



**ECAM** **MCAM**

# TradeConnect 2024

**ADVANCING ELECTRICAL & MECHANICAL SYNERGY**



RBC Convention  
Centre



April 10, 2024



7:30AM-5:00PM



# General Program

**7:30 AM** Registration

**7:30 AM -  
5:00 PM** Trade Show

**8:30 AM** Breakfast

**9:00 AM** Motivational Keynote - **Jon Montgomery**

**10:05 AM -  
10:55 AM** Breakout Rooms x 4

**11:05 AM -  
11:55 AM** Breakout Rooms x 4

**12:00 PM** Lunch

**12:30 PM** State of the Industry Keynote - **Bill Ferreira**

**1:00 PM** Fireside Chat - **Bill Ferreira and Richard Cloutier**

**1:35 PM -  
2:25PM** Breakout Rooms x 4

**2:35 PM -  
3:35 PM** Breakout Rooms x 4

**3:30 PM** Host Reception

**4:00 PM** Reception Keynote - **Tim Wentz**

**5:00 PM** End

# Keynote Speakers

## Motivational Keynote

Jon explains the secrets that helped him achieve the confidence to follow and achieve his dreams, and how you can, too.

### *About Jon Montgomery*

Jon Montgomery's life has been a whirlwind since his Olympic win in skeleton racing at the Vancouver Whistler Olympics in 2010. His big-time podium moment and his now-famous victory "beer-walk" through Whistler Village have paved the way for Montgomery to continue to find himself on Canadian TV. Today, as the host of The Amazing Race Canada, Jon travels across the country, and all over the world, filming and sharing insights with audiences of all stripes on what makes Canada great and why the goals we set for ourselves are only as achievable as we believe they are.



Jon Montgomery

## Economic Outlook for the Construction Industry

Canada's mechanical 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.

### *About Bill Ferreira*

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.



Bill Ferreira

## Back to the Future: Our Industry in 2030

This presentation will explore some of the emerging trends and technologies that will likely shape our future. As with any dramatic change, both danger and opportunity will manifest themselves, requiring us to create innovative, imaginative approaches to seize the opportunities.

### *About Tim Wentz*

Tim is an Emeritus Professor of Construction Management at the University of Nebraska – Lincoln and remains active in various faculty roles, including the Chancellor's Sustainability and Resilience Commission. He has had a distinguished career with ASHRAE, serving as Society president in 2016-2017 and receiving multiple awards, including ASHRAE Fellow in 2005. Tim has been actively involved with the Mechanical Contractors Association of America (MCAA), earning recognition such as 'Educator of the Year' three times and the Distinguished Service Award in 2009. Born in Lincoln, Nebraska, Tim is the fourth generation in his family's design/build mechanical contracting firm and spent 19 years in various roles.



Tim Wentz



# 10:05 AM - 10:55 AM Breakout Sessions

## AON Breakout Room

### Succession Planning

Overview of succession planning and the importance of planning and common pitfalls that many successful businesses fall into when it comes time to transition. This session will cover what is succession planning, the succession process, benefits of succession planning and preparing your business for sale.



Allister Penner  
MNP

## Midwest Engineering Breakout Room

### MCAC Change Order Guide

MCAC Change Order Protocol will protect trade contractors from risks associated with managing the change process. Providing a fair and reasonable process for the costing and pricing of changes for all industry project stakeholders. Changes to the scope of the project are inevitable. The scale and number of changes significantly impacts productivity, costs and profitability. If handled improperly changes lead to disputes or litigation. Protect yourself by adopting the MCAC Change Order Protocol in your next contract.



Geza Banfai  
McMillan LLP

## EH Price Breakout Room

### BIM Contract Index & CCDC 30

Overview of BIM and IPD/CCDC30, with details on the IBC Contract appendix its usage, and how to navigate a BIM project better.



Sean Usher  
Republic Architecture

## Gallagher Breakout Room

### Bonding and Technology

This workshop will discuss new and advancing technologies available in the insurance/bonding industry and how contractors can use them to their advantage. We will also go through how some of the “ways of the past” need to be revamped to keep up with current industry demands and market conditions.



Brittany Nicolas  
Gallagher



Chris Degelman  
Gallagher



# 11:05 AM - 11:55 AM Breakout Sessions

## AON Breakout Room

### The State of Risk Management for Mechanical Contractors

For mechanical contractors in Canada, there seem to be more challenges and more risk exposure than ever before. Understanding what those risks look like can help contractors reduce their exposure to those risks on projects and in their contracts. This session will look at the changing landscape of contractual and project insurance risks for contractors and provide potential solutions on how to mitigate those circumstances.



**Doug Baird**  
AON

## Midwest Engineering Breakout Room

### Safety Leadership - Driving Business Excellence and Return on Investment

Safety is not just a checklist; it's an integral part of organizational culture. Businesses of excellence prioritize safety to enhance overall performance, creating a positive workplace culture. Investing in worker safety yields substantial returns, fostering financial stability and attracting top talent. Beyond compliance, it builds trust and commitment, motivating employees to dedicate their best efforts to organizational goals. This trust extends to stakeholders, reinforcing confidence in your projects and brand.



**Theo Heineman**  
1Life Workplace  
Safety Solutions

## EH Price Breakout Room

### The Net Effect

John Enns from The Net Effect will help you assess your business, its pain points, and constraints so you can choose the best construction software for your business. The goal of this presentation is to help you and your business be more informed about your software solution options so you can be more efficient, profitable and prepared for growth. Considerations include:

- Evaluating your business needs and your company profile
- Your company's pain points and how software can help to set your company up for profitability and growth
- Finding and then assessing the best construction software for you
- The Canada Digital Adoption Program (CDAP) and how it can help
- Interest free loans of up to \$1000,000 for Digital enhancement from CDAP
- Grants available from CDAP of up to \$15,000 for a digital plan

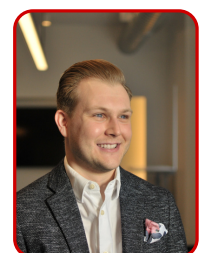


**John Enns**  
The Net Effect  
Contractor Advisors Inc.

## Gallagher Breakout Room

### What to Look For - Lighting and Lighting Control Drawings

Review what to look for on a drawing when it comes to lighting and lighting control. Review of Luminaire Schedules, Control Schedules, Sequence of Operations, potential issues, and more.



**Tyler Cook**  
RDS Lighting

# 1:35 PM - 2:25 PM Breakout Sessions

## AON Breakout Room

### Run Your High-Growth Business Profitably

Running a company that is experiencing rapid growth is exciting but also incredibly challenging- more clients, more staff, less time to keep an eye on operations and finances, and the need to evolve the business as it grows. James will share his experiences from running two high growth companies, including one that grew 10X, as well as clients he has helped up the growth curve. Real world advice and tools from someone who has grown headcount, transformed companies' systems and improved profitability. This seminar will touch on the following:

- Key components of a strategy (game plan) and how to use it
- Adapting your org chart
- How to develop efficient operations and standards
- KPIs that matter and using metrics to manage business



**James Blase**  
Ablaze  
Consulting

## Midwest Engineering Breakout Room

### Managing Supplementary Clauses

Reviewing the importance of reading contracts and identifying supplementary clauses downloading risk to trade contractors.



**Geza Banfai**  
McMillan LLP

## EH Price Breakout Room

### Today's Energy Savings, Tomorrow's Impact

How Efficiency Manitoba is leading a sustainable future and the importance the Manitoba contractor/trade network plays.



**Anna Schappert**  
Efficiency  
Manitoba



**Rob Boresky**  
Efficiency  
Manitoba



**Zaw Aungkyaw**  
Efficiency  
Manitoba

## Gallagher Breakout Room

### Prompt Payment

Introduces upcoming "Prompt Payment" laws, already operational in select Canadian provinces and soon arriving in Manitoba, signaling a positive change for subcontractors. This legislation focuses on two key elements: requiring prompt payment of all invoices by owners, general contractors, subcontractors, etc., and implementing an expedited adjudication process for resolving payment disputes, bypassing lengthy court proceedings.



**Evan Edwards**  
Duboff Edwards  
Schachter Law  
Corporation

# 2:35PM - 3:25 PM Breakout Sessions

## AON Breakout Room

### Cybersecurity Leadership - 5 Key Roles Every CEO Must Play

Cybersecurity can be a complex, overwhelming topic filled with jargon and acronyms. For the non-technical CEO it can be difficult to know where to start to ensure their company's information is well-protected against today's threats. In this session, we cut through the jargon to provide actionable take-aways that any CEO regardless of their level of tech-savviness can implement immediately.



**Michael Anderson**  
365 Technologies

## Midwest Engineering Breakout Room

### Piping Design for Ground Source Heat Pumps

This presentation will cover:

- How to make a geothermal heat pump system more cost-effective
- How to ensure the system will continue operating efficiently for the life of the building
- The importance of ongoing monitoring of the ground heat exchanger performance
- Examples of small commercial geothermal system projects in Manitoba and similar climates



**Ed Lohrenz**  
GEOptimize

## EH Price Breakout Room

### Transitioning to Net Zero for Small to Medium Sized Buildings

DGH Engineering Ltd. leverages its experience in integrated mechanical and electrical engineering for small-to-medium buildings to help contractors assist clients in achieving net-zero, net-zero ready, or near-zero goals. By integrating electrical and mechanical design choices at the project outset, clients can achieve cost-effective low-carbon systems. Our team will discuss HVAC equipment for construction and renovation projects, along with cost-effective sizing, fuel switching, and dual fuel solutions for heating systems in such buildings. We'll also explore Manitoba Hydro's roadmap implications, emphasizing the integration of electrical designers in decision-making for mechanical systems and the use of electronic controls to limit demand loading. Using integrated electrical and mechanical systems for optimal fuel switching and load shedding, contractors can provide clients with cost-effective, zero or near-zero carbon systems.



**Richard Granger**  
DGH Engineering



**Jesse Nugent**  
DGH Engineering

## Gallagher Breakout Room

### Implementing Industry Advancements in Commercial Plumbing and Heating Design and Installations

- Material comparison regarding sustainability and performance
- Sizing advancements which could drive cost reductions in repipe and new build
- Commercial Hot Water Recirc – System design for optimal performance and longevity



**Jennifer Smith**  
Uponor



# Meet the Speakers

## Allister Penner

Allister Penner, CPA, CA, is a Partner and Business Advisor at MNP's Assurance and Accounting Services team in Winnipeg. Specializing in technology, construction, and real estate for commercial private enterprises, he brings entrepreneurial insight from his family's construction industry involvement. Allister assists clients in negotiating financing, establishing metrics, benchmarking, and provides guidance on corporate structure, taxation, and business management. He holds a Bachelor of Commerce (Hons) degree from the University of Manitoba and earned his CPA and CA designations in 2004. Recognized on the CICA Honour Roll, he received the ICAM Medal of Excellence in 2004 and the ICAM Early Achievement Award in 2013. Allister is actively involved in volunteering with organizations such as Abundance Canada, the Evangelical Mennonite Conference of Canada, Inner City Youth Alive, and Ducks Unlimited Winnipeg South Committee.



Allister Penner  
MNP

## Anna Schappert

Anna is a Mechanical Systems Professional with Efficiency Manitoba. She has over six years of experience within the commercial building sector, specifically relating to mechanical building systems. Currently she provides technical support for the Efficiency Manitoba team in mechanical systems serving the residential and commercial sectors.



Anna Schappert  
Efficiency  
Manitoba

## Brittany Nicolas

In the past decade, Brittany has gained expertise in construction and commercial surety bonds. With experience at leading brokerages, she's worked with diverse clientele, from small start-ups to companies with revenues exceeding \$1 billion. Leveraging her extensive technical knowledge, Brittany advocates for clients' growth plans. She has a robust network among bond company professionals and contractors, and actively contributes to the Canadian Association of Women in Construction committee.



Brittany Nicolas  
Gallagher

## Chris Degelman

With 23 years in insurance, Chris, a trusted advisor at Ranger Insurance (now Gallagher), specializes in construction. For the past 13 years, he focused on mid to large commercial and construction risks, leading the Construction Practice for the Prairie Region at Gallagher Canada. Chris leverages his extensive technical knowledge to provide clients with top-tier insurance and risk management solutions. With a strong industry reputation, he utilizes insurer relationships to ensure clients receive the best available options.



Chris Degelman  
Gallagher

## **Doug Baird**

Doug Baird, B.A., A.I.I.C., has over 31 years of experience at Aon Risk Solutions, where he currently serves as Senior Vice President, National Director Sales, Construction Services Group. Specializing in construction insurance and surety, Doug has held key roles including National Director of Sales, Practice Leader for Eastern Canada and Sales and Service Leader SW Ontario. Doug has a Bachelor of Arts degree in Economics from the University of Winnipeg and an A.I.I.C. designation from the Insurance Institute of Canada. He is a Senior Leader responsible for account stewardship of select clients from across the country, client acquisition and retention activities nationally. Doug is actively involved with the Mechanical Contractors Association of Canada and the Provincial MCA's.



**Doug Baird**  
Aon

## **Ed Lohrenz**

Ed has worked in the ground source heat pump (GSHP) industry since the early 1980s, gaining expertise in designing and installing systems through trial and error. He developed and teaches the Certified GeoExchange Design (CGD) course for the International Ground Source Heat Pump Association (IGSHPA), accredited by the Association of Energy Engineers (AEE). Ed's GSHP projects include the IKEA Store in Centennial, CO, which integrates an ice storage system to reduce peak electrical demand; a district geothermal heat pump system for the Hopkins Correctional Centre in Ararat, Australia; the ground heat exchanger design for the Obama Presidential Library in Chicago, IL; and projects like the Steinbach Credit Union Building and the Fort Whyte Alive new visitor center. In 2013, Ed founded GEOptimize Inc, specializing in designing and implementing commercial and district geothermal heat pump systems globally.



**Ed Lohrenz**  
GEOptimize

## **Evan Edwards**

Evan maintains a practice in Winnipeg and Ottawa, and is called to the Bar in both Manitoba and Ontario. His practice is focused on Labour/Employment Law and Civil Litigation, including Class Actions. Evan practiced with Duboff Edwards Schachter for the first few years of his career. He then practiced in the Advocacy Department of a national law firm in Ottawa before returning to Duboff Edwards Schachter in 2021. Evan has represented clients at the Manitoba Small Claims Court, Manitoba Provincial Court, Manitoba Court of Queen's Bench, Manitoba Court of Appeal, Ontario Superior Court of Justice, Alberta Court of Queen's Bench, and various other Tribunals/Boards.



**Evan Edwards**  
Duboff Edwards  
Schachter Law  
Corporation

# Meet the Speakers

## Geza Banfai

Geza R. Banfai, Counsel at McMillan LLP, specializes in infrastructure-construction law and mediation. He received the 2016 Award of Excellence in Construction and Infrastructure Law from the Ontario Bar Association and was named the 2017 Toronto Construction Law Lawyer of the Year by Best Lawyers in Canada. A Fellow of the Canadian College of Construction Lawyers, he is recognized in various publications such as Chambers Global, Leading 500 Lawyers in Canada, Best Lawyers in Canada, International Who's Who of Professionals, Who's Who Legal, Canada, and International Who's Who of Public Procurement Lawyers. In his extensive construction law practice, he handles negotiations, drafts contracts (including alliancing, joint ventures, and P3 arrangements), and manages claims and disputes across all construction levels. Formerly on the boards of the Canadian Construction Association, Consulting Engineers of Ontario, and Toronto Construction Association, he is actively involved in construction law and ADR sections of professional associations. Serving on the Canadian Construction Documents Committee, he chaired the CCDC 30 standard form Canadian IPD contract creation and contributed to the Advisory Group finalizing the new Construction Act for the Ontario Ministry of the Attorney General.



**Geza Banfai**  
McMillan LLP

## James Blase

James, a performance-driven leader with 25+ years of management experience in Canada and Europe, excels in SMEs and high-growth businesses. He has managed high-growth ventures, served as a PM on multiple builds, and consulted with growing companies through BDC and his firm, Ablaze Consulting. James has grown companies 10X, operated in regulated industries, and expanded businesses internationally. His expertise includes restructuring operations, improving efficiency, and driving growth in general construction, heavy construction, and infrastructure sectors. James employs a hands-on approach, helping clients scale and adapt systems for sustainable growth.



**James Blase**  
Ablaze  
Consulting

## Jennifer Smith

Equipped with a degree in Mechanical Engineering from Missouri University of Science and Technology, Jennifer brings over 12 years of experience to the field, with a focus on innovation and strategic growth. Currently serving as the Business Development Manager at Uponor for the past four years, she has played a key role in expanding the company's market presence by spearheading strategic initiatives and fostering partnerships with engineers, contractors, and builders. Before joining Uponor, Jennifer spent eight years in the HVAC industry, where she partnered to impact the design and implementation of sustainable mechanical systems, challenging norms through innovative practices.



**Jennifer Smith**  
Uponor



## Jesse Nugent

Jesse Nugent works in the mechanical engineering department at DGH Engineering (DGH). He has over fourteen years of experience as part of design teams delivering mechanical engineering consulting services for renovation and new construction projects. Jesse specializes in mechanical building systems and has a special interest in alternative energy design. Jesse has worked on numerous mechanical renovation and new construction projects.



**Jesse Nugent**  
DGH  
Engineering

## John Enns

John, a partner at The Net Effect - Contractor Advisors, brings over 20 years of construction industry experience, including 15 years as Manitoba Business Development Manager at Vector Construction Ltd. He excelled in relationship building, estimating, and project management, contributing to constant growth at Vector. Serving on the Winnipeg Construction Association board since 2013, John is the Immediate Past Chair. He also held a position on the Canadian Construction Association board as the Manitoba Director at Large for four years, ending in 2019. Committed to finding more efficient practices, John is eager to assist other contractors in growing their businesses.



**John Enns**  
The Net Effect  
Contractor  
Advisors Inc.

## Michael Anderson

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 2,000 end users across 70 companies, including several MCAM members. Michael holds an MBA from the I.H. Asper School of Business and is a Certified Information Systems Security Professional (CISSP).



**Michael  
Anderson**  
365  
Technologies

# Meet the Speakers

## Richard Cloutier

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.



**Richard Cloutier**  
CJOB

## Richard Granger

Richard Granger, Senior Mechanical Engineer, Project Manager, and Mechanical Department supervisor at DGH Engineering, brings eighteen years of experience in mechanical engineering consulting for renovation and new construction projects. Specializing in HVAC, piping, plumbing, and site grading/stormwater drainage design, Richard also conducts energy efficiency analysis. His expertise extends to industrial process design and interpretation/application of NFPA codes. As a mentor, he guides the mechanical engineering team and regularly liaises with clients and project managers.



**Richard Granger**  
DGH Engineering

## Rob Boresky

Rob Boresky is a Mechanical Systems Engineer with Efficiency Manitoba, and technical lead for the commercial engineering group. Rob provides technical guidance for a variety of incentive programs, primarily for the New Buildings, Commercial Energy Audit, and Deep Energy Retrofit Programs, and specializes in whole-building energy modelling. Rob's prior experience includes working for over eight years as a mechanical engineering consultant and energy modeler for a wide variety of commercial, industrial, and institutional buildings in Manitoba.



**Rob Boresky**  
Efficiency  
Manitoba

## Sean Usher

Sean is the Director of Design Technology & Innovation at Republic Architecture. With over 10 years of experience in the AEC industry, he has led design technology implementation and applications, including BIM management, visualization, reality capture, and model analysis. Sean is also a founding member of the Winnipeg BIM Community, a BuildingSMART Canada affiliate group, and helps lead its efforts to promote and support digital delivery practices locally.



**Sean Usher**  
Republic  
Architecture

## Theo Heineman

Theo, raised on a farm without brothers, began custom combining solo at 16. Acquiring her grandfather's farm at 22 instilled a profound understanding of entrepreneurial risks, shaping her values and work ethic. With over 20 years in Occupational Safety and Health, coupled with rural ambulance volunteering for a decade, Theo is dedicated to preventing injuries and illnesses. Her life mission revolves around helping leaders enhance organizational performance by optimizing health and safety. Recognized internationally, Theo is an expert in business, entrepreneurship, and Safety Management Systems, offering training and speaking engagements across Canada, the USA, and the UK. Trained by neuroscientist Dr. Joe Dispenza, she's also a Certified NeuroChangeSolutions Consultant and proficient in heart coherence by the HeartMath Institute.



**Theo  
Heineman**  
1Life  
Workplace  
Safety  
Solutions

## Tyler Cook

Tyler is outside sales for RDS Lighting and has been in the industry for over 5 years. He works with many aspects of the industry with a focus on specifications and is a member of many different organizations including ECAM!



**Tyler Cook**  
RDS Lighting

## Zaw Aungkyaw

Zaw Aungkyaw is an Electrical Engineer working with Efficiency Manitoba. With a career spanning the oil and gas industry, where he specialized in designing control and generating equipment, to a career as a consultant in the building and construction sector, providing electrical designs for projects across Canada, Zaw has a diverse background as an Electrical Engineer. Currently, Zaw provides technical guidance in developing and delivering incentive programs to help Manitobans reduce consumption of electrical energy, demonstrating his commitment to sustainability.



**Zaw  
Aungkyaw**  
Efficiency  
Manitoba



# Thank You Sponsorship Team

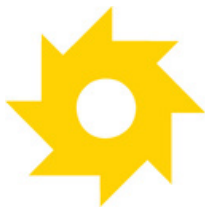
BREAKFAST KEYNOTE SPONSOR

# MNIP

LUNCH KEYNOTE SPONSOR



RECEPTION SPONSORS



**SUNBELT**<sup>®</sup>  
RENTALS



**365** TECHNOLOGIES INC.  
Worry-Free IT™



## BREAKOUT ROOM SPONSORS

**AON**

**e.h.price**



**Gallagher**

Insurance | Risk Management | Consulting

**Me** Midwest  
engineering

## EXHIBIT SPONSORS



**uponor**



## Follow Us



@mcamanitoba



@mca.manitoba



@mca.mb



Mechanical Contractors  
Association of Manitoba



@ECAManitoba



@ecamanitoba



@eca\_manitoba



Electrical Contractors  
Association of Manitoba

# Pre-Register TradeConnect 2025

