



The Provincial Advocacy Voice for Members

For every \$1 you spent, we turned that into \$120 value






We get it – you're busy running a business and being the best at what YOU do – you don't have the time, resources or extra dollars to put in the hours of work involved in developing and maintaining trusted relationships with key decision makers and senior government officials. We do, and we leverage that to our members' advantage.

In the last year, your \$500 fee for our lobbying efforts gave you a \$60,000+ return in value:

- **Prompt Payment Legislation** – Ensuring your company gets paid in a timely manner for work completed. —▶ **Financial return: \$28,000+ in legal work to save the 20% of your expected profit on a project that is lost due to late payments.**
- **Summarizing & Simplifying Information** – We compiled the masses of information about COVID, business supports and government updates into bite-sized bulletins and developed an online portal (covid19sk.com) to store and present information in a user-friendly way. —▶ **What this means for you: Saving you time, resources and energy in keeping up with the information overload.**
- **Encouraging the Province & Municipalities to Keep Building and Make Construction an Allowable Service** – We wrote a letter to the Premier outlining why construction can and should remain open, and cabinet listened. We advised government not to sit on projects, but rather tender them out to keep the economy moving. —▶ **Financial return: \$2 billion in project announcements and \$419,644 in building permits already awarded.**
- **Guide to Improve Provincial Procurement & Reforms to Priority Saskatchewan** – We have developed a guide containing over 40 recommendations that give our local suppliers reliable market access, while at the same time maximizing value for your tax dollar, achieving the best possible return on investment for the dollars spent on infrastructure. —▶ **What this means for you: We've helped dozens of members navigate procurement processes with rapid response to tender issues, wasting less time trying to accommodate varying bid requirements by correcting government mistakes, and enhancing their ability to access opportunities.**
- **Development of a COVID-19 Taskforce** – Fast access to the experts. Information bulletins and live Q&A sessions from experts in business, finance, safety, law, risk, insurance, and health. —▶ **Financial return: \$9,000 in expert consultations and support.**
- **Business Supports for Companies Struggling in COVID-19** – Communicating with the provincial government as part of the Saskatchewan Business Council to recommend supports for the business community to prop up the economy. —▶ **What this means for you: Delivery of the Re-Open Saskatchewan Plan and Guidelines for Businesses, the Saskatchewan Training Subsidy, the Saskatchewan Small Business Emergency Payment, PST 3-month suspension, Bill deferral programs on provincial utilities, waived WCB premium penalties, and Commercial Eviction Protection for Tenants.**

- **Enhanced Safety Protocols in COVID-19 Campaign** – In partnership with other associations, we provided an industry-wide recognized guide for construction companies and launched a robust province-wide social media campaign to educate the public on our industry’s ability to continue working safely. —> **What this means for you: Ability to stay open during COVID-19 and curb public anxiety.**
- **Sharing Your Products & Services** – We shared real-life examples of members’ abilities to perform work safely and showcased their products and services relevant to stopping the spread of COVID. —> **What this means for you: Promoting the industry as safe, and you as capable construction professionals, to the government and the public at large.**

Here’s the value we will bring to you in the coming year:

	<p>Passing prompt payment legislation with no exemptions.</p> <p>CCA estimates that even a 30-day delinquency in payment eats away roughly 10% of profit, and our industry average is 70+ days! We were successful in getting the law passed to stop this from happening, now we will lobby hard to ensure the regulations apply to ALL sectors in construction. Getting paid when the work gets done just makes sense, no matter if the work is commercial, residential, or industrial.</p>
	<p>Standardizing procurement practices across Government & Crowns.</p> <p>Our recommendations focus on enhancing the success of local vendors and achieving solid ROI for the Saskatchewan taxpayer. Now we will push for these to become the standard across the board.</p>
	<p>Economic growth & attracting investment.</p> <p>Making Saskatchewan the place to invest by reducing red tape in procurement and business operations and producing the research to show decision makers how Saskatchewan can maintain a competitive tax environment.</p>
	<p>Promoting investment in infrastructure.</p> <p>Encouraging both the public and private sector to deliver vital social and business infrastructure; such as hospitals, schools, business districts, and recreation facilities, to support a better quality of life for Saskatchewan residents. Saskatchewan companies understand Saskatchewan’s needs and best interests.</p>
	<p>Enhancing relationships with owners & the design community.</p> <p>Ensuring you make the connections you need to be successful at every level of construction, from design, to procurement, to execution – even in a world without major events.</p>