a compliant member.

Finally, if anyone has suggestions on CPD topics for future articles, please feel free to contact me. We are always looking for new ideas but also looking for general articles for Construction Economist. Writing an article may seem daunting to some, but in reality, it only takes a few hours to write one and it gives you 15 CPD points per article.

Mark Gardin, PQS CPD Lead

Continuing Education at George Brown College

We’re known for the variety, quality and convenience of our courses and programs. Our industry-professional instructors, innovative courses and up-to-date distance-education delivery methods keep our students coming back for more. Our series of OIQS/CIQS accredited courses provide the skills and knowledge needed to succeed in the construction estimating/project management field.

Register now at coned.georgebrown.ca

For more information, call 416-415-5000, ext. 4861 (long distance 1-800-265-2002, ext. 4861) or e-mail cetechqs@georgebrown.ca.
Erickson decision: Wind Turbines can be built in Ontario
Wind turbines can be built in Ontario, despite opponents’ claims of adverse health effects. But more studies are warranted about how far they should be set back. That is the bottom line of the recent Erickson decision of the Environmental Review Tribunal under the Environmental Protection Act. Here are some key quotes:

This case is a reminder that energy facilities can generate more than electricity; they can also generate conflict. Though this case involves appeals of Suncor’s Kent Breeze Wind Farm Project, the Appellants’ approach to this proceeding has largely been a test of whether turbines in Ontario will cause serious harm to human health. The parties called experts from all over the world to speak to the issue of whether this project, which was approved according to Ontario’s Ministry of the Environment (MOE) Noise Guidelines for Wind Farms and Ontario Regulation 359/09 made under the Environmental Protection Act, will seriously harm humans living nearby. It is clear that this case is a novel case that not only involves new legislation but also new scientific research.

For the reasons that follow, the Environmental Review Tribunal finds that the Appellants have failed to show that Suncor’s Kent Breeze Project, as approved, will cause serious harm to human health. However, the evidence shows that there are some risks and uncertainties associated with wind turbines that merit further research. In that regard, the Tribunal hopes that future debate focuses on the most appropriate standards rather than ‘yes or no’ arguments about whether turbines can cause harm. According to the evidence in this hearing, where an impressive array of leading experts from around the world testified on cutting edge areas of scientific inquiry, the Tribunal cannot find that the Kent Breeze Project operated according to the current Ontario standards “will cause serious harm to human health.” That is the test in the statute but the evidence presented in this hearing is insufficient to meet it. What the Tribunal can state is that the need for more research came up several times during this hearing. Time will tell as to what that research will ultimately demonstrate. The Tribunal is hopeful that, whatever the results, further research will help answer some of the concerns and uncertainties raised during this hearing.

“The evidence shows that there are some risks and uncertainties associated with wind turbines that merit further research”

To summarize, the evidence in this hearing on serious indirect harm was largely exploratory. The evidence on a lack of serious indirect harm was also limited (the evidence on a lack of serious direct harm is much stronger, however). The Tribunal is not giving significant weight to the latter and little to the former in reaching its conclusion. That is because the legal test itself tilts the balance in one direction. The onus is on one side (in this case, the Appellants). That side has provided evidence that the Tribunal finds to be exploratory in nature, even if given significant weight. Put another way (using the wording of Dr. Mundt), the present situation is closer to the hypothesis generating phase of scientific research than it is to the point where conclusions can be made on causation (with respect to the sound levels expected at the Project’s receptors). Or, using the approach of Dr. Shepherd, it is clear that we are not yet at the third stage of research on a new condition where intensive research has been completed so as to determine causation. We are at a much earlier stage, where there have been adverse event reports and some exploratory studies, such as the Nissenbaum Study. It is, therefore, no surprise that the legal test, which requires proof of harm, has not been satisfied when the applicable scientific evidence is in such
an early stage of development. Noise levels are not high enough to cause serious harm - the Tribunal finds that there is insufficient evidence to establish that noise predicted to be produced at the Kent Breeze Project will cause indirect harm to such a serious degree that will cause serious harm to human health. However, as noted above, the science in this area is evolving and it is hoped that future studies will shed additional light as to possible impacts on human health.

Attitude towards turbines (which could be different as between participants and non-participants) can affect the situation. For example, those who benefit from a project may not have the same reaction to the presence of a wind turbine as similarly situated persons who do not benefit. The predictions of noise levels will not be completely accurate and that measurements and assessments will be hampered by the technology available and the very nature of sound and noise. However, it is a large leap to state that these challenges and uncertainties mean that the Project will cause serious harm.

The Director testified about the role of precaution in his decision making process. Based on that testimony, the Tribunal has some concerns about the Director’s understanding of the role and applicability of the principle. The impression left by some of the Director’s comments is that more work should be done within the MOE on putting the precautionary principle into practice. Care should be taken in putting into place effective Environmental Review Tribunal Decision: 10-121/10-122 Erickson v. Director, Ministry of the Environment 205 precautionary measures rather than simply painting standard measures with a precautionary brush.

The Appellants have not proven that serious harm will be caused with reference to the approval’s alleged non-compliance with the statement of environmental values (SEV). Rather, they have simply raised valid concerns about the process by which the application was assessed in light of the SEV. This is not enough to satisfy the section 145.2.1 test and provide jurisdiction to the Tribunal to make changes to the approval decision.

Even though the Tribunal allowed the SEV issue to be raised by the Appellants in this case, now that the full evidence and submissions on the SEV has been heard, it has become more apparent that it will be difficult for section 142.1 appellants to successfully use procedural arguments to satisfy the section 145.2.1(2) test. Section 145.2.1(2) is more direct in nature than the tests that may be applicable in other types of proceedings. Under the new Renewable Energy Approval (REA) provisions, it is clear that any argument about a procedural failing has to also prove that the harm listed in section 145.2.1(2) will result. If the chain of reasoning is not complete, then the argument will fail.

“This case has served as a reminder that all types of energy projects can generate significant concerns and conflict.”

It is hoped that Ministry decision-makers will nonetheless continue to make progress in their efforts to further enhance the role of the SEV, including the precautionary principle, in their work. Precautionary measures should be taken to minimize the risk that renewable energy projects in some locations will simply sacrifice one value (e.g., an environmental amenity or public health) for another (e.g., reduction in the use of fossil fuels).

This case has served as a reminder that all types of energy projects (including renewable or ‘green’ projects) can generate significant concerns and conflict. The precautionary principle’s focus on ‘preventing’ the causes of environmental degradation calls upon all of us to take significant steps to reduce energy demands and encourage conservation. In this way, the precautionary principle serves as a modern reminder of the old adage that ‘an ounce of prevention is worth a pound of cure.’

While there are certainly legitimate concerns and uncertainties about the effects of wind turbines on human health, the Tribunal cannot conclude that engaging in the Kent Breeze Project as approved will cause serious harm to human health according to the evidence tendered in this hearing. The Tribunal notes that the research in this area is at quite an early stage and that our collective understanding of the impacts of wind turbines on human health will likely progress as further research and analysis is undertaken. While the Appellants were not successful in their appeals, the Tribunal notes that their involvement and that of the Respondents, has served to advance the state of the debate about wind turbines and human health. This case has successfully shown that the debate should not be simplified to one about whether wind turbines can cause harm to humans. The evidence presented to the Tribunal demonstrates that they can, if facilities are placed too close to residents. The debate has now evolved to one of degree. The question that should be asked is: what protections, such as permissible noise levels or setback distances, are appropriate to protect human health? In Ontario, recent regulations have provided guidance in that regard. In cases such as this, where the Appellants have not sought to demonstrate any type of unique harm associated with the design of this project and have not attempted to demonstrate the sensitivity of a particular receptor, it was essentially up to the Appellants to prove that the Ontario standards are wrong in the context of the specific project under appeal (leaving aside the related question about possible non-compliance with the standards). Just because the Appellants have not succeeded in their appeals, that is no excuse to close the book on further research. On the contrary, further research should help resolve some of the significant questions that the Appellants have raised.

This is an article from a series of monthly columns by Environmental Law Specialist Dianne Saxe, one of the top 25 environmental lawyers in the world and Ms. Jackie Campbell. Dr. Saxe can be contacted at (416) 962-5882 or admin@envirolaw.com. For more information, visit www.envirolaw.com.
North America Construction is an extremely successful Heavy Construction company, specializing in large municipal and industrial projects across Canada. We currently require...

### Intermediate and Senior Electrical Estimators

These positions will report to the Head of Electrical Estimating and will interact with civil, mechanical, and other electrical estimators on a regular basis. The successful candidates will display confidence and comprehensive knowledge of all aspects of the tender process which will be clearly apparent when taking the lead in coordination and cost control meetings. The successful candidates will demonstrate proven ability to collaborate with suppliers, subcontractors, consultants, and other external contacts.

The ideal candidates will have a minimum of five years electrical estimating experience in medium to large projects, and possess ACCUBID experience, strong written and verbal communication skills. Knowledge of Microsoft applications would be considered an asset, as would a relevant College degree and/or a trade certification.

Responsibilities will include, but are not limited to:

- a) Specification reviews,
- b) Drawing reviews,
- c) Quantity take offs,
- d) Soliciting material and equipment prices,
- e) Preparation of estimates and bid forms, and
- f) Participation in coordination meetings.

**NAC** is known for the way we treat our people. We offer competitive wages, excellent benefits and a dynamic working environment. Please apply online or email your resume, stating the position of interest in the subject line, to our Recruiter at: jobs@nacsworld.com

[www.nacsworld.com](http://www.nacsworld.com)
This was another interesting Congress by the Pacific Association of Quantity Surveyors (PAQS) in which Canada is expected to play a significant role. Impression seems to be that Canada offers a high standard and a high profile in the way it conducts its affairs and promotes the QS profession and this can be used as a standard other country members can follow. Canada was represented officially by Ian Duncan and Roy Lewis along with their spouses; Graeme and Dagny Alston also attended. It was good to see the Canadian contingent mixing both with themselves as well as with the other attendees from all over the Pacific.

A Reciprocity Agreement between the Association of South African Quantity Surveyors and the Canadian Institute of Quantity Surveyors was signed in Colombo after several years of trying. This highly respected South African professional designation definitely reinforces the international perception of the CIQS.

The Opening Ceremonies were very grand with members of the Sri Lanka Government present and providing recognition of the importance of PAQS and the QS profession in general. Guest Speaker, Australia’s Peter Cox, presented his interesting vision on the future role of the QS and an electronic copy of his speech is available.

The Institute of Quantity Surveyors Sri Lanka organized a grand event and they are to be congratulated on their efforts. The hotel was excellent and the delegates took full advantage of its many and varied amenities. There were evening dinners organized away from the hotel – a boat cruise dinner off the Colombo coastline; a formal hotel dinner where we shared a table with the South African delegates and the SA Ambassador.
Accreditation
The accreditation teams recommendations were accepted and three universities were granted PAQS accreditation:
- Universiti Sains, Malaysia
- Taylor's University, Malaysia
- University of Moratuwa, Sri Lanka

Canada was asked to encourage Canadian colleges (with degree equivalency curriculum) to apply to PAQS for accreditation. Canada is well respected within the Education Committee and its standards are valued.

The Chairman noted that several UK universities and colleges had expressed interest in PAQS Accreditation.

The Committee was advised that accreditation team panel members operate independent of their member country institute. Also, a panel member's vote on the accreditation team does not commit the panel member's country institute to that decision.

To facilitate meaningful dialogue between PAQS Congresses it was agreed that teleconferencing would be undertaken for review of Accreditation Assessments. Each country will be given a minimum of two months to review and accept/reject the Accreditation Committee recommendation.

The Accreditation Fee was increased to $1,000.00 USD.

Master’s Program
After a lively discussion the Committee agreed to implement the Master’s Program for Accreditation. However, there will be application of strict criteria (set by PAQS) for the Master’s Program curriculum and entry qualification. The Chairman agreed to prepare a working paper on such entry requirements.

2. COUNCIL MEETING

1. EDUCATION

The PAQS Education Accreditation and Education Committee met for the 9th meeting in the Oak Room of the Cinnamon Grand Colombo hotel. The meeting was chaired by Chua Siow Long of ISM.

The Chairman opened the meeting, welcomed the attendees and expressed his disappointment that there was no representation from Australia or China.

to Sri Lanka who offered some very interesting political and economic comments on Sri Lanka's future; and finally a beach buffet at the former property of the British Governor-General.

The closing ceremonies were followed by a farewell dinner based upon a Sri Lankan Village theme buffet style set up in the Cinnamon Grand Colombo hotel.

The day after the closing, many delegates stayed on to visit the mountain settlement of Kandy, the elephant orphanage and the temple of the tooth. This was a very interesting trip if rather grueling from a travel point of view.

The journey back to the airport for the 28 hours door-to-door return to Canada reminded one that Sri Lanka has only just emerged from 30 years of civil war and, at night, you were stopped several times by armed soldiers on security patrol.

We were well received and well treated during the whole stay and happy to say the Congress was a success.

The PAQS Education Accreditation and Education Committee met for the 9th meeting in the Oak Room of the Cinnamon Grand Colombo hotel. The meeting was chaired by Chua Siow Long of ISM.

The Chairman opened the meeting, welcomed the attendees and expressed his disappointment that there was no representation from Australia or China.

Opening ceremony with representatives from Canada – Ian Duncan and Roy Lewis

Dagny and Graeme Alston (centre) at the opening ceremonies

Opening ceremony with representatives from Canada – Ian Duncan and Roy Lewis

Dagny and Graeme Alston (centre) at the opening ceremonies

Opening ceremony with representatives from Canada – Ian Duncan and Roy Lewis

Dagny and Graeme Alston (centre) at the opening ceremonies

Opening ceremony with representatives from Canada – Ian Duncan and Roy Lewis

Dagny and Graeme Alston (centre) at the opening ceremonies

Opening ceremony with representatives from Canada – Ian Duncan and Roy Lewis

Dagny and Graeme Alston (centre) at the opening ceremonies

Opening ceremony with representatives from Canada – Ian Duncan and Roy Lewis

Dagny and Graeme Alston (centre) at the opening ceremonies

Opening ceremony with representatives from Canada – Ian Duncan and Roy Lewis

Dagny and Graeme Alston (centre) at the opening ceremonies

Opening ceremony with representatives from Canada – Ian Duncan and Roy Lewis

Dagny and Graeme Alston (centre) at the opening ceremonies

Opening ceremony with representatives from Canada – Ian Duncan and Roy Lewis

Dagny and Graeme Alston (centre) at the opening ceremonies

Opening ceremony with representatives from Canada – Ian Duncan and Roy Lewis

Dagny and Graeme Alston (centre) at the opening ceremonies

Opening ceremony with representatives from Canada – Ian Duncan and Roy Lewis

Dagny and Graeme Alston (centre) at the opening ceremonies

Opening ceremony with representatives from Canada – Ian Duncan and Roy Lewis

Dagny and Graeme Alston (centre) at the opening ceremonies

Opening ceremony with representatives from Canada – Ian Duncan and Roy Lewis

Dagny and Graeme Alston (centre) at the opening ceremonies

Opening ceremony with representatives from Canada – Ian Duncan and Roy Lewis

Dagny and Graeme Alston (centre) at the opening ceremonies

Opening ceremony with representatives from Canada – Ian Duncan and Roy Lewis

Dagny and Graeme Alston (centre) at the opening ceremonies

Opening ceremony with representatives from Canada – Ian Duncan and Roy Lewis

Dagny and Graeme Alston (centre) at the opening ceremonies

Opening ceremony with representatives from Canada – Ian Duncan and Roy Lewis

Dagny and Graeme Alston (centre) at the opening ceremonies

Opening ceremony with representatives from Canada – Ian Duncan and Roy Lewis

Dagny and Graeme Alston (centre) at the opening ceremonies
A working paper on the proposed revision to the executive election process was submitted for Congress review during the coming year and will be presented for adoption at next year’s Congress.

The Philippines Association has submitted their membership application – accepted by Council. Canada offered to mentor Philippines in process development of their standards, organization, etc.

Malaysia has been awarded Royal status and can include this in their organization title.

All Council delegates were invited to stay as observers of the ICEC meeting. The ICEC meeting was somewhat self-serving and was more a long speech outlining what ICEC has accomplished and what it intends to accomplish. The next ICEC convention is in Durban, South Africa in 2103.

Ong See Lian, the new President of RICS, outlined his vision of RICS and paid particular attention to maximizing the PQS role within RICS. He made a special point of allaying fears of RICS global domination – he preferred a spirit of cooperation with those countries who have established national associations.

Ong See Lian is a long time supporter of PAQS and his election to the chair of RICS is seen as a very positive direction for international cooperation.

3. SUCCESSION

New President Gordon Cairney of the NZIQS was elected and outlined his Mission Statement – more QS activities; MOM standardization; FIDIC – sharing CPD and practice notes; web site – sharing opportunities; CPD offerings.

Madame Ma Guizhi, representing members from mainland China and the China Engineering Cost Association (CECA), now ascends to the position of First Vice-President of PAQS for the next two years.

Ian Duncan was elected Second Vice-President by acclamation and should therefore become chair of PAQS for the years 2016 and 2017.

After this latest appointment, succession will be based upon a system of bidding for positions rather than the current system of rotation.

The sequence for venues for the next few PAQS congresses has changed somewhat due to special requests and ascendancy issues. The revised sequence, following Brunei, is as follows:

- 2013 - China
- 2014 - Hong Kong
- 2015 - Japan
- 2016 - New Zealand
- 2017 - Canada
- 2018 - Australia

Originally, we had slotted Canada in 2015 expecting that China would pull out of the Chairmanship roster and that Canada’s presidency would be 2014 and 2015. This did not transpire so it made sense to hold the conference in Canada while Canada had the presidency. It is hoped that QSBC would be able to accommodate the new schedule.

PAQS Congress 2012 will be July 7-10, 2012 in Brunei and will be hosted by PUJA. We trust that more CIQS members will be able to attend.

Gift exchange between Roy Lewis (CIQS) and Michael Manikas (AIQS)

Group from farewell dinner at the Cinnamon Grand Colombo hotel with new PAQS President, Gordon Cairney in the middle

Entertainment at the Specialty Dinner at the Mt. Lavinia Hotel
2012 CIQS ANNUAL GENERAL MEETING

The 2012 CIQS AGM will be held in St John’s, Newfoundland hosted by the Newfoundland and Labrador Association of Quantity Surveyors. The date and venue have now been confirmed.

Date: July 5 – 8, 2012


The organizing committee is currently working on the program which will include a technical program, golf and social events in addition to the AGM.

We are looking forward to seeing you at the 2012 AGM on ‘The Rock.’

For information on Newfoundland and Labrador visit www.newfoundlandlabrador.com.

QUANTITY SURVEYORS

A leading Cost Consulting and Project Management firm requires the following candidates for its Montreal and Ottawa offices:

Junior, intermediate and senior level Q.S.’s capable of providing cost planning and cost control services for commercial and institutional projects.

We offer competitive salaries, benefits, training and potential for growth.

Please send resume in strictest confidence to: LCO - Construction and Management Consultants Inc.
Fax: 514-846-8913 | Phone: 514-846-8914 | E-Mail: MONTREAL@LCOGROUP.COM
Four organizations collaborated to establish this groundbreaking agreement.

British Columbia Institute of Technology (BCIT) students who successfully complete the Quantity Surveying modules of the Construction Management Degree program will be steps closer to being registered Professional Quantity Surveyors (PQS). The graduates of this new course will be accredited by CIQS to have completed the CIQS Educational Requirements for PQS - subject to completion of a diary and final Test of Professional Experience (TPE) to get their actual Professional Quantity Surveyor status.

This agreement is the culmination of work which began in March of 2009 as a memorandum of understanding between the Canadian Institute of Quantity Surveyors (CIQS), the Vancouver Regional Construction Association (VRCA), the Quantity Surveyors of BC (QSBC) and the School of Construction and the Environment at BCIT.

“By having BCIT, VRCA and the two QS institutions working together, it has created further momentum and acceptance toward this project that is very important to the construction industry,” says Roy Lewis, President of the CIQS.

In gaining the CIQS accreditation, students now have enhanced access to experts and the opportunity to pursue an educational path leading toward becoming a Construction Estimator Certified or a Professional Quantity Surveyor.

“The VRCA is very pleased with this collaboration and the outcome is an excellent example of what happens when industry works together with other professional organizations and educational institutions to improve standards and qualifications,” explains Keith Sashaw, President of the VRCA.

All the organizations working on this agreement brought valuable assets and experience to make this program a reality. The VRCA was able to identify gaps and opportunities, the QSBC identified solutions and partnerships and BCIT implemented the solutions in an educational framework.

“The QSBC aims to assist a recognized teaching establishment such as BCIT in the formulation of an education program in Quantity Surveying,” says Roy Howes, President of QSBC.

The agreement represents the continued evolution of construction industry training at BCIT.

“It is important to remember that our efforts will not be stopping here. Encouraging students to participate is the next step in making this program a success,” explains Rod Goy, the Dean of Construction and the Environment at BCIT.

The first set of graduates to this special program is expected in Spring 2013.
After 50 years, the Canadian Institute of Quantity Surveyors (CIQS) has unveiled an exciting new re-branding strategy to give the organization an updated and more compelling presence in the marketplace.

The new logo and subsequent marketing campaign were designed to unify the various CIQS regional affiliate organizations from across the country, while illustrating the critical, value-added services CIQS members offer the construction industry.

“We are at an exciting turning point in our 50-plus year history as an organization – and as a profession,” explains Roy Lewis, CIQS President. “In today’s economic climate, Professional Quantity Surveyors and Construction Estimator Certified professionals are more valued than ever as an integral part of the building and construction process. Not only do we play a key role in ensuring infrastructure investment is protected, our members daily identify opportunities and efficiencies that deliver benefits to the triple bottom-line.”

The new identity was presented to affiliate members at meetings across the country throughout the month of May – and unanimously accepted at its Annual General Meeting in June.

“Bringing the various regions together into one united national brand just makes sense at this point in our organization’s evolution. It not only demonstrates our truly national scope, but it also enables us to streamline our communications efforts to ensure that the industry understands CIQS sets the highest standard for construction economics in Canada.”

The CIQS logo, marketing materials and website will all be updated to reflect the integrated line-up and new brand platform. The new identity is a 3D building rendering that forms a shield or crest-like shape symbolizing the role quantity surveyors play in establishing and protecting value during the execution of built environments.

Parcel Design, a brand strategist and communications design firm based out of Toronto, facilitated the CIQS brand strategy process in designing their new brand identity.

The institute presented their logo for the first time publicly at the British Columbia Institute of Technology (BCIT), in conjunction with its announcement of the CIQS accreditation for their Construction Management Degree program. The unveiling was well received, with both educational facilitators and attendees from the construction industry present. To honour these benchmark accomplishments, executive council members from each of the various affiliates across Canada also attended to celebrate and endorse these achievements.

“Timing this first public unveiling of our new branding with this new degree program was ideal because both initiatives symbolize such an exciting future for our organization,” says Lewis. “Our goal is that the new brand identity and subsequent marketing campaign will inspire a whole new generation of talent to pursue a career in quantity surveying – as well as introduce the profession of quantity surveying and construction estimating to a broader audience. I am excited to see these opportunities that unfold as we embark on this exciting new chapter in our association.”
Two years after holding an international architectural competition that saw world renowned designers face-off in a public presentation, the National Music Centre revealed competition-winner Allied Works Architecture’s extraordinary final design today.

“We have worked tirelessly over the last two years to create a space unlike any other in the world,” says NMC President and CEO Andrew Mosker. “We are ecstatic with the results and with the experience we had working with Allied Works, GEC and the rest of the team. We truly believe this building will join the ranks of iconic architecture in Canada.”

The National Music Centre’s design pays homage to the western Canadian landscape with a series of ‘resonant vessels’ informed by the crags and canyons of the Rocky Mountains, the hoodoos of southern Alberta and the vast openness of the prairies creating spaces that will resonate with the sounds of NMC’s dynamic program offering.

Built around the historical (and condemned) King Edward Hotel, many have speculated on how the design would treat this piece of Calgary’s musical history that closed in 2004 after serving as a hotbed of blues music in Canada for decades.

“It was important to us to respect the King Eddy,” says architect Brad Cloepfil. “While reclamation and restoration is certainly necessary, we did not want to scrub it too clean. We do not want to scare the ghosts away.”

One of the more unique features of the building is a two-story bridge that spans 4th Street SE. The span not only creates interesting event and performance spaces for NMC, but also serves as a very strong, visual gateway into a revitalized East Village.

“We worked closely with the Calgary Municipal Land Corporation to ensure our design meshed with the overall vision for East Village,” says Mosker. “We have created a strong visual anchor in addition to a vibrant, street-level atmosphere that speaks to the work, play live philosophy the CMLC is striving for.”

Projected to open in 2014, the 135,000 ft² National Music Centre will give Canadians a place that amplifies the love, the sharing and the understanding of music through collections, programs and collaborations across the country.

“The completion of the design marks an important milestone in the creation of the National Music Centre,” says Mosker. “Combined with funding commitments from three levels of government, partnerships with the Canadian Academy of Recording Arts and Sciences and the Canadian Country Music Association and an aggressive fundraising campaign, the project has a great deal of momentum here in Calgary and across Canada. We were very excited.”

extraordinary building is a testament to an evolving city
The CIQS sadly announces the passing of Geoffrey Alan Stuart Hadley on August 12, 2011 in Victoria, BC after a 12 month struggle with cancer. He was surrounded physically and emotionally by his wife Louise to whom he had been married for 47 years and his children Janette (Wheeler), Sandra (Watters) and David Hadley, together with Geoff’s first wife Margaret and their daughter Susan (Harris). He will also be missed by Ian Wheeler, Steve Watters, Alisha Magee, ‘Azzi’ Harris, and his grandchildren Chloe, Ryan, Ashleigh, Cameron, Emily and Nathan.

After qualifying as a Chartered Quantity Surveyor in 1954, Geoff was called up for temporary military service in the Royal Engineers where he spent three years serving in Egypt and Libya and rising to the rank of Captain. After demobilization, Geoff continued his interest in the Royal Engineers by joining the reserves and rose to the rank of Lt. Col over the next 23 years during which time he was awarded the TA decoration. During his career, Geoff served with the war department in Hong Kong, the war office in Chessington and as a partner with James Nisbet in London and managing projects in Gibraltar, Italy, Spain, Sudan and various parts of Europe. In 1980, he immigrated to Canada with his father Enoch, Louise and their three children. Upon arriving in Victoria, he commenced in private practice continuing until his retirement as President of Beacon Construction Consultants Inc in 2000. He thereafter continued his involvement with the industry providing occasional consulting work to Beacon and voluntary project management services to Juan de Fuca Senior Centre expansion projects.

Geoff qualified as a Chartered Arbitrator and during his career in BC. He carried out many arbitrations and mediations relating to construction industry disputes and also appeared as an expert witness on construction matters before the BC Supreme Court.

He served on the Board of the Quantity Surveyors of British Columbia as a Director and President representing QSBC on the Council of the Canadian Institute of Quantity Surveyors (1988-92) receiving the CIQS Award of Merit in 1998, becoming a Fellow of the CIQS in 2001 and an Honorary Life Member in 2004. He served as the CIQS Secretary/Treasurer in 1991-92 and was author and editor of the 6th and 7th edition of the CIQS’ Standard Method of Measurement; he continued to work behind the scenes for the CIQS and it was at the time of his illness volunteering as supervising chairman of the current revisions to the Standard Method of Measurement.

Geoff also served as an alderman for the Town of Metchosin, a member of the RCMP ‘Citizens on Patrol’ program, West Shore Emergency Social Services program, Colwood Rotary and was also a very active member of the Juan De Fuca 55+ Activity Center.

We will miss Geoff’s friendly face and enquiring questions at our Annual General Meetings!

James S. McAslan, PQS
Professional Quantity Surveyor

The CIQS sadly announces the passing of long standing member James S. McAslan on Tuesday, July 19, 2011 at the age of 78. Jim joined the CIQS in 1960 bearing Certificate # 149. James attended Royal Technical College in Glasgow. He worked as a Quantity Surveyor in Glasgow for three years after graduation. In 1956, he immigrated to Canada. When he arrived in Canada, he worked for Richard & B.A. Ryan in Montreal for a number of years; then he moved to Ontario in 1969. Jim was the former President of Frid Construction Company in Hamilton.

Jim will be missed by his loving wife of 54 years, Alison, his children Janice (Greg Coombes), Patricia (Robert Dumais) and Stewart (Nancy Whyte and her daughter Jordi Passmore) and his grandchildren Christopher, Taylor, Lindsay Anderson, Philippe and Mylène Dumais.

Arthur Milton Hall, PQS(F)
Professional Quantity Surveyor

The CIQS sadly announces the passing of one of our founding fathers, Arthur Hall of Peterborough, Ontario.

Arthur was born in Britain in 1927. He attended the College of Estate Management and passed the examinations of the Royal Institution of Chartered Surveyors. His professional life in England included working for Wallace S Chappell Ainsley, AN Bradley AE Leader. During those six years he rose from assistant to full QS duties.

On immigrating to Canada, he worked for Marshall, Macklin and Monaghan, E.G.M Cape and Taylor Woodrow. In 1967, he joined the firm of Helyar Vermuleun Mauchan and Rae and opened the Ottawa office for that company, first as the office manager and subsequently as a partner.

Arthur will be missed by his wife Pamela of 57 years and his children Dr. Geoff Hall (Audrey) and Linda Elliott (Timothy) and his grandchildren Brian, Brittany, Christopher and Trevor.
Imagine that you have unlimited resources to design a speech that will make you the hottest commodity on the market, inspire your sales force or close more sales. Where would you go to get the best, highest-priced writers and directors in the world? Hollywood!

What makes a good Hollywood movie? The answer is exactly the same principles that make a great keynote speech, executive presentation or persuasive sales conversations.

1. EMBRACE THE CREATIVE PROCESS
Our first step is to look at the creative process. The late, great comedian George Carlin said, “Creating a great speech or comedy routine is more like going on a field trip than working in a laboratory.” What he meant was the creative process is messy, more free-flowing, so just embrace it. Forget the PowerPoint. That is too tidy. With a yellow pad, a flip chart, a whiteboard, just list or mind map what content could go in your presentation. You want stories, examples, quotes, statistics, your corporate message and client successes. Then organize the...
structure of your presentation in a conversational and logical way and add the visuals. Special effects are not consulted until the ‘storyboard’ is created.

2. CONSIDER COLLABORATING

Collaboration is the norm in Hollywood and it can work for speakers and presenters no matter what their audience or venue. In Hollywood, you have directors, producers, actors, set designers, makeup artists and editors who all work together in front of and behind the camera. If you are a sales professional making a big sale, a corporate leader who wants to inspire your international sales force, a professional speaker whose keynote speech is setting the tone for a convention, you can get value from remembering it is very difficult to be creative in isolation. When creating the next great American film or even when creating a masterpiece speech, presentation or sales conversation, who can you get to help? Do you have a mastermind group, speaking buddies, team members, a sales manager or professional speech coach?

3. START WITH A GREAT STORY

We all love stories and whenever we hear one, we subconsciously feel it is a luxury. With your corporate stories, identify your main theme, premise or purpose – your plot – and any subplots. I coached a recently promoted retail executive who found he was invited to speak at the company sales meeting to 500 young store managers a week after his promotion. His challenge was to inspire the managers to enthusiastically embrace a program to get their employees to contribute money-saving ideas. His subtext was ‘Now you can see why I deserved this promotion.’

I suggested he walk on stage, look at the audience and say, “We are here to talk about heroes.” In seven words, he proved that this is not another dull, corporate speech. “We are here to talk about heroes. They may be sitting in front of you. They may be sitting behind you. They may be YOU - in the trenches heroes!”

He then added some Hollywood drama with characters, dialogue and an everyday hero. He found a story about a young man in the shipping department who noticed that he was shipping seven company newsletters to the same location on the same day in separate packets. This mailroom hero asked if he could package them together with a note requesting distribution at the other end. That year his idea saved the company $200,000. Relating the money to something specific, he explained, “$200,000 is 18 miles of shelving.” That added specificity and colour to the story. Statistics will not stick if they are not compared to something memorable. Your audience remembers what they ‘see’ while they hear.

4. BEGIN WITH A FLAVOUR SCENE

Good movies open with what is called a ‘flavour scene,’ grabbing attention and positioning the audience for what is to come. A senior scientist at Genentech grabbed the interest of a Continental Breakfast Club audience by beginning: “Being a scientist is like doing a jigsaw puzzle, in a snow storm...at night...when you do not have all the pieces...or the picture you

“THE GOOD NEWS IS THAT YOU PROBABLY DO NOT NEED THE UNLIMITED RESOURCES TO HIRE AN OSCAR WINNING WRITER AND DIRECTOR.”

“STATISTICS WILL NOT STICK IF THEY ARE NOT COMPARED TO SOMETHING MEMORABLE.”
are trying to create.” Everyone sat up and paid attention, they realized that they could understand and relate to the challenges and frustration of a scientist. That immediately proved it would not be a technical presentation.

Your flavour scene does not necessarily have to lead where the audience expects it to, but it should make an impact and it must tie in to what follows.

Most sales teams start their presentations with - “Good morning. My name is John Smith. Thank you for your time. I am with the ABC Company. We have been in business for 16 years and are known for our technology…” The audience is left thinking - “So what? Who cares? What is in this for us?”

Do not sound the same as everyone else! Do not be boring and start by talking about your company. Create the ‘flavour scene’ that we are interested in and know about the prospect company.

5. CREATE CAPTIVATING CHARACTERS AND CONSTRUCT VIVID DIALOGUE

Gone with the Wind does not begin with historical background on the Civil War. Instead, we find Scarlett O’Hara sulking about the impending conflict that might interfere with her social life. Immediately, we observe her frivolous, shallow, fun-loving personality. Characters also establish themselves by their decisions and actions. Rocky Balboa agrees to fight Apollo Creed in Rocky. Elle Woods of Legally Blonde resolves to go to Harvard. The sooner this happens, the sooner the audience gets emotionally involved.

Nobody cares what you say about your product and service. They would rather hear from other ‘flesh and blood characters’ who have overcome the same obstacles they now face. Add a ‘back story’ to your speeches. Always use the ‘character’s’ dialogue to talk about their situation. You can tell the prospect what your solution was in your words; the success needs to be in the client ‘character’s’ words.

“THE BIGGEST ENEMY OF A SPEAKER, NO MATTER HOW GOOD, IS ‘SAMENESS’ OR LACK OF VARIETY”

6. REMEMBER SCENE CHANGES

Early in nearly every movie we are introduced to a day in the life of our protagonist. Then something happens! The lead character overcomes one challenge and runs right into another. This involves scene changes. The movie literally moves from point to point, maintaining interest by changing settings, focal points, emotions and energy levels.

The biggest enemy of a speaker, no matter how good, is ‘sameness’ or lack of variety. Each time you move from story to story or example to example, this is a scene change. Use variety to keep your audience interested.

7. PROVIDE A LESSON LEARNED

Legendary Hollywood producer Sam Goldwyn said, “If I want to send a message, I will use a telegram.” Yet, all great films, and speeches, have a message. However, when action and thrills serve a compelling story with a message and finish up with a heart-tugging or eye-opening conclusion, now we have what makes an unforgettable movie or speech.

Good questions will remind you of good stories and experiences. A simple question I use is “If you had one sentence rather than 45 minutes, what would you say?” The purpose is to simplify and clarify your central theme. Even with a complex subject can you explain it simply? One of my favorite replies has been “This is a brand new company.” I said, “Then, your opening line is ‘Welcome to a brand new company!’”

Stories are always compelling. Most people ask, “Does the audience really want to hear these stories?” YES! It is important the audience sees the person behind the position. We are all motivated when we see the life lessons beyond the corporate message.

Every keynote speaker, business presenter and sales professional can become a speaking star. How? By incorporating seven Hollywood principles into their presentations, that is how.

About the Author
Patricia Fripp CSP, CPAE, is Hall of Fame keynote speaker, executive speech coach and sales presentation skills trainer. She is a keynote speaker on sales, effective presentation skills and executive communication skills. She works with companies large and small and individuals from the C-Suite to the work floor. She builds leaders, transforms sales teams and delights audiences. She is the author of Get What You Want! and Make It, So You Don’t Have to Fake It!, and is Past-President of the National Speakers Association. To learn more about having Patricia do her magic for you, contact her at www.Fripp.com; 415-753-6556; or PFripp@ix.netcom.com.
The CIQS would like to welcome the following new members (including Reinstatements):

A
Azubuike Agbarakwe, Lagos, Nigeria
Mukhtar Almuflahi, Ottawa, ON
Judith Aparicio, Toronto, ON

B
Kodippili Arachchige Bandula, Horana, Sri Lanka
Maged Bekhit, Mulvey Banani International Inc., Thornhill, ON
Raymond Bott, Altus Group, Calgary, AB

C
Yongxin Chen, Calgary, AB
Ruel Correos, NEA and Partners, Dubai
Healthcare City, United Arab Emirates
Ashleigh Crofts, Toronto, ON

D
Anthony De Souza, FAS Consult Limited, Accra, Ghana
Matthew Delgado, Brampton, ON
James Dineen, Dalcon Enterprises Inc., Ottawa, ON

E
Jack Earls, Midtown Glass, Fort McMurray, AB

G
Norm Gardner, Vertex Land Solutions Inc., Nanaimo, BC
Vidana Gamage Gayanga, Kottawa, Sri Lanka
Ashvin Ghurburrun, Montreal, QC
Yi Guo, Montreal, QC

H
Natheer Ibrahim, Ampara, Sri Lanka

I
Jesulowo Iyanuoluwa, Ile-Ife, Nigeria

J
Declan Jones, Stuart Olson Dominion Construction Ltd., Regina, SK

K
Katherine Kirkpatrick-Wahl, Toronto, ON
Joy Kizhakkadathu, Matrix Construction, Abu Dhabi, United Arab Emirates
K.M. Sisira Karunatilake Kosgoda, Northridge Excavating Ltd., Victoria, BC

L
Patrick Leahy, Acciona Infrastructures Canada, Calgary, AB
Brenda Pui See Lee, Markham, ON

M
Krishan Madhusanka, Karandeniya, Sri Lanka
Margaret Marshall, Marshall & Murray Inc., Toronto, ON
Benjamin Marti, Coquitlam, BC
Andre Methot, Coquitlam, BC
Natraj Mohur, Saint-Jerome, QC

N
Justin Nguyen, London, ON
Christopher Noye, MacLean Construction Ltd., Charlottetown, PE

O
Ayodeji Ojo, Ministry of Land Use and Housing, Victoria, Seychelles

P
Chinthana Peiris, Hanscomb Ltd., Ottawa, ON
Carlito Puche, Acciona Infrastructure Canada Inc., Vancouver, BC
John Pupillo, Stoney Creek, ON

R
Nelson Reis, York Trafalgar Corp, Milton, ON
Yasamin Rismani, Toronto, ON

S
Wojciech Sapkowski, Ledb, Saint-Laurent, QC
Hasara Sendanayake, Ratnapura, Sri Lanka
Khasha Shariati, Stantec, Regina, SK
Kogulan Sivashubramaniathieva, United Kingdom
Colin Sullivan, Ridley Windows and Doors, Campbellville, ON

T
Domino Thilakarajah, Batticaloa, Sri Lanka
Ruwan Thilina, Galle, Sri Lanka
Mariyanesan Thivagar, Batticaloa, Sri Lanka
Ahmad Tofighi, Aecon Buildings, Toronto, ON
Mizaël Touchette, St-Valérien-de-Milton, QC

V
Issac Vamatheva, Toronto, ON
Johan van Zyl, Professional Cost Consultants (Western Cape), Somerset West, South Africa

W
Malshan Weerasinghe, Katuwawala, Boraalesgamuwa, Sri Lanka
Stephen Wells, Steve Wells International, Gananoque, ON
Wijesingha Arachchige Wijesingha, Veyangoda, Sri Lanka

Y
Wayne Young, Penta Protective Coating Ltd., Acheson, AB
Ying Nan Zhang, Windsor, ON

Z
Garry Zarowny, Gracom, Edmonton, AB
Industry News

AECOM wins CA $4.6-million project with Alberta Transportation

AECOM, a leading provider of professional technical and management support services for government and commercial clients around the world, announced today that it has been awarded a CA$4.6-million (US$4.8-million) contract by the Government of Alberta Ministry of Transportation for the Macleod Trail/Stoney Trail Interchange project in Calgary, Alberta.

AECOM will provide planning, design and construction administration for a new full cloverleaf interchange, two new structures over the MacLeod Trail and Canadian Pacific railway tracks and the twinning of the Stoney Trail (Highway 22X). The upgrade will help handle the additional traffic volume anticipated once the Southeast Stoney Trail is opened, scheduled for September 2013.

“The Macleod Trail/Stoney Trail Interchange project is an important component in the building of the Calgary Ring Road,” says AECOM’s Jim Zagas, senior civil project manager. “We are honored to have the opportunity to expand our role in the building of this vital road infrastructure investment, which will alleviate the heavy goods and services traffic from the Calgary’s road network.”

AECOM previously completed the design for two separate sections of the Calgary Ring Road, the Northeast Stoney Trail project, delivered via a public-private partnership, and significant portions Northwest Stoney Trail project, delivered conventionally.

About AECOM

AECOM is a global provider of professional technical and management support services to a broad range of markets, including transportation, facilities, environmental, energy, water and government. With approximately 45,000 employees around the world, AECOM is a leader in all of the key markets that it serves. AECOM provides a blend of global reach, local knowledge, innovation and technical excellence in delivering solutions that create, enhance and sustain the world’s built, natural and social environments. A Fortune 500 company, AECOM serves clients in approximately 125 countries and had revenue of $7.7 billion during the 12 months ended June 30, 2011. More information on AECOM and its services can be found at www.aecom.com.

Diversified Global Holdings Group’s subsidiary Xerxis Consulting signs Letter of Intent with Ukrainian Government

Diversified Global Holdings Group Inc. (OTCQB: DGHG), announced today that its wholly owned subsidiary Xerxis Consulting LLC signed a Letter of Intent with the Ukrainian Government to assist in the installation of multimillion Euro solar farm. On June 1, 2011 the European Bank for Reconstruction and Development announced its readiness to invest in the development of renewable energy in Ukraine.

Xerxis will be responsible for the installation of this state of the art facility of which completion costs are estimated to be approximately 810 million Euros and will employ Xerxis for a minimum of four years. This solar farm will cover an area of approximately 100,000 square meters and will supply energy directly to the regions electrical utility company.

“This solar farm will have a significantly positive impact on Europe’s energy supply,” said Richard Lloyd, CEO of Diversified Global Holdings Group. Lloyd continued, “Upon successful completion of this Solar Farm, DGHG intends to repeat this type of installation in the United States and China.”

About Xerxis Consulting LLC.

Xerxis Consulting is a full-service Human Resources company focused on three areas of operation: global employment provider, international business consultant and e-commerce solution developer. Utilizing its global network of personnel service providers, Xerxis Consulting specializes in the staffing of skilled labour and temporary employment through its access to thousands of skilled workers worldwide. Xerxis’ management holds extensive experience in international contract negotiation, jurisdiction disputes, customs and cross-border relations and procedural disputes. Uniting these skill sets, Xerxis partners with manufacturing enterprises in the implementation of time-limited, large-scale projects and serves as the intermediary between the executing service providers and the manufacturing clients. Xerxis’ access to unique quantities and qualities of skilled staff in all industries combined with its seasoned management is proven to facilitate the flexible execution of worldwide projects – just in time. For additional information, visit www.xerxis-consulting.com.

About Diversified Global Holdings Group Inc.

Diversified Global Holdings Group (OTCQB: DGHG) is a rapidly growing holdings company with strong subsidiaries worldwide. Since inception, DGHG has completed 11 acquisitions and proven its M&A strategy. DGHG intends to continue its expansion in emerging markets by leveraging its five divisions into 12 major market sectors. For more information, visit DiversifiedGlobalHoldings.com or www.dghold.com.
The first CIQS Council meeting since the AGM took place in Vancouver in September 2011. The highlight of this meeting was the public announcements of the new Construction Management degree with specialization in Quantity Surveying at the British Columbia Institute of Technology (BCIT) and the CIQS Re-Branding. Details of this event are published under separate articles in this edition of the Construction Economist.

It is not very often that one gets to be a part of a success story like this in one’s term of office and I am honoured to be part of the original group that signed the Memorandum of Understanding (MOU) back in March 2009. This program was granted full accreditation by the CIQS and a Certificate of Accreditation was issued to BCIT for this program at this launching. For the record, this is the first program that was issued a Certificate of Accreditation by the CIQS and this is the first time the new logo for the CIQS has been used in an official manner.

Other educational items discussed at the CIQS Council meeting were:

• Plans are to be developed to issue certificates of accreditation to the colleges and universities for all remaining fully accredited programs throughout Canada within the next few months.
• Discussions are to take place between myself as the CIQS Education Administrator and Education Administrators of all of the Affiliates of the CIQS to review the current education system and find workable solutions to any problems that exist.
• The results of the May 2011 examinations indicate that there was a reduction in the pass rate.

We are monitoring the results of the examinations and will take the necessary corrective action.

• Registration for the November 2011 examination session includes 39 members taking a total of 76 examinations in 17 subjects (15 Architectural subjects and 2 Electrical).
• We are still looking for PQS member volunteers who are willing to help us update the syllabus, to update current study guides, to create new study guides and to set and mark examinations. PQS members who are interested can contact the CIQS head office for more information.
• The development of the Heavy Civils syllabus is still underway as well as the updating of the Electrical syllabus. We are hoping that the first draft will be completed by the next CIQS Council meeting in early December.
• CIQS Council is looking into the possibility of offering CIQS published textbooks in PDF format. This will cut down on the time and cost it takes to deliver our textbooks in printed format especially for those members that are overseas.

“This is the first program that was issued a Certificate of Accreditation by the CIQS”

• A tentative agreement has been reached between the CCA and CIQS regarding the Gold Seal Certification and CIQS certification. We are hoping that a final agreement will be reached and signed at the next Construct Canada event in late November/early December.
• A separate report on the PAQS Accreditation & Education Committee 9th meeting held recently in Colombo, Sri Lanka is published in this edition of the Construction Economist. 

David Lai, PQS (F)
CIQS Education Administrator
Please support these advertisers who help make Construction Economist possible.

<table>
<thead>
<tr>
<th>Company</th>
<th>Page</th>
<th>Phone #</th>
<th>Website/E-mail</th>
</tr>
</thead>
<tbody>
<tr>
<td>Altus Group</td>
<td>2</td>
<td>905-953-9948</td>
<td><a href="http://www.altusgroup.com">www.altusgroup.com</a></td>
</tr>
<tr>
<td>Bluebeam Software Inc.</td>
<td>6</td>
<td>866-496-2140</td>
<td><a href="http://www.bluebeam.com">www.bluebeam.com</a></td>
</tr>
<tr>
<td>BTY Group</td>
<td>9</td>
<td>416-596-9339</td>
<td><a href="http://www.bty.com">www.bty.com</a></td>
</tr>
<tr>
<td>George Brown College</td>
<td>11</td>
<td>800-265-2002</td>
<td>coned.georgebrown.ca</td>
</tr>
<tr>
<td>NAC Constructors Ltd.</td>
<td>15</td>
<td>519-821-8000</td>
<td><a href="http://www.nacsworld.com">www.nacsworld.com</a></td>
</tr>
<tr>
<td>SMARTBIDNET</td>
<td>32</td>
<td>866-888-8538</td>
<td><a href="http://www.smartbidnet.com">www.smartbidnet.com</a></td>
</tr>
<tr>
<td>TASK Construction Mgmt.</td>
<td>27</td>
<td>800-845-8275</td>
<td><a href="http://www.taskcm.com">www.taskcm.com</a></td>
</tr>
<tr>
<td>TD Insurance Meloche Monnex</td>
<td>15</td>
<td>866-296-0888</td>
<td>CIQS.Tdinsurance.com</td>
</tr>
<tr>
<td>TTcm2r Inc.</td>
<td>31</td>
<td>416-925-1424</td>
<td><a href="http://www.ttcm2r.com">www.ttcm2r.com</a></td>
</tr>
<tr>
<td>Vertigraph</td>
<td>5</td>
<td>800-989-4243</td>
<td><a href="http://www.vertigraph.com">www.vertigraph.com</a></td>
</tr>
<tr>
<td>Walcon</td>
<td>26</td>
<td>866-392-5547</td>
<td><a href="http://www.walcon.ca">www.walcon.ca</a></td>
</tr>
</tbody>
</table>

Construction Budgeting

By Frank W. Helyar, PQS(F), FRICS
Edited by Clive E.J. Evans, PQS(F), FRICS, C. Arb

$45.00 members • $75.00 non-members
plus $7.50 shipping (Canada) and applicable GST/HST

You may order all publications online at our Publications/Online Store at www.ciqs.org

Or contact us for ordering information.
Tel: (905) 477-0008 • Toll free: 1-866-345-1168
Email info@ciqs.org

Updated new edition Now available
Turner & Townsend cm2r is a leader in construction and management consulting services. Its broad range of services of cost management, project loan monitoring, project management and management consulting are provided to clients across Canada and the USA.

We are seeking highly motivated individuals at senior and intermediate levels to effectively manage our growing client base.

- Director, associate director and senior cost managers
- Senior and intermediate project managers
- Senior and intermediate loan monitors
- Senior and intermediate planners/schedulers and cost engineers (energy and mining sector)

We expect candidates for the senior management positions to be responsible for managing significant institutional, commercial and residential projects, mentoring staff, managing client relationships and developing new business.

We offer a generous remuneration and benefits package and exciting future growth opportunities in our organization.

If you are interested in the positions, please send your resumé with cover letter to:

torontohr@ttcm2r.com

Turner & Townsend cm2r
One St Clair Avenue East
7th Floor
Toronto Ontario M4T 2V7
416 925 1424
416 925 2329
www ttcm2r.com
EVERY WEEK,
MORE SUBCONTRACTORS
USE OUR SYSTEM THAN
THE TOTAL NUMBER OF

Sports
STADIUMS
IN THE UNITED STATES
AND CANADA COMBINED.

smartbidnet.com/proveit
SUB PORTAL NOW IN FRENCH, SPANISH AND ENGLISH