

*Thank you, Wise Wayne for reaching out and providing the opportunity to share with Brother and Sister in Mechanical Contracting.*

*In conversations with fellow contractors, I have found Depending on the size, and structure of the company, there seems to be various impacts. For example, if the company is strictly a service based mechanical provider, the impact was swift and direct. Because of the close contact service providers have with clients, the original unknowns of the Pandemic brought business to all but a halt. On the other hand, non-service-based companies focused on contract or quoted jobs, the impact was slower. If contracts were underway, they seemed to continue, however, productivity was reduced, and caution was supported. If projects had not started, they were postponed or tabled until further notice (some still waiting as of today). The jury is out now to see if those contracts will be canceled or re-tendered later.*

*The question of Productivity seems consistent across the board. Productivity is down due to the extra time required to deal with the PPE, meetings, site visits, inspections, etc. I have yet to experience a project being retendered due to additional Pandemic related costs, however, this does not seem unreasonable.*

*In reference to staff concerns, it depends on a few factors; the person, family situation, and scope of work or project they are involved in (I would guess to say 20% of people are concerned and 80% are not because companies have evaluated the risk and made previsions). As far as motivation to work, my employees are ready and willing to work as their wages far exceed the government benefits.*

*In reference to the Industry Safety Guide issued by MCAM, Manitoba Building Trades and CLRAM; the MCAM Board and staff pointed us in the right direction and provided my company the basis for protocols to keep my staff, clients and the community safe from transmission. It was good to see on the jobsites how everyone took this seriously, not wanting to have construction shut down like in other provinces. I believe this helped Manitoba flatten the curve. If you need to access the Safety Guideline, you can find it on the MCAM website at <https://www.mca-mb.com/files/media/164.pdf>. To my knowledge, we have not had a construction related transmission of COVID-19 in Manitoba.*

*Cash flow was and is a problem and yes, is becoming worse. As a business owner and entrepreneur, we are survivors and problem solvers, we always look to improve and evolve. I feel I have a responsibility to my staff and customers through the survival of my company. As a service-based company, my business has been affected deeply. I have focused on taking time to reflect, regroup and find ways to make the best of this situation. I can only assume my partners and fellow MCAM stakeholders are doing the same thing.*

*Signed – The Optimistic Service Contractor*

*My fellow brother and sister*

*There is always a light at the end of the tunnel. You just have to keep on walking towards it. The Pandemic has been a large distraction for everyone in every industry. Thankfully, our industry was designated a critical service and allowed to operate. Yes, we had to establish safety guidelines; thankfully MCAM had the foresight to reach out for professionals for guidance in this area. Many of us did see contracts postponed and cancelled but the tunnel is starting to be lit back up. Contracts are being reestablished, workers who were laid off are returning to work and thankfully our province has had one of the lowest infection rates in Canada. The world will forever be impacted by the pandemic. Social distancing may be the norm, handshakes will no longer be used as a gesture of mutual agreement and PPE will be standard issue. The mechanical industry will also see increased demands for building ventilation systems that will provide “cleaner” air and plumbing standards may have to be updated regarding cross-contamination. Our industry can learn from this pandemic we just have to be prepared.*

*Signed – Opportunity for Education, Preparedness & Growth*

