



*Presents*

# TRADECONNECT 2025

## CONFERENCE

ADVANCING ELECTRICAL & MECHANICAL SYNERGY



March 18, 2025

7:30 AM - 5:00 PM

RBC Convention Centre

# General Program

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Registration	<b>7:30 AM</b>
Trade Show	<b>7:30 AM- 5:00 PM</b>
Breakfast	<b>8:15 AM</b>
Motivational Keynote - Leah Goldstein	<b>8:30 AM</b>
Breakout Rooms x 4	<b>9:45 AM - 10:45 AM</b>
Breakout Rooms x 4	<b>11:00 AM - 12:00 PM</b>
Lunch	<b>12:15 PM</b>
State of the Industry Keynote - Bill Ferreira	<b>12:35 PM</b>
Labour Market Panel - Bill Ferreira, Tanya Palson, Meghan Lavallee, Julien Lafleche Moderated by Richard Cloutier	<b>12:50 PM</b>
Breakout Rooms x 4	<b>1:45PM - 2:45PM</b>
Breakout Rooms x 4	<b>3:00 PM - 4:00 PM</b>
Reception	<b>3:45 PM</b>
End	<b>5:00 PM</b>

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# Keynote Speakers

## Leah Goldstein

### No Limit Mindset

Achieving higher performance levels or what seems like an impossible goal is nothing new to Leah Goldstein. In this keynote, she shares why her ability to be stronger than her competitors mentally has been key to her success. Leah shares the three ways she trains her mind to be her most powerful resilient tool and how focusing on how you use your mind when striving to reach a goal will have a direct impact on the results.



An extraordinary athlete and absolute force of nature, Leah Goldstein has lived one of the more interesting lives you will ever come across. After winning the Bantamweight World Kickboxing Championship at just 17 years old, Leah walked away from a bright future in competitive martial arts to join the Israeli Defense Force, becoming a Krav Maga specialist and the first female Elite Commando Instructor before a storied career as an undercover Special Forces intelligence officer.

In yet another dramatic life pivot, Leah then embarked on a professional cycling career at the age of 29. A devastating crash ended her Olympic dreams, her pro career, and nearly her life. After being told she might not walk again and certainly would never race again, Leah remained undaunted, ultimately reinventing herself once again as an ultra-distance cyclist.

## Bill Ferreira

### Economic Outlook for the Construction Industry

Canada's trade contracting sector, like many industries across the country, is facing a significant labour shortage. Compounding this is increased demands on the sector, particularly as a shift is made to net zero solutions in the built environment, where mechanical contractors are expected to play a significant role. Hear from BuildForce Canada's Executive Director Bill Ferreira as he provides a snapshot on the labour force landscape, and what the sector should anticipate in terms of demands in the coming years.



Bill Ferreira has played a leading role in Canada's construction industry for nearly a decade. Bill assumed the role of Executive Director at BuildForce Canada in August 2017, after serving as Vice-President, Government Relations and Public Affairs at the Canadian Construction Association since 2008. Bill has also served as a Senior Policy Advisor in a range of portfolios at the Federal Government, including Citizenship and Immigration, Environment Canada and International Trade. Following government, Bill joined a boutique government relations firm in Ottawa, focusing his expertise on the energy, transportation and telecommunications sectors. Bill also played a pivotal role as Director of Government Affairs at the Forest Products Association of Canada.



# Labour Market Panel

## Richard Cloutier

### Moderator

Richard Cloutier is the co-host of the News on 680 CJOB, weekdays from 4 to 7 p.m., and a senior reporter with Global News. Joining CJOB in December 1992, he is passionate about storytelling across radio, digital, and television platforms. After studying political science at the University of Manitoba and journalism at Carleton University, Richard had short stints in newspapering in Ottawa and Hamilton. Originally intending CJOB to be a temporary job, he fell in love with the sounds, stories, and interaction with Manitobans. His proudest achievement is his three children, with his daughters pursuing their second degrees and his son working in the financial industry in Toronto.

## Tanya Palson

### Panelist

Tanya Palson currently holds the position of Executive Director with Manitoba Building Trades. Tanya has obtained a Bachelor of Arts in Political Science from the University of Manitoba, and recently completed a certificate in Public Policy Analysis from the London School of Economics. Tanya is currently serving as a Board Member for BUILD Inc.

## Meghan Lavallee

### Panelist

Meghan Lavallee currently holds the position of Executive Director with Apprenticeship Manitoba. Meghan has a background in post-secondary, previously working with the Manitoba Institute of Trades and Technologies (MITT) as Director of Career and Student Engagement. Meghan also served as Vice-President of Strategic Development at Career Trek.

## Julien Lafleche

### Panelist

Julien Lafleche has been on MCAM Board of Directors since 2014. He serves on the Executive and Education Committees and is the Manitoba representative on the Union Contractors Committee with MCA Canada. As President and CEO of ServcoCanada Inc., Julien has decades of industry expertise, specializing in overseeing contracts, estimation, planning, scheduling, procurement, and project management. Julien's passion for the industry started in High School when he spent summers working as a civil contractor before pursuing his early career as a Journeyman Steamfitter.

## Bill Ferreira

### Panelist

Biography on pg 2.



# 9:45 AM - 10:45 AM Breakout Sessions

## GALLAGHER BREAKOUT ROOM

### What Makes a Successful Design-Assist Project

Join Chris Ott and Scott Hammond as they provide a unique perspective on the roles of trade contractors, construction managers, and engineering consultants in Design-Assist projects. Drawing from real-world experiences and case studies, both successful and challenging, they will share key lessons learned and best practices. This session aims to provide trade contractors with valuable insights and practical strategies to strengthen proposals and offer meaningful input during pre-construction, ultimately driving project success for all stakeholders.



#### Scott Hammond - SMS Engineering

A Partner and Senior Mechanical Engineer at SMS Engineering, Scott Hammond brings over 15 years of experience in multi-disciplinary planning, design and construction. Specializing in high-performance buildings, he focuses on innovative, cost-effective solutions that transform the built environment. Some of his favourite projects include the Winnipeg Richardson Airport Terminal Building, Canada Life's Winnipeg Campus Redevelopment, Investors Group Field, and the new Portage District Hospital.

#### Chris Ott - SMS Engineering

With over 20 years of experience, Chris Ott, Principal and Senior Mechanical Engineer at SMS Engineering leads mechanical design teams on complex healthcare, commercial, and northern projects, including the Gods Lake Nursing Station, Pikangikum School, and the new Portage District Hospital. Known for his practical approach and problem-solving skills, he delivers efficient, reliable, and maintainable designs, even in the most challenging environments.



## AON BREAKOUT ROOM

### Future-Proofing Your Business: Navigating Windows 10 End of Life and Beyond

Windows 10 End of Life this coming October will be a disruptive event for many businesses. Estimates indicate that 40% of computers globally do not meet the hardware requirements for Windows 11 and will need to be replaced. Leaders who wait to act may have to choose between competition for remaining inventory or placing their network at risk. In this session, we'll explore how the Windows 10 transition can serve as a catalyst for building a comprehensive technology roadmap. Learn actionable strategies for managing technology lifecycles, embracing cloud solutions to enhance collaboration and flexibility, and conducting cyber risk assessments to protect critical systems.

#### Michael Anderson - 365 Technologies Inc.


Michael Anderson is the founder and CEO of 365 Technologies Inc., a Winnipeg-based Managed IT Services Provider. 365 delivers outsourced IT support to over 2,500 end users across 75 companies, including several MCAM and ECAM members. Michael holds an MBA from the I.H. Asper School of Business and is a Certified Information Systems Security Professional (CISSP).



# 9:45 AM - 10:45 AM Breakout Sessions

## WHITE CAP SUPPLY BREAKOUT ROOM

### Understanding Psychological Injuries- A Guide to WCB Legislation



In May 2023, the Workers Compensation Board (WCB) amended its Psychological Injury Claim Policy and expanded coverage to include claims related to excessive workload. With the construction industry's demanding, atypical work environment, contractors are asking: How will these claims be assessed? Join Melissa Hyytiainen, Director of Prevention and Return to Work Services at SAFE Work Manitoba, as she breaks down the latest policy changes, clarifies the adjudication criteria, and explains what this means for contractors and employees alike. Gain valuable insights into how psychological injury claims are investigated and managed to ensure your workplace is prepared for these important legal and procedural updates. Don't miss this opportunity to have your questions answered and stay ahead of the curve in workplace safety and compliance!

#### **Melissa Hyytiainen - Workers Compensation Board (WCB)**

Melissa Hyytiainen has been with the WCB for nearly 20 years. Prior to moving to SAFE Work in 2024, Melissa worked exclusively in the Compensation Services Division of the WCB. She has held a variety of positions including Adjudicator, Case Manager, Supervisor of the Occupational Disease Unit, and Manager of Short Term Claims. Since 2014, her primary focus has been on the adjudication and management of psychological injuries, occupational diseases including noise induced hearing loss, and workplace fatalities. In moving to SAFE Work, she has brought her expertise in these areas to Prevention and Return to Work Services.

## MIDWEST ENGINEERING BREAKOUT ROOM

### Session Topic Coming Soon!

#### **Laurent Amar - CMiC**



Laurent Amar has been a part of the CMiC team since 2014 where he has played an instrumental role in the growth of CMiC's cloud-based initiatives. As Vice President of Sales, Laurent brings to the position over 25 years of experience in the construction software industry and together with his team is responsible for creating successful partnerships with some of CMiC's most notable clients. He continues to focus his efforts on breaking the barriers for construction companies to be able to leverage the power of a truly innovative platform.

# 11:00 AM - 12:00 PM Breakout Sessions

## GALLAGHER BREAKOUT ROOM

### Evolving Project Delivery

Traditional project delivery methods face increasing challenges post-COVID, with supply chain disruptions, labor shortages, and growing demands for speed, quality, and cost efficiency. Collaborative models like Integrated Project Delivery (IPD), Alliancing, and Progressive Design-Build (PDB) offer a solution by fostering early contractor involvement, breaking down silos, and improving risk management. This session will explore these emerging methods, their benefits, and how to successfully implement them for greater efficiency, innovation, and project success.

#### Curtis Krul - Colliers Project Leaders

Curtis has over fifteen years in the construction industry, with ten years as a professional Project Manager, and two years leveraging that experience sharing his expertise in Lean Construction and alternative, collaborative delivery. Curtis focuses his passion for construction into coaching project teams towards achieving project success by leveraging lean practices while educating and guiding construction industry experts on how to successfully contribute to collaborative delivery.



## AON BREAKOUT ROOM

### Scaling Up and Stepping Out: Private Equity Strategies for Contractors

This session delves into two pivotal strategies for contractors: collaborating with growth equity investors to scale your business and preparing for a seamless ownership transition that secures your legacy. Discover how private equity can provide the capital, expertise, and strategic guidance needed for sustainable growth or a smooth and profitable succession. Whether you're looking to expand or planning your next chapter, this session offers actionable strategies to help you achieve your goals.

#### Lee Jebb

Lee Jebb is Vice President, Portfolio Operations at Westcap and provides active strategic support to portfolio companies under management to drive further growth and value creation. Mr. Jebb has proven expertise building companies and as a corporate entrepreneur, and for nearly two decades he played a leading part in developing Cando Rail Services into Canada's preeminent rail services provider with 900 employees and \$24 billion of product handled annually. Mr. Jebb was also the General Manager of the Brandon Chamber of Commerce.



# 11:00 AM - 12:00 PM Breakout Sessions

## WHITE CAP SUPPLY BREAKOUT ROOM

### Change Orders & Negotiation Strategies – Cash Flow, Contracts & Claims

Change orders are a critical yet challenging part of managing mechanical construction projects. In this must-attend session, "Change Orders & Negotiation Strategies – Cash Flow, Contracts & Claims," we'll explore the financial, legal, and strategic implications of change orders, ensuring you're prepared to maximize recovery and protect your profitability. Learn why proactive change order management is essential, how to frame negotiations effectively, and what to do when consultants and owners dispute pricing. With real-world insights and proven tactics, this session will help you take control of the change order process, improve cash flow, and ensure fair compensation for your work. Don't miss this opportunity to strengthen your negotiation skills and stay ahead of potential disputes!

#### Dan Leduc - Soloway Wright LLP

Dan Leduc practices almost exclusively in the field of construction law and dispute resolution. He is frequently called upon to advise and represent owners, subcontractors, suppliers, and builders in such front-end services as contract reviews, tender issues, and general construction matters, as well as in litigation and arbitration.

## MIDWEST ENGINEERING BREAKOUT ROOM

### Construction AI - Modernizing MEP Projects Correctly

Dig into the rapidly changing and advancing field of AI and how it can be applied to MEP projects. Key areas of application in risk analysis, project life cycle management and best practices will be covered. Also covered will be the limitations of AI, what it is and is not.

#### Melvin Newman - Patabid

Meet Melvin, the visionary force behind PataBid! As President/CTO, he's not just a seasoned pro with 15+ years in construction estimating - he's also a trailblazing entrepreneur and college guest lecturer. Melvin co-founded PataBid in 2018, revolutionizing the industry through cutting-edge software and digital tools. From estimator and ConTech guru to a dynamic full stack developer, Melvin brings unparalleled expertise in AI, ML, systems development and their intersection with the construction industry. Passionate about making technology accessible to all, he's not just building the future; he's speaking about it! Featured on 10 top industry podcasts, including Construction Genius, Construction Revolution and The ConTech Crew, Melvin's not just shaping the conversation; he's leading it!



# 1:45 PM - 2:45 PM Breakout Sessions

## GALLAGHER BREAKOUT ROOM

### Unlock the Secrets of CCA-1 Stipulated Price Subcontracts



Join industry expert Mr. Geza Banfai for an exclusive walkthrough of the NTCC Guide to CCA-1 Stipulated Price Subcontracts (The Guide)—your essential resource for navigating subcontract agreements with confidence. Commissioned by the National Trade Contractors Coalition of Canada (NTCCC), The Guide is designed to help trade contractors effectively use the CCA 1-2021 Stipulated Price Subcontract. It not only reproduces the key terms and conditions of this widely adopted contract form but also provides expert commentary, practical insights, and cautionary notes to help you avoid pitfalls and maximize success. Whether you're new to CCA-1 or looking to deepen your understanding, this session offers invaluable guidance straight from the author himself. Don't miss this chance to enhance your contracting expertise!

#### Geza Banfai - McMillan LLP

Geza Banfai is a widely respected lawyer by the legal community and across the construction and infrastructure sector. Geza represents stakeholders at every level of the construction pyramid, including lenders and owners (public and private), general contractors, subcontractors, material suppliers and workers. He also works with design, architectural and engineering professionals as well as testing consultants. Geza is recognized by Chambers Canada as a leading lawyer in the area of construction law.

## AON BREAKOUT ROOM

### Performance Security: SDI in Focus



Insurance carriers, owners and General Contractors are increasingly concerned with construction performance risk. The session will explore macro-economic factors and provide context for why performance security is both in increased demand, and also in shorter supply. The session will also cover the Subcontractor Default Insurance (SDI) product in detail and explore the implications of enrollment to subcontractors.

#### Peter Kapler

Peter Kapler is a Managing Director within Aon's Construction & Infrastructure group and leads the Performance Security practice. As a CPA by training and a Surety Underwriter for the first half of his career, Peter applies his education and experience to providing risk-finance solutions to Aon's clients across the country.

# 1:45 PM - 2:45 PM Breakout Sessions

## WHITE CAP SUPPLY BREAKOUT ROOM



### Prompt Payment Legislation Thompson Dorfman Sweatman

Manitoba Prompt Payment legislation will come into effect April 1. Join experts from TDS law to understand how this legislation will work for you and hear the most up-to-date information regarding Manitoba's Prompt Payment adjudication authority.

## MIDWEST ENGINEERING BREAKOUT ROOM

### The Future of Construction & BIM Adoption

#### 1. Opening Remarks & Industry Overview

- Joe Furgal, Bockstael Construction will provide a high-level overview of the Manitoba's construction industry adoption and integration of Building Information Modeling (BIM). The session will provide insights into how BIM is shaping workflows, enhancing collaboration, and improving efficiencies across the industry.

#### 2. Panel Discussion: BIM in Action – Challenges & Successes

- Joe will then moderate a panel discussion featuring key BIM leaders from Manitoba and beyond. Panelists will share their insights on how BIM is transforming the construction industry and what it takes to successfully implement BIM strategies.

#### 3. Panelists

- Scott Hammond, SMS Engineering – Discussing BIM adoption from an engineering perspective, including efficiencies in design coordination and modeling accuracy.
- Sean Usher, Republic Architecture – Exploring BIM's role in architectural workflows and its impact on design collaboration and project delivery.
- Steve Robinson, President, Pitt Meadows Plumbing & Mechanical Systems – Bringing a West Coast perspective, Steve will share PMP's journey as an early adopter of BIM, how it has improved their prefabrication processes, and the role of innovation in finding a "better way."

#### 4. Audience Q&A & Closing Remarks

- Interactive discussion with attendees on BIM implementation strategies, industry roadblocks, and future innovations.
- Final thoughts from the panel on the future of construction and the next steps for Manitoba's BIM community.

#### 5. BIM Education in Manitoba

- University of Manitoba, Division of Extended Education will provide an overview of the University of Manitoba's BIM Management Certificate program. Program information and registration will be available onsite.

### Session Sponsored By:



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Learn to effectively manage your part of a project's lifecycle and work within the AECOO team by adding our Building Information Modeling Management certificate to your resume. Build on your career in Architecture, Engineering, Construction, or as an Owner or Operator as you gain important knowledge about digital construction and BIM project management processes that are being adopted around the world.

# 1:45 PM - 2:45 PM Breakout Sessions

## The Future of Construction & BIM Adoption - Cont'd Joe Furgal - Bockstael Construction



Joe Furgal, P.Eng., is a Preconstruction Manager at Bockstael Construction, where he focuses on collaborative project delivery and Building Information Modeling (BIM). With a solid understanding of Integrated Project Delivery (IPD) frameworks, Joe was involved in Manitoba's first CCDC 30 project—a heavy equipment operator training institute, completed in 2024. He values the IPD validation phase for its ability to align project teams and help deliver projects that meet target value goals.

Joe is currently managing a variety of projects, including the Winkler Centennial Arena, the CancerCare Research Institute, the historic Pantages Theatre, upgrades to the Royal Winnipeg Ballet and Manitoba Club, expansion at the Brandon University Brodie Science Centre, a 25 kV electrical reservicing project, and Central Energy Plant upgrades at the University of Manitoba, and a deep energy retrofit including geothermal and solar for the Sioux Valley Dakota Nation. His experience in both the technical and collaborative aspects of construction make him well-suited to contribute to conversations around BIM and collaborative project delivery.

## Scott Hammond - SMS Engineering



A Partner and Senior Mechanical Engineer at SMS Engineering, Scott Hammond brings over 15 years of experience in multi-disciplinary planning, design and construction. Specializing in high-performance buildings, he focuses on innovative, cost-effective solutions that transform the built environment. Some of his favourite projects include the Winnipeg Richardson Airport Terminal Building, Canada Life's Winnipeg Campus Redevelopment, Investors Group Field, and the new Portage District Hospital.

## Sean Usher - Republic Architecture



Sean is the Director of Design Technology & Innovation at Republic Architecture. With over a decade of experience in the AEC industry, he has led design technology implementation and applications, including BIM management, visualization, reality capture, and model analysis. As a founding member of the Winnipeg BIM Community—a BuildingSMART Canada affiliate group—he helps lead efforts to promote and support digital delivery practices locally. Sean teaches in the U of M Extended Education BIM Management Certificate program and was among the first professionals in Canada to earn OpenBIM Foundation certification through BuildingSMART.

## Steve Robinson - Pitt Meadows Plumbing & Mechanical Systems




Steve is passionate about new ideas and finding ways to be innovative in an ever-changing industry. Steve believes in hard work and being dedicated to getting the job done right and he is often focused on the big picture and what the future holds for Pitt Meadows Plumbing. In 2024, Steve was recognized as one of Construction's Most Influential People by SiteNews. In his spare time, Steve enjoys farming in Pitt Meadows, Coquitlam, & Pemberton as well as spending time with his grandchildren.

# 3:00 PM - 4:00 PM Breakout Sessions

## GALLAGHER BREAKOUT ROOM

### Delay Claims from a Subcontractor Perspective - What to Do Before You Go Legal




In the high-risk world of construction, delay can make or break a subcontractor's financial stability. Join us for this insightful session, "Delay Claims from a Subcontractor Perspective: What to Do Before You Go Legal," where Dan Leduc will break down how mechanical subcontractors can identify, document, and protect themselves against costly delays. From understanding common scheduling pitfalls to navigating contractual obligations and notice requirements, this presentation will equip you with practical strategies to mitigate risk and strengthen your claims before legal action becomes necessary. Whether you're dealing with project overruns, schedule disruptions, or loss of productivity, this session is essential for contractors looking to safeguard their bottom line.

#### **Dan Leduc - Soloway Wright LLP**

Dan Leduc practices almost exclusively in the field of construction law and dispute resolution. He is frequently called upon to advise and represent owners, subcontractors, suppliers, and builders in such front-end services as contract reviews, tender issues, and general construction matters, as well as in litigation and arbitration.

## AON BREAKOUT ROOM

### How to Invest Tax Efficiently Within a Corporate Structure



Discussing the benefits of looking at tax-efficient investments and how to properly manage investment assets within a Holdco, Opco and personal investments. We will look at other financial strategies to help prevent Canadian-controlled private corporations from the passive income grind. Using a real-world case study, on how we can implement financial strategies to add-value and maximize wealth.

#### **Shayne Williams - IG Wealth Management**

Shayne Williams is a Certified Financial Planner professional from IG Wealth Management. He primarily focuses on helping small business owners grow their investments and build financial strategies to help them achieve success. Shayne was a previous guest speaker for both the Chartered Professional Accountant (CPA) body of Manitoba and Saskatchewan.

# 3:00 PM - 4:00 PM Breakout Sessions

## WHITE CAP SUPPLY BREAKOUT ROOM



### Electrical Code Update

Join Cory Marshall, Operations Manager at QPS Evaluation Services to better understand the 2024 Electrical Code updates.

## MIDWEST ENGINEERING BREAKOUT ROOM



### Beyond Paper: Unlocking Efficiency and Predictability with Digital Advanced Work Packaging

Discover how advanced work packaging (AWP) is replacing outdated paper workflows with integrated, real-time data systems. Designed for electrical and mechanical contractors, this session reveals how digital workflows enhance efficiency, reduce errors, and streamline the shift to shop fabrication—ensuring predictable, on-time, and high-quality project outcomes.

#### Todd Liebbe - Stratus

Todd Liebbe is a seasoned leader in the mechanical construction industry with 30 years of experience. After earning his engineering degree from Iowa State University, he built his career at QuickPen, rising to VP of Sales. He later served as VP at Quote Software, where he identified key industry challenges. Todd then founded Get the Point, pioneering a layout solution that became Autodesk BIM 360 Point Layout. Now as the founder of Stratus (formerly GTP Software), he focuses on provide a pathway for the Mechanical, Electrical, and Sheet Metal Contractors in the areas of prefabrication and procurement. His team has developed applications based on Autodesk's Revit and Forge platforms that revolutionize these workflows.

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