

# Manitoba *Business & Trade* Magazine

FALL 2021



## Bree-Dan Construction

15 years of construction excellence

**Temple Metal Roofs**  
Experts in their field



**Fairmont Winnipeg**  
Happy 50th birthday to a  
Winnipeg landmark



**Salvation Army**  
Annual Christmas Kettle Drive  
provides help and hope





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# From the Publisher's Desk



**T**hings are looking up as we bring you this issue of Manitoba Business & Trade. Businesses that have been riding out the pandemic as best they can are experiencing a sense of renewal with borders opening and Christmas shoppers descending on the retail industry.

This issue celebrates diversity in business and services from home security to helping the homeless.

The Winnipeg Chamber of Commerce welcomes incoming Chair, Liz Choi who brings a message of post pandemic hope. Choi says, "I think this year we have an opportunity to begin to move back into some state of normalcy so we can begin to shift our focus from pivoting and trying to stay afloat, back to thriving."

The Chamber also features a new awareness program called "Bias outside the Box (BOB)". BOB is an Illuminate the Night photography installation by clinical psychologist, Dr. Rehman Abdulrehman, and photographer, Ian McCausland that is on display at multiple locations, including the Winnipeg Chamber of Commerce. The intent is to use it as a tool to test your unconscious bias. "I have found most well-meaning people have bias, but can't identify it, or are too threatened to identify it," said Dr. Abdulrehman.

Jamrock Security brings us news of providing cutting-edge technology for peace of mind no matter where you are. Say goodbye to the panel on the wall and hello to technology that won't let you down.

Beal Business Brokers talks about the growing premiums business owners receive as the size of their company increases. Multiples increase consistently as businesses get larger, and these businesses are more likely to draw buyer interest from the widest geographic radius. Beal also brings news about a new law which allows the sale of businesses from one generation to the next to be eligible for the tax-free capital gains exemption.

Temple Metal Roofs shows us excellence in workmanship and customer service. Their quality metal roofing is not only attractive; it's an investment that will last a lifetime on top of having huge environmental benefits.

They are celebrating success and longevity bordering on 20 years. Owner Travis Ferguson says, "We have always only offered metal roofing, it was important to us to differentiate ourselves from other roofing companies in Manitoba. We wanted to demonstrate that we were experts in our field."

Celebrating its 15th anniversary, Bree-Dan Construction has become a leader in the construction industry with multiple feature projects to show for it. Owner Kevin Burton says customer service, quality of work and relationship building is key. Fifteen years in, he also credits his staff with much of the company's success. "Having the right staff in place ensures our business maintains a great overall company culture and provides the road to steady growth."

Fairmont Winnipeg is celebrating 50 years in business and welcomes all to join them at various events happening at the iconic hotel over the next several months. Events include, Christmas tree lighting and a Santa Lounge to help us all get in the spirit of the holidays.

The Salvation Army soldiers on with their good works and kick starts their annual Christmas Kettle campaign. Readers are reminded of the diversity of services that the Salvation Army provides year-round and are encouraged to donate generously.

We hope you enjoy this issue of Manitoba Business & Trade and wish all of our readers and a happy and joyous holiday season!

Sincerely,

*Wilson Wong*

WILSON WONG  
Publisher



## Test Your Unconscious Bias

**N**estled near the corner of Portage and Main, The Winnipeg Chamber of Commerce's floor to ceiling windows are now an art display as part of Nuit Blanche— How Do You See Me?- Bias Outside the Box (BOB)

BOB is an Illuminate the Night photography installation by clinical psychologist, Dr. Rehman Abdulrehman, and photographer, Ian McCausland, that is on display at multiple locations, including the Winnipeg Chamber of Commerce.

Dr. Rehman Abdulrehman created BOB to help people realize and acknowledge their unconscious bias.

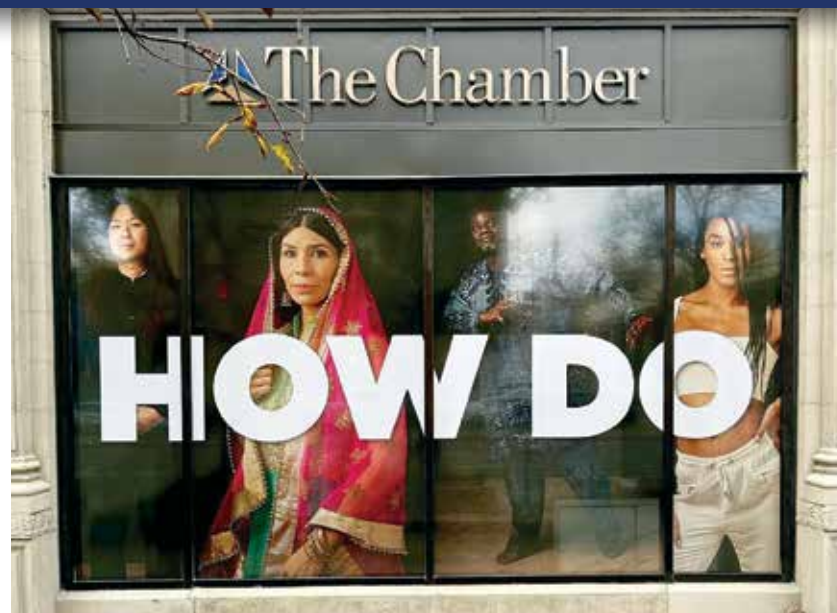
"I am a consulting and clinical psychologist who works in the area of unconscious bias. I have found most well-meaning people have bias, but can't identify it, or are too threatened to identify it," said Dr. Abdulrehman.

**"Identifying bias is critical to creating more insight and the ability to resolve racism and anti-racism."**

Which person has tattoos? Which person is an executive leader? Which person struggled with homelessness and drug addiction? Participants are asked a series of questions and are expected to answer on instinct alone. The answer may not seem obvious, but that's the reason behind this tool. To test your unconscious bias.







## TEST YOUR BIAS

"Being able to use the Bias Outside the Box tool can be a private journey and conversation people can have with themselves to ensure they are doing the work to address their own biases. It also allows us to collect data anonymously to learn more about bias in our society. But rather than the tool be overly academic, I knew there needed to be a visual component to it, and that is where I enlisted the help of Winnipeg photographer, Ian MacCausland, for his incredible portrait skills."

The display has been up for a couple of weeks now and the response has been incredible and far more than Dr. Rehman had ever expected.

"We have had almost 2000 respondents in only a matter of a few weeks. Most people have found the tool to be very informative to themselves, even if it has made some feel uncomfortable. But they have valued being able to see their biases, allowing themselves to work on correcting not just information they had wrong, but how to start to see the world in a more inclusive way."

This installation is placed throughout Winnipeg on 4 different displays for Nuit Blanche. The test is there for people who are willing to confront and acknowledge their unconscious bias, but unfortunately, it won't work for those who are trying to cheat and beat the test.

"For a city once dubbed the most racist city in Winnipeg, paying attention to our biases, is just one step toward making Winnipeg one of the more inclusive cities in Canada."

"The greatest outcome for me is to move the needle a considerable amount when it comes to making Winnipeg more inclusive and addressing the problem of racism. Sometimes we need to look in the mirror and find a safe and non-judgmental way to do that, to take responsibility for our role in what negatively impacts others. This tool allows people to do that, safely, and in an impactful way."

**Join us for our January luncheon with Dr. Rehman Abdulrehman on belonging and mental health.**

The long-term implications of the pandemic on mental health is unmeasurable. The need for belonging and connection, especially in the workplace, is as strong as it's ever been. How can you as a leader foster a safe space for your people where they feel valued, healthy and at their best? During this talk, Dr. Rehman Abdulrehman will walk you through how you can lead your team with true inclusive leadership.



# Choi is ready to lead the way as Chair

**F**or Liz Choi, intuition is more than a gut-feeling, it's a powerful tool that not only can help guide your career decisions, but can lead the way for transformative ideas and shifts in business plans.

Liz is the Chief Transformation and Growth Officer at Education Canada Group, President of Robertson Online and soon-to-be Board Chair of The Winnipeg Chamber of Commerce.

As incoming chair, Liz hopes to use her platform and experiences to help businesses thrive rather than just survive, and also to consider how the pandemic has taught us that anything is possible; which can be a powerful motivator to explore future-think and challenge the norm.

**"I think this year we have an opportunity to begin to move back into some state of normalcy so we can begin to shift our focus from pivoting and trying to stay afloat, back to thriving,"** said Liz.

"I hope I can inspire leaders to challenge their businesses' status quo. It can be an opening for growth if you are willing to explore it. You have to ask yourself what the trajectory is if we stay the same, and where can we go if we look outside of our own perceptions. To do that, businesses also need to be more inclusive. I think that's the first step in thriving."

Diversity, equity and inclusion have been at the forefront of all of The Chamber's programming and moving forward Liz hopes that she can help show the importance and benefits of doing just that.

"To me, equal opportunity and fairness is not only really important but necessary," said Liz. "I hope to help lead the charge in that through transformation for businesses to understand the why behind investing in this work as they will have a great ROI."



“

The first ten plus years of my time in Winnipeg were built on sheer survival, trying to learn a new language and culture. So I became super resilient and don't scare easily.

- Liz Choi



Liz knows the struggles and fears businesses had just trying to survive throughout the pandemic, but also believes in finding opportunity within that fear.

“The first ten plus years of my time in Winnipeg were built on sheer survival, trying to learn a new language and culture. So I became super resilient and don't scare easily.”

Now leading her team using thought-provoking concepts and revolutionary business strategies, Liz has never shied away from letting that undeniable intuition push her trajectory; which hasn't been without high risks.

As an International student in Winnipeg, she had only 90 days post-graduation to find a job to be eligible to stay in Canada. She found a job on day 82.

“My parents were here in Winnipeg as well and they thought they could be going back with me if I didn't find this job so it was a very emotional summer. I filled a mat-leave position as a teacher working with young moms and Indigenous youth at Elmwood High School. It was an amazing and life-changing experience.”

But for Liz, she began to realize this wasn't her calling,

or at least it wasn't for now.

“I was asked to go to another school in a more permanent role. I don't know what came over me at that point but I just said, no, I'm not. I felt like if I signed on the dotted line then I was going to be a teacher forever,” said Liz. “I have a kind of a track record of doing that when I am comfortable, but it's always paid off for me.”

As Liz looks back on Shreeraj Patel's year as Chair, she wants to continue to build on the work he has already started.

“One thing Raj and I both bring to the table is our people-first approach,” smiled Liz. “Raj did a fantastic job at building so many connections and relationships within the business community, now it's my job to come in and strengthen those relationships and amplify their voices.”

Looking ahead to the upcoming year has some unpredictability attached to it, but for Liz she knows one thing for sure.

“As Chair, I really want to play a role in bringing home the work The Chamber has already done in transforming itself to be more equitable,” said Liz. “We are already in a good place as a leading Chamber, but I want to strengthen that position, even further.”



## MARKET CONFIDENCE REBOUNDED

The latest data from the Market Pulse survey of business brokers and M&A advisors reflects the growing premiums business owners receive as the size of their company increases. Multiples increase consistently as businesses get larger.

And these businesses are more likely to draw buyer interest from the widest geographic radius. In fact, sellers in the \$5 million to \$50 million sector realized, on average, a final sale price that was above ask price. Overall, across all sectors, businesses are received 91% of ask in 2021

“Conditions are such that there's still a shortage of strong performing businesses in the market. Private equity is active in the in the lower middle market, and buyers continue to fuel activity in Main Street. Those ‘covid proof’ business owners who pushed

ahead with exit plans, despite the pandemic, are faring well.”

The quarterly IBBA and M&A Source Market Pulse Survey was created to gain an accurate understanding of the market conditions for businesses being sold in Main Street (values \$0-\$2MM) and the lower middle market (values \$2MM - \$50MM). The survey was conducted with the intent of providing a valuable resource to business owners and their advisors.

The survey was completed by 301 business brokers and M&A advisors with respect to 266 completed transactions in the quarter.

Contact me for a copy of the full survey, showing recent trends in the activity for businesses and M&A across North America.

### BILL C-208 VALUATIONS

On a separate front, in addition to our transactional work, we have been busy this fall with valuation assignments due to Bill C-208. Unfamiliar with Bill C-208? Ask your lawyer or accountant. Basically, the government has passed a law that allows the sale of businesses from one generation to the next to be eligible for the tax-free capital gains exemption. One stipulation is that a valuation needs to be done by an independent third party. We provide independent valuations compliant with the Canadian Institute of Chartered Business Valuators valuation standards. Contact us for more information.

### RECENT TRANSACTIONS

WE ARE PLEASED TO ANNOUNCE THE FOLLOWING TRANSACTION:

**Specialty Electronic Business**

The undersigned acted as Advisor to the Vendor



WE ARE PLEASED TO ANNOUNCE THE FOLLOWING TRANSACTION:

**Transportation Company**

The undersigned acted as Advisor to the Vendor



### BUSINESSES FOR SALE



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STEVEN BEAL





# Why JamRock Security for your Business?

By Colleen Swift

**W**innipeg based company, JamRock Security, are leaders in providing cutting edge security services throughout Manitoba. Husband and wife team, Don and Kathy Woodstock, established their business in 2014 with ADT Canada and have worked diligently to provide exceptional customer service to all their clients. They since have risen to be voted number one in customer service globally for Best Practices by Alarm.com and by the Canadian Business Review Board in 2021. Check out their website: [www.JamRocksecurity.ca](http://www.JamRocksecurity.ca)

What makes them stand out is the technology and quality of the systems they use are second-to-none. JamRock Security, your local TELUS Trusted Provider and Alarm.com authorized dealer provides professional security systems, surveillance cameras, CCTV, burglar alarm installations, automation, and other commercial & home security solutions across Manitoba. Forget that old traditional panel on the wall – Welcome to 2022.

“Automation & Smart technology is the biggest part of our business and is taking security to new heights,” says Don. “Traditionally people have a panel on the wall that is connected to a landline, it is not interactive in any way and a technician needs to go out to fix them when faults arise. Our technology allows us to fix the problem remotely in most cases by using Global Satellite Management (GSM) communication which is cellular. No more landlines needed. In 2019, TELUS bought ADT Canada and as a TELUS trusted provider and representative it is a huge responsibility that we take very seriously.”

“You have an app on your phone that allows you to see & interact with your security system from anywhere you are. If you’re out of town, you can unlock your door and let people in if you want to – this goes for businesses also. You can even turn on and off irrigation systems or lights - anything you can do while you’re at work or home, you can now do from anywhere you are. Get notifications via text messages when something is wrong with a sensor.”

“Back in 1995, I started knocking on doors for ADT Canada in Toronto. In 1997/98 I was in my prime. I was promoted to national sales trainer by 2000 and I’ve seen it come full circle in terms of technology. Our company decided to go with wireless technology only. It is a vision and we decided we had to stay on the cutting edge. We were one of the few companies that went wireless back then and the decision was well worth it,” says Don.

At this time JamRock is providing no charge installation and equipment for a basic system but Kathy says that could change at any time, so it’s good idea to sign up as soon as possible. “We have a program right now that has no start-up costs and provides the customers with about \$1600 worth of equipment. I encourage people to make the switch now because the technology is here. The biggest challenge we have is just getting the word out. Most people are still used to having a panel on the wall, they are in their comfort zone with the old systems – We want to get the word out that there is another more efficient, convenient way.”

JamRock Security is committed to delivering quality goods and services to their customers. “Our mission is to become the #1 security company in Manitoba – maybe that doesn’t mean the biggest, but it does mean the best.”

Don says, “Service is number 1, we offer 7 days a week service – that is huge, we deliberately buy the top-end products, and we have the highest quality. Our cost is about 10 times higher than the average system but we are looking for positive reviews and people connecting with each other both through reviews and word of mouth to get the word out. The cost is worth it in the long run. For the future, the sky is the limit.”

“New technologies are being developed every day and we’re on it”

“We believe in quality more than quantity. We just want to be



Top: New Technology versus Old Technology  
Left: Don & Kathy Woodstock, Owners  
Bottom: Cell Phone app - so consumer friendly

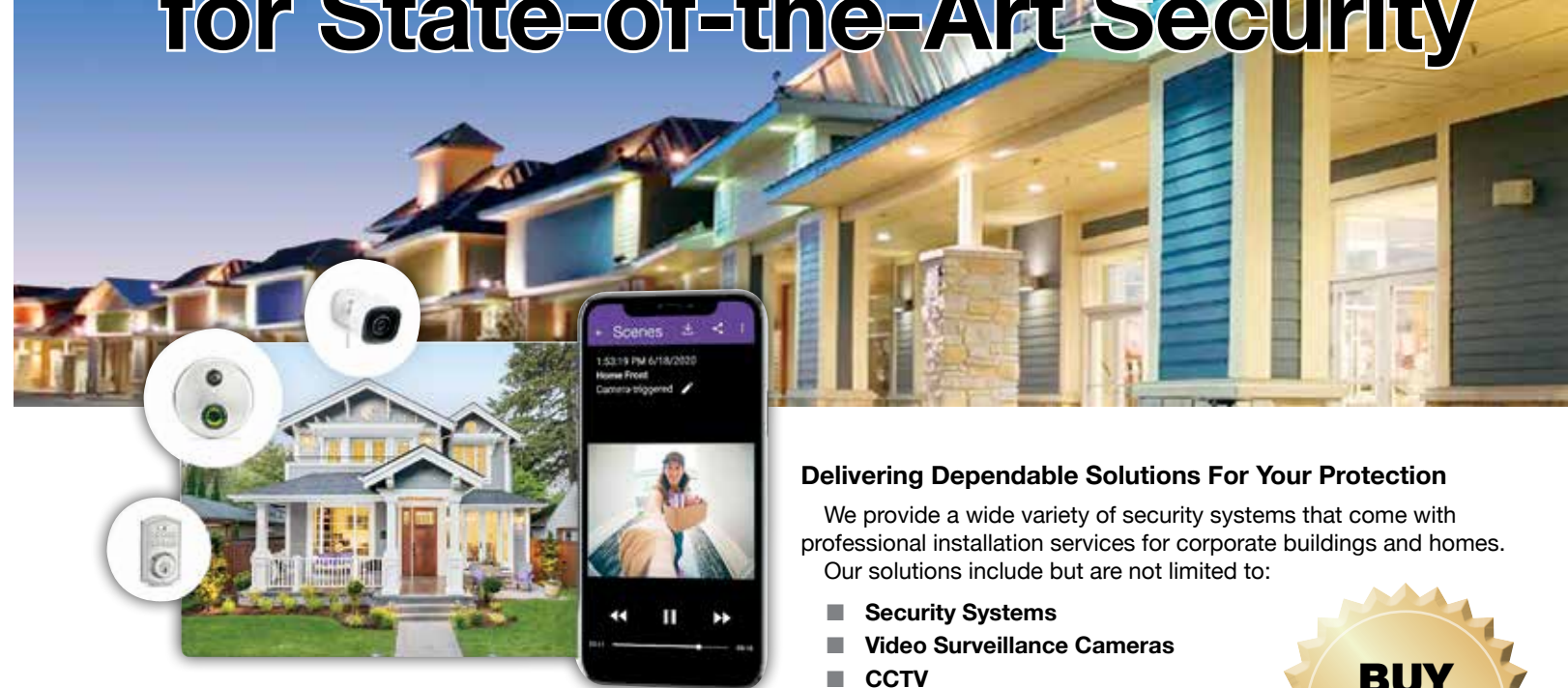


the best security company in Manitoba,” says Kathy. “Other places may treat people like a number, but we don’t. You are our neighbours. We just want people to recognize the need for an alarm system that will service you properly, add to your peace of mind and enhance your quality of life. We are the only security company in town available 7 days a week.”

The Woodstock’s are also very involved in the community & care of the environment:

Don says, “I am a community minded individual. It is no accident that we are involved in as many things as possible. We’ve hosted a free football clinic for years, we were in the Santa Claus parade and we are also involved with the Winnipeg Humane Society because of our beloved dog, Scouty who passed away. When someone enquires about an alarm system and uses the code word ‘Scouty’, we give a \$50 donation to the Winnipeg Humane Society. We are also very environmentally conscious – locally promoted in 2009/2010 with Sobeys’ to eliminate plastic bags – yes it started right here in Winnipeg. I initiated the blue box recycling program & lobbied to get rid of those ugly, disgusting metal huge bins in back lanes, all that is commonplace today. We just purchased an all-electric car. We both trust in God, like to connect with people whether it involves business or not and to help our communities to thrive.”

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- Changing old wired to wireless security systems
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4.98 Stars on Google

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**PHONE 204-880-1564**





UPCOMING EVENTS

canada *life* centre™

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Dierks Bentley	Thursday, January 13
The Glorious Sons	Thursday, February 10
The Offspring with guests, Simple Plan	Monday, February 14
Celine Dion	Monday, March 14
Jeff Dunham	Saturday, March 26
James Taylor with guest, Jackson Browne	Thursday, May 5
Rage Against the Machine w/ Run the Jewels	Wednesday, May 11
Toby Keith	Friday, July 22

**BURTON CUMMINGS THEATRE**

BURTONCUMMINGSTHEATRE.CA

JP Hoe Hoe Hoe Holiday Show	Saturday, December 11
Fred Penner	Sunday, December 12
July Talk	Tuesday, December 14
Cat & Nat	Wednesday, December 15
Amero Little Christmas	Saturday, December 18
The Trews	Friday, January 28
Shaun Majumder	Friday, February 4
Billy Talent	Monday, February 7 & Tuesday, February 8
Friends! The Musical Parody	Thursday, February 17
Shinedown	Friday, February 18
The Beaches	Saturday, February 19
Blackie and the Rodeo Kings	Sunday, February 20
Jesse Cook	Saturday, March 5
Chelsea Handler	Thursday, March 10 & Friday, March 11
Bianca Del Rio	Tuesday, March 15
Chet Faker	Friday, March 18
Bruce Dickinson	Sunday, March 20
Blackberry Smoke	Monday, April 4
Herb Alpert & Lani Hall	Friday, April 15
Home Free	Tuesday, April 26
Passenger	Thursday, April 28
George Thorogood & The Destroyers	Tuesday, May 10
Donovan Woods	Thursday, May 12

Group discounts may be available! Visit [tnse.com/offers](https://tnse.com/offers), email [groups@tnse.com](mailto:groups@tnse.com) or call 204.987.7825 for more information.

**TICKETS AT TICKETMASTER.CA**

Entry may be subject to any COVID-19-related rules and restrictions in place at the time of the event, including but not limited to, proof of fully vaccinated status being required for entry.

FAIRMONT WINNIPEG

*Fairmont*  
WINNIPEG

50 YEARS *of*  
GRANDEST  
EXPERIENCES







Oxford Boardroom.

## Fairmont Winnipeg celebrates 50 years of turning moments into memories

Part of a tradition that spans over 125 years - a tradition of delivering exceptional, personalized service at some of the most unique hotels around the globe, Fairmont hotels have always been the venue of choice for life's most significant milestones, and have played a cherished role in their communities' collective memory.

**“The bricks and mortar of the building remain the same but it's the team at the Fairmont Winnipeg that make the difference and keep our guests coming back time and time again.”**

*Eric Schon, Conference Services Manager*

At Fairmont Winnipeg, they recognize that it is their people that make them so unique. Located right in the heart of the city, at the crossroads of Canada – the iconic corner of Portage and Main, Fairmont Winnipeg has served as the place of occasion in Winnipeg for over half a century. Countless celebrities, royalty, politicians, and artists have made Fairmont Winnipeg their “home away from home”, and while famous visitors and lavish parties may garner the most attention, equally meaningful to Fairmont are the personal, every day travel experiences that are unique and significant to

each guest. Be it an exhilarating strategic planning session in one of their meeting rooms, an engaging Chamber Lunch in the ballroom, a relaxing dip in their 21st story salt water pool complete with breath taking views of the The Forks and the Canadian Museum of Human Rights, a Backdoor Burger, a deliciously curated classic cocktail in the VG Lounge, or a self-guided bike tour on one of their BMW bicycles around the famed Exchange District, Fairmont

Winnipeg offers more than a luxurious room, a grand lobby, or world-class dining. Fairmont offers a chance to forge genuine connections, and create lasting memories.

Originally the Winnipeg Inn, the hotel has had some name changes over the years - some remember it as the Winnipeg Inn, or as The Westin, and some still refer to it as The Lombard, but today, the hotel at Canada's crossroads is the Fairmont Winnipeg. The hotel was designed in 1968 by Smith Carter Searle, in association with Skidmore Owings & Merrill for a prominent Winnipeg family. With close ties to the community through their grain business, the family wanted to continue their contribution to Winnipeg by building a modern and efficient business hotel on Winnipeg's most desirable corner. With Winnipeg serving



Celebrating 15 team members who have a combined 430 years of dedicated service at Fairmont Winnipeg.



Richard Duncan, Executive Sous Chef.

**“When I booked the hotel, they had a spot for special instructions, so I wrote down “Pre-made pillow fort, and a vanilla Coke.” They provided me with [the] materials [to build a pillow fort], they gave me some snacks, and a special note from Kareen. You might just say that I was happy.”**

*Gord Relph, Guest*

as both a regional and national center for business, the timing was right to introduce a modern hotel equipped to welcome the business traveler. They opened their doors and welcomed their first guest in 1970.

On hand to welcome that first guest was Jim Woo, a name synonymous with the Fairmont Winnipeg, a living legend in the industry. He was one of the first colleagues hired in 1970 to help get the business ready to open - that included hauling furniture up flights of stairs and ironing bedding, and though he told a friend “I’ll be [there] for six months, maybe a year, two years at most”, Jim retired in 2016 after 45 years of illustrious service. Jim's innate ability to remember his guests names and to treat everyone who entered through the front doors as

cherished friends left lasting impressions and built genuine connections that made everyone feel like a cherished member of the extended Fairmont Family – a legacy that his colleagues carry on to this day.

“I always say that with Fairmont, the team itself is the strongest asset, but our family in Winnipeg brings it to another level. It's truly magical,” said Jacco van Teeffelen, the hotel's General Manager. “We just had a retirement celebration for 13 of our colleagues, who, combined, represented 405 years of service – 405 years! The passion for service is something that lives and breathes at Fairmont Winnipeg. It's a culture that we at Fairmont truly understand. We love what we do and it shows. We don't want to just sell you a hotel room or a meal, we want to sell you an unforgettable experience. Our team prides themselves on their personalized service, we truly value each and every guest who comes through our front doors and we want to ensure that every request is met with enthusiasm and that no detail is overlooked. We want their experiences to be unforgettable.” “When people come to the Fairmont, they expect an amazing experience, and we deliver,” says Executive Sous Chef, Richard Duncan. “How we do things can change someone's day and I find that exhilarating.” That

**“At Fairmont Winnipeg we always love to share some of our classic dishes for people who hold special connections with our past menus - things like table side caesar salad, or the chocolate covered cherries. It's always good to know where you came from with food as well as where you're going.”**

*Richard Duncan, Executive Sous Chef*

means if a guest requests a pillow fort and a vanilla Coke, the team at the Fairmont Winnipeg will do what they can to fulfil that request, as Kareen Chambers did back in 2012. Along with ten pillows, extra robe ties, sheets, and special instructions on how to construct a pillow fort, Chambers also provided coupons for house-made vanilla Coke by the hotel chefs and special tray of survival treats. “I love my job and I'm passionate about making our guest's stay as memorable as possible, for me, this was just another regular day at the Fairmont” Kareen said at the time. As a Reservations Agent at the Fairmont Winnipeg, Kareen is the first point of contact for guests, and she is constantly looking for opportunities to leave warm and lasting memories of the hotel and city. van Teeffelen says, “She is an expert at adding small, thoughtful touches that exceed expectations, and also excels at the grand gestures that leave our guests wondering what else Winnipeg might have to offer.”

“We have been turning moments into memories for the last 50 years at the corner of Portage and Main, and though our origi-



Backdoor Burger.





Gala dinner set up.



Jacco van Teeffelen, Hotel General Manager.



Santa is checking back in.



We're bringing back High Tea.

we see almost 200 people every Thursday for lunch at our backdoor, and we've really

OUR COMMUNITY INVOLVEMENT

- Canadian Cancer Society Relay for Life
- Main Street Project
- United Way
- Dream Factory
- Soup Sisters
- Broth Brothers
- Willow Place
- Heart & Stroke Big Bike
- Hospitality for the Homeless
- Winnipeg Humane Society Paws in Motion

“While the past 50 years have forever defined our role in the city as the place to stay, socialize, and meet, our future is even more exciting,

Jacco van Teeffelen, General Manager

for everyone. Enjoying an event at the hotel? Why not “Take the Elevator Home”? Need a night away to reconnect Why not “Kiss and Wake-Up”? Don't want to leave Fido at home? Try their “HosPETality Staycation” - yes...Fairmont is a pet friendly hotel! Girls' night long overdue? Take an “Urban Escape”. Looking for something fun to do with the littles? Why not book a “Family FUN-cation” – it comes complete with a build your own Caesar Cart for you and a build your own sundae bar for the kiddos. No matter the reason, let Fairmont Winnipeg give you a night to remember.

When restrictions were lifted in Winnipeg, there was no happier team than the Culinary and Outlet Teams at the Fairmont. Fairmont Winnipeg continues to welcome guests to their VG Lounge - a place where deals are struck and history made – over a perfectly crafted cocktail and a locally authentic dish. Having just wrapped up their 7th season of their famed Backdoor Burger program, a collaboration of their team as a fun way to connect with the local downtown business crowd looking for a grab-and-go lunch, they are excited to see what the future holds. “During burger season,

welcome guests, not only for staycations, but they are thrilled to once again be able to welcome their regular business clientele now that the travel restrictions have lifted and offices in the downtown are starting to reopen. The VG Lounge has an audible buzz in the evening as guests are able to once again gather over a drink and a meal, and the banquet floor has come alive again with the return of meetings and events.

With some of the largest and most flexible function space of any downtown Winnipeg venue, at Fairmont Winnipeg, you will discover just how memorable an event can be. Offering 12 meeting rooms and over 19,000 square feet of stylish function space, Fairmont Winnipeg is an award-winning venue. Refined design, inviting foyers and sparkling chandeliers set the tone for magnificent social events. The hotel offers a dedicated team of catering and conference service managers with over 60 years of combined experience. With elegant ballrooms that can host up to 650 guests, the options for your event are endless.

To complement the meeting space, the hotel offers 340 elegant guest rooms and suites, with superb amenities and fabulous views. Guests who choose to stay on Fairmont Gold welcome the additional services, which include private check in, private lounge, executive boardroom, complimentary deluxe continental breakfast, cocktail hour canapés and a dedicated concierge team. The Countess of Dufferin and Royal Alexandra Suites await those who appreciate the ultimate in luxury, with beds fit for rock and British royalty alike. Fairmont Winnipeg is pleased to offer guests with many stay options, with something tailored

“I have worked at Fairmont Winnipeg for 32 years now, and I always look forward to greeting guests on their return visits. We have 340 rooms in the hotel and before covid we were often close to a full house. I have missed that so it is so great to see some of our regulars returning,

Inga Lasko, Housekeeping Attendant

nal anniversary celebrations were delayed due to the pandemic, we are excited to once again be welcoming our beloved guests to experience all that we have to offer,” said van Teeffelen. “From the many meetings, conferences, anniversaries, engagements, weddings, bar and bat mitzvahs, graduations, staycations, business trips, our hotel has welcomed our guests to celebrate their most cherished moments and occasions with us, and it is such a delight to be celebrating those moments once again. We love that our guests entrust us to be a part of their stories, and we look forward to this next chapter.”

The travel and tourism industry was been hit very hard as a result of the pandemic. Many of the Fairmonts beloved services and offerings were suspended as a result, but van Teeffelen says “We are in recovery from the pandemic right now and I'm excited to be part of that.” The entire Fairmont Team is excited to once again

HAPPILY EVER AFTER WITH FAIRMONT

Fairmont Winnipeg has had the immense privilege of being part of so many wonderful love stories - from first dates in the VG Lounge to romantic engagements and anniversary dinners in the VG Restaurant, to lavish ceremonies and extravagant receptions in our ballrooms, love is all around.

When Gord McNabb started working as a busboy back in 1972, little did he know that he would be getting more than some experience and a paycheque. By 1978, Gord had worked his way up - both literally, and figuratively as a bartender at the then Top of the Inn Piano Bar, where he became smitten with one of the bars servers, Marlene. Well, 43 years, 4 children, and too many grandchildren to count later, Gord retired on his 65th birthday earlier this year from his position as Director of Finance and Business Support, a position he had held for the past 24 years. As Marlene said, “Gord and I both enjoyed our time working there and hold so many wonderful memories. We still get together with some of the staff 40 years later, it truly is like our second home and second family.”

50th ANNIVERSARY CELEBRATION SEPTEMBER 1, 2021 – AUGUST 31, 2022

To commemorate the past 50 years, the hotel will launch the **50 Years of Treasured Moments Social Media Contest**. This 12-month social media campaign will allow guests to share their favourite Fairmont Winnipeg moments with the hashtag

**#Celebrate50FairmontWinnipeg** on Instagram and Facebook. A monthly winner will be chosen to win one-night stay in a Fairmont Signature Room with breakfast for two.

- “50th Anniversary Celebration” Package  
October 1 – December 31, 2021, for stays through June 30, 2022
- “Winnie's Weekend High Tea” & “Nutcracker Weekend High Tea”  
at Velvet Glove Restaurant  
November 20th – December 11th, 2021
- Christmas Tree Lighting  
November 26 – December 29, 2021
- Santa Lounge  
December 11 & 12 and 18 & 19, 2021

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## TOP 10 CONSIDERATIONS BEFORE TRAVELING ABROAD

WINNIPEG, MB, CAA Manitoba (CAA MB) has compiled a list of ten things that Manitobans should be aware of if they are considering travelling abroad.

**1 Confirm the COVID-19 situation at destination prior to booking.** Understand the risk level associated with travel to a particular destination by checking the Government of Canada Travel Advice and Advisories website. While the Global Affairs Canada Level 3 Travel Advisory to avoid all non-essential travel has been lifted, individual travel advisories do remain on a country-by-country basis. It is important that Canadians understand the ongoing uncertainty associated with international travel, whether that be related to the continued community transmission of COVID-19, or state of health care systems in destinations hit hard by the pandemic.

**2 Understand the type, timing, cost and accessibility of required COVID testing.** Every country has different requirements when it comes to the COVID tests that are needed prior to travel, and every country has different testing capacities once you are there. There are also requirements in order to return to Canada. Make sure you understand the difference between molecular PCR and rapid antigen tests, in what time period tests must be taken, the associated costs and locations where these tests are available.

**3 Confirm change and cancellation flexibility with your travel service provider** Many airlines and hotels have been providing more flexibility when it comes to refunds and changes to bookings. Make sure you understand any key dates related to cancellation and changes and whether you are entitled to a refund or a future travel voucher or credit at the time of booking.

**4 Buy travel insurance and understand what is covered.** Make sure you have \$5 million in coverage for emergency medical situations and that illness related to COVID-19 is included. Understand your entitlements for things like denied boarding in the event of a positive test and coverage related to isolation expenses.

**5 Prepare required travel documentation and the format it must be presented in, for both Canada and your destination.** Canadians returning home should have all required documentation loaded onto the ArriveCAN App or website. Each destination has varying requirements, so make sure you fully understand what information you need to have ready and in what format. Make sure you also take into consideration connections and any requirements in the connecting destination due to lay over or delays.

**6 Take note of local public health rules prior to departure.** Many destinations have measures in place such as curfews and quarantine requirements. You should also understand what the regulations are if you happen to test positive for COVID-19 in the country you are visiting.

**7 Be aware of changes between booking and departure.** Make sure you reconfirm all the details that were researched prior to booking, to ensure they are still accurate prior to departure. What was true when a trip was booked may not be the case by the time you are ready to travel.

**8 Double check all research with the appropriate embassy or consulate.** Travel at this time is complex and many factors can change quickly, so ensuring you have the most up to date and accurate information is essential.

**9 Plan for extra time.** From disembarkment and customs to retrieving luggage and exiting the airport, most things on the travel journey are taking longer than during pre-COVID travel times. Also note the check-in and baggage drop off deadline for your flight as it may require you to arrive earlier than anticipated.

**10 Stay connected.** Fully unplugging while travelling is likely a thing of the past. It is important to have access to trusted, up-to-date information while travelling so you can monitor changing conditions and requirements and adapt accordingly. Bookmark the Global Affairs Canada website prior to departure and check it regularly while abroad. It is also a good idea to sign up for Registration of Canadians Abroad and stay in touch with a family or friend that has knowledge of your travel plans.

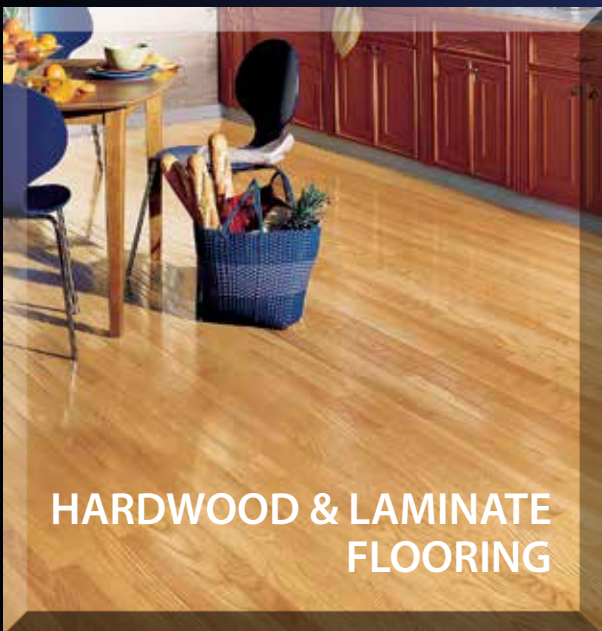
SOURCE: CAA Manitoba







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## Around Manitoba

### Siloam Mission announces new CEO, improved indigenous relations

WINNIPEG, MB – Siloam Mission is announcing a new CEO, along with new commitments to improve Indigenous relations following community consultations this year.

The new CEO, Tessa Blaikie Whitecloud, will begin work with the organization on November 15th. She comes to Siloam Mission from IJustCity, a charity that supports community drop-ins and programs for underserved communities in Winnipeg's core neighbourhoods founded by the Anglican and United Churches.

Whitecloud says she is looking forward to joining the team at Siloam Mission as the organization begins a new chapter.

"I am truly excited to be coming on board at Siloam and to begin doing this important work. It is a place where I can bring my full depth of experience with social justice and leadership, and know that I am doing God's work every



Tessa Blaikie Whitecloud

day," she says. "God's love is a foundation from which I understand my own worthiness and lovability, and apply that, as He does, to all I encounter."

As Siloam Mission prepares for Whitecloud's arrival, it is also announcing new commitments stemming from consultations with the Indigenous community and its own staff and clients.

SOURCE: Siloam Mission

### RRC Polytech embraces bold new identity and plan to support innovation, recovery and growth

The province's largest college unveiled a bold new strategic direction and embraced its identity as Manitoba's polytechnic — by bringing that word into its name, as Red River College Polytechnic, or RRC Polytech.

In order to continue growing into the post-secondary institution that Manitoba needs today, and into the future, RRC Polytech is re-defining itself. This evolution will enable RRC Polytech to continue to modernize apprenticeship training and expand in areas that are hallmarks of a polytechnic education, including applied research and work-integrated learning, allowing students to seamlessly transition from the classroom to their careers.

The term polytechnic is used around the world to identify institutions that focus on strategic workforce development and applied research, and offer a variety of credentials, from micro-credentials to bachelor's degrees. The polytechnic model enables RRC Polytech to build on its strong foundation as a post-secondary institution and grow and expand its current offerings.

For students, a polytechnic education means more choices, flexible options and opportunities to gain highly sought-after skills — at the start of their career, or anywhere along the way.

For employers and industry partners, it means a pipeline to top Manitoba talent and a direct hand in developing a workforce that meets their current and future needs. It also means expanding partnerships and applied research collaborations to help position employers at the forefront of innovation and growth.

SOURCE: RRC Polytech



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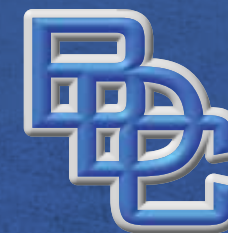
Contact:

Glenda Gascoigne  
Coordinator, Philanthropy  
[glenda.gascoigne@cnib.ca](mailto:glenda.gascoigne@cnib.ca)  
Phone: 204-789-0947



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# Bree-Dan Construction approaches 15<sup>th</sup> anniversary

By Colleen Swift

**B**ree-Dan Construction Ltd. will be celebrating 15 years in business this June; however, the company's origins go back 37 years. Owner Kevin Burton says he was just 18 when he started out as a general labourer pushing a broom.







ABOUT KEVIN BURTON

“I grew up in the country on a hobby farm about 10 miles north of Argyle, Manitoba. I went to Argyle School where there were only 3 teachers for 8 grades. There were 20 or so of us in one class-room, with different grades set up in different rows. Then from grade 9 until graduation we were bussed to Stonewall Collegiate. After graduating, I returned to my summer job working full time in a book bindery. After a year and a half, it was time to move on. I then started working in construction pushing a broom for a unionized company from Toronto, who was renovating clothing stores inside the Polo Park Mall, as the Mall received its massive second floor expansion. Within 2 weeks I was signed up with Apprenticeship Manitoba working as a first level carpenter apprentice. I already had some experience working with my father building our house and barns, so using saws and other hand tools was already familiar to me. Here I am today, about to celebrate 15 years running my own construction company.”



I had worked with a couple companies over the past few years where there was a lot of out-of-town projects, with no end in sight. It was one of those decisions you just have to make, either keep going out of town all the time, or change it up; I decided to change it up.

- Kevin Burton, Owner



Left to Right: Paul Summerton, Mike Amy, Brandan Burton, Tracey Burton, Matt Lischynski, Chase Summerton, Trevor Phelps, Emma Farmer, Bree Amy, Kevin Burton

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Bree-Dan regular Safety Meeting on site at the PBX project.

COMPANY HISTORY

After becoming a Journeyman Carpenter, then Site Superintendent and Project Manager, Burton worked for a few companies over the next 22 years before deciding to go into business for himself.

“I had worked with a couple companies over the past few years where there was a lot of out-of-town projects, with no end in site. It was one of those decisions you just have to make, either keep going out of town all the time, or change it up; I decided to change it up. I was confident with my con-

struction management experience after running so many projects for other large companies, that I decided there was no reason why I shouldn’t start up my own company all while working on projects staying close to home. We came up with the name Bree-Dan Construction after several failed

attempts trying to register a company name utilizing my last name Burton, so we used a combination utilizing the forward part of my daughter’s name (Breanne) and the back part of my son’s name (Brandan). I started the business working out of an office in my home at first and soon had a few hard working and driven employees who helped lead our business to a successful start, which allowed us to move into a larger office space. Over time and several more completed projects, we were able to acquire more equipment, vehicles, and tools, eventually leading us to leasing a new larger office with shop and secured yard space. We have continued to expand over time taking over another adjacent tenant space adding more office and shop space for our operations.

STAFF

“Bree-Dan Construction Ltd. presently has 11 staff, consisting of Journeyman Carpenter Superintendents in the field, along with a Site Safety Officer. Our office staff consists of Estimators, Project Managers, and Administration.” Burton says his staff are very much like family to him adding several have been with Bree-Dan



Some Bree-Dan staff enjoying a relaxing afternoon off for a round of Golf at Bridges, attending the Curtis Carpets Annual tournament.

Construction for many years now. This of course includes his son who is now a Superintendent in the company and his daughter who is the Manager of Accounting. “Having the right staff in place ensures our business maintains a great overall company culture and provides the road to steady growth.”

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PROJECTS

Bree-Dan's scope of work includes institutional, commercial, and industrial projects. "Many of the projects I have worked on during my career have been in the trucking industry."

Burton says, "While I've personally experienced a couple of decades working with the trucking industry, Bree-Dan Construction has also constructed several projects in the Trucking Industry over the past 14+ years for clients such as Paul's Hauling Ltd, Westcan Bulk Transport, Gardewine, Renaissance Transport, Ocean Trailers, Manitoba Trucking Association, Peterbilt, and most recently PBX Truck Service."



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Hangar Building located within the Brandon Municipal Airport property. Beautiful summer day for ongoing construction.

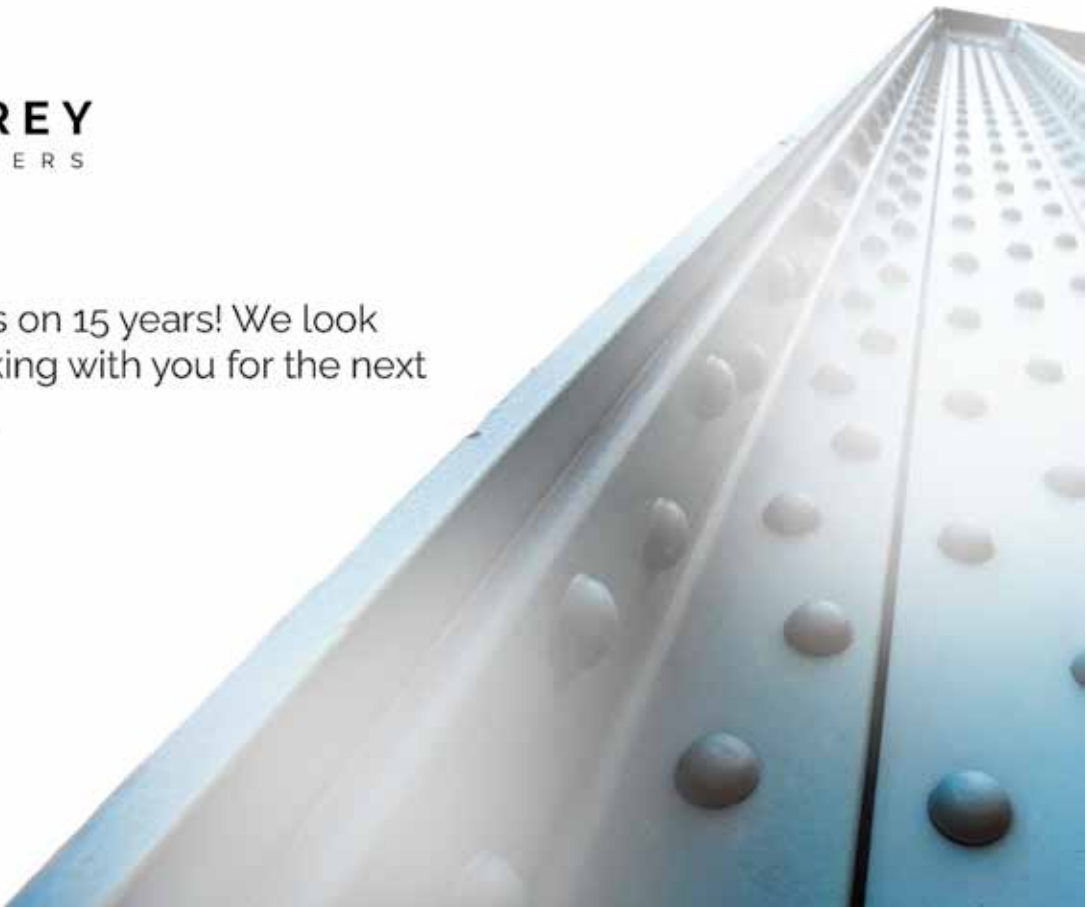
“We very recently completed a project for PBX Truck Service in Blumenort, MB. We were recommended to PBX by another client due to projects we completed in Winnipeg. We presented our portfolio along with our own project ideas, which I’m happy to say were accepted. We designed it, built it, and ended with handing them the keys. This project was a design-build consisting

of a 13,370s.f. addition for a new 2-story Office space along with a Parts Warehouse area, and another 15,200s.f. addition for 7 new Service & Repair Bays for trucks, trailers, and equipment. The office area was designed with an atrium area between the main and second floors allowing lots of natural lighting through the two-story glazed storefront. This also enabled people

to communicate with each other from different levels of the building throughout the showroom and second floor areas. We were honoured and proud to have completed this project alongside PBX Group and look forward to our next project together which we are happy to say is already in its design phase with our consulting team.”

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Other Feature Projects by Bree-Dan Construction over the years include:

- **University of Manitoba** – Over (60) Renovation Projects completed.
- **Manitoba Trucking Association** – Addition and Renovations Project
- **Renaissance Transport Ltd.** – New Office Building - Design Build Project
- **G. Brown 7500s.f. Aircraft Hangar** – Design-Build Project
- **Great Canadian Travel Company** – Convert Shop/ Warehouse to New Offices
- **Pan-Am Rehabilitation Services** – Clinic Renovations
- **Peterbilt** - Washroom Renovations, Office Renovations, Wah-Bay Renovation
- **QuadReal Property Management** – Multiple Renovations
- **City of Winnipeg** – Weston Memorial CC Interior Renovations, Interior Renovations to (4) Fire Stations, Northwood CC Renovations, Fort Rouge Leisure Centre Renovations
- **Defence Construction Canada** – Multiple Renovation Projects
- **Manitoba Centennial Centre** – Interior Renovations
- **Lord Selkirk School Division** - Science Labs/ Classroom Renovations
- **Winnipeg School Division #1**, Clinical Services Office Renovations, Prince Charles School Reno's, Luxton School Elevator Addition & Interior Renovations, Niji Mahkwa School Reno's, Earl Grey School Reno's
- **Louis Riel School Division** – College Beliveau Science Lab Reno's and Victor Mager School Structural Upgrades & New Roofing
- **Reh-Fit Centre** – New Fieldhouse Lighting, New Mezz Washrooms, Testing Lab Renovations
- **PHL Project** – Multiple Renovations and Additions (Winnipeg and Brandon)
- **Westcan Bulk Transport** – Multiple Projects - Calgary Office Renovations, Edmonton Office Renovations, Moosejaw Shop Renovations, and more.
- **Gardewine** – Multiple Projects – Several Winnipeg Office & Terminal Renovations, Dauphin Terminal, Thompson Terminal, Regina Terminal, and more.
- **Park Manor Personal Care Home** – Window Replacement Project
- **Harstone House** – 3800s.f. Rebuild Project
- **MB Housing** – Selkirk Daycare, Edgeland Daycare, & Stadacona Daycare
- **Winnipeg Prosthetics & Orthotics** – Multiple Office Renovation Projects.



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New Addition and Renovations Project completed for Manitoba Trucking Association at 25 Bunting Street, Winnipeg.

**SAFETY STANDARDS**

Bree-Dan Construction is a COR certified company which comes with a rigorous regime to uphold a comprehensive health and safety program. The Certificate of Recognition (COR®) Program is the ultimate accreditation to verify companies that have implemented a comprehensive health and safety program through the Construction Safety Association of Manitoba (CSAM)

“We are a COR certified company,” says Burton. – “We started our certification program in 2011. The program takes a full year of implementing, training, and documenting all aspects of the safety program, then

you go through the audit process to become certified. There is a lot to learn as well as a lot of work and expense involved, but we became fully COR Certified in 2012. Today most of our clients require their project GC’s to be a COR Certified company. I don’t think there is anything better than COR certification; it has impacted all of us in a positive way including the way we do things at home. Everything has become safer and made us more safety conscious.”

**PANDEMIC EFFECTS**

Bree-Dan like many other businesses has felt the impact of the Covid-19 pandemic.

Burton says, “We noticed a lot of differences since covid hit, as a lot of projects were put on hold at first. Most projects that were already in the works went forward but some new construction projects which were ready for proposals were put on-hold. We saw the numbers of permits rise for residential projects while commercial project permits went down. We ended up bidding on what was available like government funded projects for schools, rather than privately funded projects. Due to the commercial slow down there were more companies now competing for the same publicly tendered projects. We were initially worried about the construction industry being temporarily shut down like some other businesses due to this pandemic. Fortunately, we were able to secure a couple of projects relating to healthcare as well as another in the transportation industry, which we understood would not be shut down because they were both considered essential services, and transportation is one industry which helps keep the economy running.”

“We started designs on the PBX Project in 2019 and began breaking ground in April 2020 just after the pandemic shut-downs started. It could have been derailed and put on hold like other projects, but given it was



Gardewine, Thompson. New Office Addition, New Cross-Dock Addition, New Truck Storage and Wash-Bay Building, and Renovations to Warehouse Building.

related to the Transportation Industry we had to believe we would not be shut down. PBX Truck Service completes repairs, sells truck parts, and services these trucks which help to keep the Goods moving down the roads. We had several meetings to discuss whether the project should start in April as scheduled, and fortunately it was agreed to move forward. Good thing they did because the project material costs were normal at that time, but as we all know began to significantly increase soon after. There were however many delays such as waiting for our consultants and engineers as they worked to set up their remote offices in their homes, and of course the many materials and equipment delivery delays as we have all experienced. We ended up a few weeks behind on account of these delays, which also pushed the project to go into the winter months while we were still preparing to close in the structures, causing added expenses to provide heating and hoarding to our project.”

“We kept track of all of our staff to monitor no one was ill, as well as kept a daily tracking logbook on each project identifying where all workers were each day and who they had been in contact with on site in case anyone had become sick. At first the covid testing was taking a lot longer than it

does today, and the workers who showed symptoms and received testing had to isolate at home, which also cause some manpower delays. But these things are out of our control, and although it does influence each project, we have to make the adjustments needed to keep moving forward and just hope it is over sooner then later.”

**CORE VALUES**

Burton’s values for his company are simple: “We strive to achieve the quality and satisfaction our clients expect while building a solid relationship of trust and transparency. It’s what keeps clients coming

back, as well as recommending our business to others. We believe a strong relationship with our clients is pivotal in the groundwork for success on any project. Our accomplishments also come from working with an exceptional dedicated team of construction experts and professionals, and a network of the finest Consultants and Subcontractors. One of the key elements is our ability to provide quality workmanship while ensuring projects are completed on time and on budget – exceeding clients’ expectations. No job is too big or small, as we treat each project with the same meticulous attention to detail.”



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## WORLD TRADE CENTRE WINNIPEG



## Bolstering cross-border connections

**T**he days might be getting shorter, but things are looking brighter with the reopening of the Canada-U.S. border.

This reopening is particularly important to our business community, which can look forward to great opportunities ahead — both within Canada and south of the border.

World Trade Centre Winnipeg benefits from being part of a global network of more than 300 World Trade Centers, which boosts our ability to foster cross-border connections.

As such, I enjoyed the chance to share a recent chat with Karen Gerwitz, president and CEO of World Trade Center Denver. I reached out to congratulate Karen for her recent election to the board for the international World Trade Center Association. I've also been a board member since 2015, currently serving as vice-chair, so I'm thrilled to have Karen join me to represent North America.

About five years ago, Karen accepted my invitation to speak at a conference in Winnipeg, and she mentioned how that visit continues to resonate with her.

In particular, Karen was impressed with CentrePort Canada, North America's largest trimodal inland port located in Manitoba, the heart of our continent.

In fact, Karen felt so impacted by CentrePort that she's encouraging her local community to adopt a comparable idea.

"I had the opportunity to tour your inland port and that has sparked a similar initiative here," she told me by phone from Denver.

"I'm trying to put stakeholders together to consider an inland port to make us more of a global commerce hub, similar to what you've done in Winnipeg. I'm really grateful to Diane Grey, president and CEO of CentrePort Canada, for all her support."

Karen also noted that she's hearing a lot of enthusiasm about the border reopening.

"The great thing about the Canada-U.S. relationship is that no matter what our shared challenges may have been, we always come together in times of crisis," she told me.

"We continue to support one another as friends, partners and allies."

As an example, Karen pointed to NORAD, or North American Aerospace Defense Command, headquartered in her home state of Colorado.

"We've had a joint Canadian and American command securing our borders," she said.

"We also have billions of dollars per day going across our borders in transactions. All of that boosts our economy and jobs. In the U.S., we have about one in five jobs created due to trade, so it's very critical to have trade free-flowing and to allow tourism and immigration to flow between both countries."

I completely agree with Karen, and I know many of our businesses are welcoming back our American neighbours with open arms, especially outdoor adventure outlets that were impacted greatly by the border closure.

Perhaps I speak for all of us when I say "Welcome back!" to our American friends. We have missed you!

At the same time, Karen took a moment to reflect on the Canada-United States-Mexico Agreement (CUSMA), which came into force on July 1, 2020. At World Trade Center Denver, they teach a course about the importance of this free trade agreement.

She noted that NAFTA, or the North American Free Trade Agreement, used to be the largest and most prominent in the world. However, China has since engaged with Asia-Pacific nations to form RCEP, or the Regional Comprehensive Economic Partnership, which has now surpassed the size of NAFTA.

"It's so important for us to continue to operate as one unit between North America, Mexico included, because we produce so much together," she added.

She pointed to a few positive changes since CUSMA went into place. First, certificate of origin forms have been eased



**Mariette Mulaire**  
President and CEO  
World Trade Centre Winnipeg

in terms of their restrictions. Second, e-commerce across North America has been enhanced, with a raised limit on how much can be sent without tariffs.

However, Karen drew attention to the sunset clause in this new agreement, which could signal an end in about 15 years. It's important to keep an eye on that clause and continue to advocate for our free-flowing trading block.

As well, it's worth noting Karen's reflections on President Joe Biden's Build Back Better framework. She acknowledged it's an ambitious plan that focuses not only on infrastructure but also on lowering costs for child care, health care, higher education and housing, with tax cuts for families and investments in schools.

"I absolutely feel like this will support women," she confided as one businesswoman to another. "Women are the cornerstone of keeping families afloat and thriving in society."

Perhaps the best part of our conversation was when Karen expressed interest in maintaining ties with World Trade Centre Winnipeg.

"I love partnering with World Trade Centre Winnipeg," she said, which was music to my ears. "I feel like you specialize in some similar trade services that we provide."

Winnipeg and Denver have nurtured a close relationship for a long time, and we share many common realities — everything from our industries to our snowy climate.

After surviving a closed border since March 2020, it feels fantastic to re-establish our connection with our friends to the south.



**WORLD TRADE CENTRE  
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# 2021 takes MLS® market activity to a higher level

With new records being set this year, including the most annual MLS® sales at 16,411 - an 18.3% increase over the same period in 2020, and a 2% rise over the 16,033 sales transacted by the end of 2020 - you cannot overlook how exceptional October 2021 performed.

Owing to the rise in the conversion of listings entered on the MLS® to sales of 78% compared to 65% in 2020 and 52% in 2019 for the first 10 months, October 2021's even higher conversion rate of 85% propelled sales to 1,508, only 5% down from October 2020 and a 25% increase over the previous 5 years October average.

Another record surpassed was October's dollar volume of \$523.7 million, up 4% from October's first \$500 million month in 2020. Besides the outstanding October sales which made it possible to exceed one-half billion in sales activity, a contributing factor was fourteen sales over \$1 million dollars. Three of them were above \$2 million with two being commercial and one a spectacular home. A farm also sold for just under \$2 million.

New listings entered on the market in October were only seven listings behind October 2020, so an encouraging sign that more property owners are listing their home on the market and taking advantage of the continuing brisk demand carrying into the fourth quarter of 2021.

"October's strength in listing and sales activity demonstrates success is not seasonally-based," said 2021 Winnipeg Regional Real Estate Board president Kourosh Doustshenas. "The fourth quarter numbers are indicative of a year where consistency of purpose to buy property has not let up for most MLS® properties."

For instance, both year-to-date and October average days to sell for a single-family home are almost identical at just under 3 weeks. Another metric for single-family homes that shows a striking similarity between October

and year-to-date is what is called total sales dollar volume in relation to total listing dollar volume. They are 102.9% and 103.6% respectively. This indicates that all sales on average achieved around a 3% gain above the final asking price for a home.

Another property type which has led the way this year in exceeding or keeping pace with last year's monthly sales activity is condominiums. October sales of 228 increased 13% over October 2020 and have jumped 45% to 2,241 sales in the first 10 months. With two months to go, this record annual total is already nearly 400 sales ahead the previous best year in 2020 of 1,847 sales.

"Condominiums have clearly established themselves this year as the most desirable and affordable property type option to single-family homes in our regional market," said Doustshenas. "Reports have shown how it is more affordable to own a two-bedroom condominium than rent one."

Other MLS® property types besides single family homes and condominiums have fared extremely well too in comparison to 2020 with year-to-date 10-month percentage increases of 83% for duplexes, 50% for commercial, 46% for vacant land, 44% for townhouses and 21% in respect to single-attached properties.

In respect to the commercial market where most commercial activity is promoted and happens on the Winnipeg Regional Real Estate Board's Commercial Property Information Exchange (CPIX®), commercial REALTOR® Ken Jones says there are currently two sectors of the commercial market that could not be more like polar opposites, namely the industrial market and the downtown office market.

As an agent who focuses on representing tenants, Jones does not typically track the commercial market with the goal of churning out specific stats about the precise vacancy rates of different sectors. He is more focused on what is currently available for his clients and how he can get a deal done and relocate them into their perfect space.

He comments, "Almost all my clients of late have been within the industrial sector and I'm telling you, it's hard to keep up. Solid, well-maintained properties are leasing up so fast it's often impossible to find the right size with the correct ceiling heights and required loading options in the desired areas. I've had situations where I've barely brought a property to the attention of my client



**Kourosh Doustshenas**  
2021 President -  
Winnipeg Regional Real Estate Board

and by the time we set up a tour, I've had to go back and say there's already a conditional offer on the table so if you really want this one, we are going to have to act swiftly. Sometimes, those decisions aren't quick enough."

The downtown office market is another matter altogether, Jones says, "I've been tracking availabilities in the top thirty downtown office buildings for the last few years, and it has been far too easy to update my numbers. There just hasn't been any notable activity at all. Now that some major corporations have elected to give up some of their leased space, there are massive vacancies in some outstanding buildings.

I believe this represents an unprecedented time of opportunity. Companies who can wrap their heads around what the new office environment is going to look like for their own company and are willing to commit, can basically have their pick of spaces and ink some deals that they never would have believed possible a few years ago.

I think we are very close to recognizing the new word of the day in office structure is "Hybrid". People are already coming back to the office, just not all at the same time. Companies are embracing the "hybrid" approach - with staff working a few days at the office and a few days at home. And with that said, they can now shift their focus on what office space is going to accommodate that model the best. It is going to take some time but the downtown office market will survive and thrive once again."

Clearly the pandemic has affected both the residential and commercial real estate markets in different ways in 2021. The MLS® market has reached a higher level for the third year in a row while the commercial market has more headwinds in some sectors as evident from what Jones is observing.

"Whatever property type you are interested in selling, buying or leasing, you are advised to contact a REALTOR® - a real estate expert - to assist you on what would be your best course of action to take," said Marina R. James, CEO of the Winnipeg Regional Real Estate Board.



# EVERY TIME A BELL RINGS



## The Salvation Army Christmas Kettles Provide Help and Hope

By Kristin Marand

Bells ring, a kettle of coins and bills sways from a red hanger, a friendly smile greets and gives thanks for a donation. It's a familiar sight during the holidays at shopping malls, grocery stores, banks and businesses of all kinds. The Salvation Army's Christmas kettle campaign is one of Canada's largest and most recognizable annual charitable events.

It all began in San Francisco in 1891 when Salvation Army Captain, Joseph McFee, wanted to host a Christmas dinner for the poor. He placed a pot at the Oakland Ferry Landing and encouraged the public to "keep the pot boiling".

Christmas kettles made their way to Canada in 1903, starting in Toronto. Today, there are 2,000 Christmas kettles from

Newfoundland to British Columbia. Funds raised through the Christmas kettles provide meals and toys for vulnerable families at the holidays. It is also an opportunity to raise awareness of the wide range of programs and services offered by the largest non-governmental direct provider of social services in Canada.





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Funds raised from kettles supports children's programming.

In 2021, The Prairie Division of The Salvation Army, which serves Saskatchewan, Manitoba and Northwestern Ontario, hopes to raise \$2,000,000 to continue their work. Christmas kettles, staffed by volunteers, will be out from mid-November until

Christmas Eve. There is even a cashless option; donate with the tap of a card at many locations.

The assumption is that donations go towards the housing the homeless and feeding the hungry, but food and shelter are only part of the story: there are so many

other services The Salvation Army offers in their vast network – giving hope and support to vulnerable people while helping meet basic human needs of all kinds and being a transformative influence in the communities they serve.

The Salvation Army began in London, England, in 1865 when minister William Booth, decided to take his message of hope to the streets serving the poor, homeless and the hungry. Booth's philosophy was that there is little point preaching 'salvation' to hungry people, so the concept of 'soup, soap and salvation' became a guiding principle. By 1867 The Salvation Army had developed into an organization offering basic schooling, reading rooms, penny banks, soup kitchens and relief aid. The Salvation Army sprang up in Canada in 1882 brought over by English expatriates and now serves 400 communities across the country.

In Winnipeg, The Salvation Army operates numerous facilities offering services for children, families and individuals including the homeless, adults living with intellectual disabilities, new Canadians, people in the justice system and more.

## Barbara Mitchell Family Resource Centre Living Hope Community Church

The Barbara Mitchell Family Resource Centre is located on Morrow Street just off St. Anne's Road and is also the home of Living Hope Community Church. Funds raised by the Christmas kettle campaign stay local and go right back into the community where it was raised, funding the many programs offered through BMFRC.

Many of the programs run out of the Barbara Mitchell Family Resource Centre cater to new Canadians and include employability training and English conversation groups. They also offer family supports such as nutrition and health information, pre-natal classes, youth drop-ins, kids club and a girl's club, as well as being bi-weekly distribution point for Harvest Manitoba. All these programs are offered at no cost.

"Programs that are geared specifically towards recent immigrants are the English Café and the LEEP (The Life and Employability Enhancement Program) program. People are paired with English speaking partners once a week for two hours; it's like a conversation lab" explains Executive Director Major Bruce MacKenzie.

LEEP is a pre-employment program for newcomer youth from war-affected countries between the ages of 15-30. "LEEP is targeted specifically to refugee youth. Typically, they're coming from war torn countries where they face educational gaps.

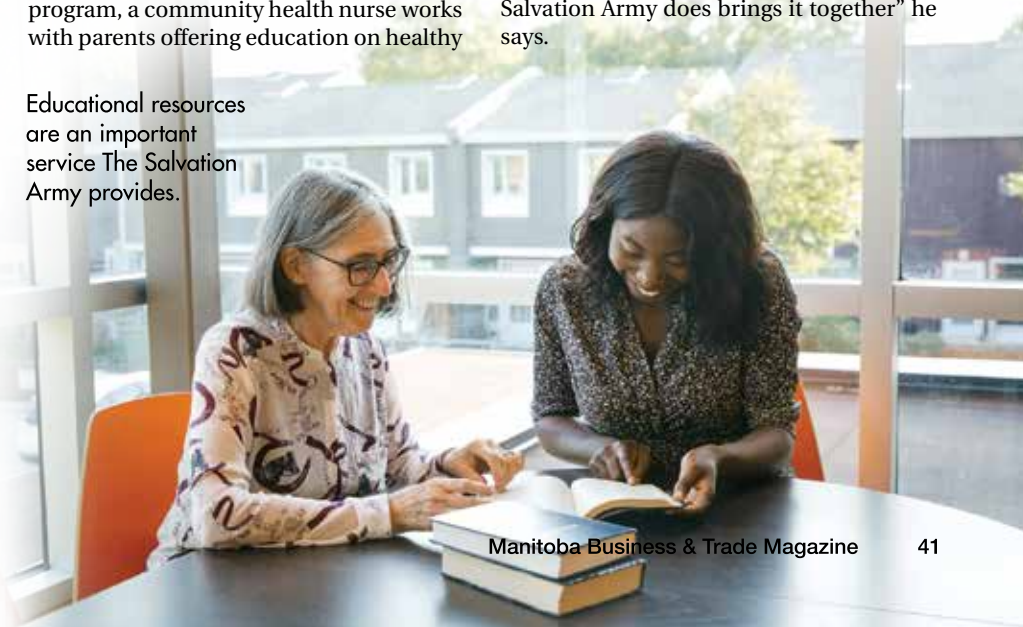
They may have been in a refugee camp and have little education. This program teaches life skills; things we take for granted but they might not have learned" says MacKenzie. He adds that the LEEP program also helps people adjust to life in a new place and deal with the trauma they may have experienced as refugees.

"We serve all ages - our programming starts with the healthy baby program. It's a group activity with social interaction that we've had to move online for now" MacKenzie says. With the Family Foundations program, a community health nurse works with parents offering education on healthy

feeding and introducing new foods. For new or expectant parents, the BMFRC can become a means of support in the absence of family. Older children can take part in youth drop-ins, kids club and girl's club and seniors programs include activities like pickleball and recreational games, tea and friendly conversation.

Major MacKenzie acknowledges that the breadth of services offered by The Salvation Army can be overwhelming. "It all springs from the fact that God loves everyone. We live out the mission that God loves us and we should love our neighbour – that can look like different things, from providing a school lunch to helping an immigrant learn English. That is how all the things the Salvation Army does brings it together" he says.

Educational resources are an important service The Salvation Army provides.





## Centre of Hope

Located at 180 Henry Ave, in the one of the roughest areas of Winnipeg, The Salvation Army Winnipeg Centre of Hope, formerly the Booth Centre, is located amidst abundant reminders of the abject poverty that exists in this city. The Centre of Hope is a shelter offering a variety of services and programs to marginalized, impoverished and homeless persons.

The Centre of Hope offers emergency shelter services, meant for short term stays and in response to extreme weather, as well as transitional housing programs and a family shelter. Residential programming includes providing meals, case management, housing connections and advocacy, support and referrals to community-based resources such as mental health supports. Between January of 2020 and October of 2021, the Centre of Hope facilitated more than 222,000 overnight stays.

"The Sonrise Family Shelter is unique in the province as it's available for any reason that anyone should need shelter – they have their own space to live in a safe place. It's supposed to be for 3 months, but we extend it if needed" explains Executive Director Major Gordon Taylor. The family shelter program consists of 13 apartments available to parents or caregivers with at least one child.

In addition to shelter services, Centre of Hope works with people to provide them with the skills necessary to move out of a shelter and into transitional housing. "We have one program called The Haven which is for men who have had a mental health diagnosis. We help with life skill classes and things to prepare them for going to live independently in the community" says Taylor.

Looking to the future, Taylor is hopeful about the prospect of adding a longer-



Listening to the needs of the community.

term supportive housing model for women in partnership with the City of Winnipeg through the Canadian Mortgage and Housing Corporation's Rapid Housing Initiative. Clients could stay for up to two years and will have programming built in with life skills such as shopping and cooking. "It hasn't opened yet; we're under construction to build the units but still trying to find funding to help it along" Taylor says. The new facility is slated to open in December.

Understanding the complexities of homelessness includes acknowledging that some people don't want to stay in a shelter and instead choose to live in encampments or on the street. These people also need to be checked in on and offered the same basic dignities as those to choose to use shelter services. "One of the challenges we found last winter was that people were afraid to come into congregate living situations" Taylor explains.

To address this need as well as provide emergency services during times of extreme weather, the Centre of Hope operates a mobile street outreach program. "We

have an ambulance that the province gave us to use if we come across someone who needs help. We're also on call if someone in the homeless community gets Covid. We'll transport them to get help" offers Taylor.

The Centre of Hope also has emergency response vehicles at the ready, part of The Salvation Army's commitment to Emergency Disaster Services across the globe. Emergency response vehicles assist front line workers at the site of a calamity, such as a fire or flood. This includes a mobile kitchen to help and feed people where they are.

There are three major shelters within the downtown core, each of which has different expectations of the people who use their services and stay in their shelters. Major Taylor understands that to truly address homelessness and best care for those affected, agencies in the city must work together. "All 3 shelters share the same data base so we can find out where the available beds are when people do come in. We have to be ready for someone to come in needing help 24/7" he says.

## Community Venture

The Community Venture program provides developmental day programming, residential, transportation, outreach, and respite services to adults living with intellectual disabilities. "Our program was started in 1986 by a group of community service workers that were trying to provide support for clients who were underserved" explains Executive Director Kim Park. "It's since grown into a comprehensive program that helps with day-to-day life skills as well as residential support" she says.

Day programs offer supports for clients who want to be out in the community working on the goals they want to achieve, while also supporting a client's family with resources like respite care. Much of the day programming is focused on job readiness.



The Salvation Army philosophy of caring, compassion, encouragement and enlightenment is very evident in the Community Venture program

- Arlene Wilgosh, Community Venture advocate

"We do vocational training and work on skills like resume writing and committing to a job - including attendance and appearance" says Park. Community Venture also offers work placements to help continue

develop skills and build experience.

Community Venture also operates five homes which each house a maximum of three clients. Partially funded by the Province of Manitoba, clients are referred by Community Living Disability Services. The goal of the homes is to provide an environment of independence and autonomy with guidance and care.

Arlene Wilgosh is a parent of a child living with an intellectual disability. She turned to The Salvation Army, when her daughter Lauren approached the end of high school. "The Salvation Army came into our lives at a point where I was starting to think, this child needs to be able to go movies and do things without having mom with her all the time. So I was starting to look for some services for her, that would improve her life and would allow me and

my husband to have a life" she says.

The Salvation Army has made a significant impact on lives of the Wilgosh family because it's allowed Lauren to have an independent life. Arlene attributes the quality of the services Lauren has received to the genuine and caring nature of the Community Venture staff.

"The Salvation Army philosophy of caring, compassion, encouragement and enlightenment is very evident in the Community Venture program. I think it's because people believe in the purpose. They want to work there. They want to be a part of it, that feeling of belonging and that fact that as a staff member they are making a difference for the people they are providing service to I think is just paramount to all the services that are run by The Salvation Army" she states.



## Heritage Park Temple

Located in St. James, Heritage Park Temple offers church services, bible studies and youth programs, much of which has moved online during the pandemic overseen by Captain Josh Howard.

## Weetamah

Weetamah on Logan Avenue is the second largest Salvation Army facility in Winnipeg, behind Centre of Hope. Its name is Cree for 'go tell them'. "Weetamah is a place where people can find community in the midst of the joys and struggles of life, and our hope is that people will know that they are not alone in their time of struggle through the ministries we offer" says Lieutenant Brian Dueck.

This includes spiritual care for the community, church services, supportive fellowship groups, food bank and clothing voucher programs, an assistance program to help people catch up on their hydro and water bills, community meals, literacy and workplace readiness programs, a drop-in centre for the community experiencing homelessness, toy hampers at Christmas, and more.

Weetamah works closely with inner city youth and indigenous persons, providing a safe environment and positive programs to improve prospects and empower them with life skills to foster healthy life choices and relationships. "We want to see people receive joy and hope, of course - but we also want everyone to see themselves as being uniquely gifted to offer joy and hope to those around them as well. Life is messy a lot of the time, but we can get through it together and find the blessings by supporting one another through it!" say Dueck.

He recounts the encouraging impact he's witnessed of Weeta-

"We try to meet people's needs on all levels. On average we assist about 50 people per week. Community and Family Services is where the Christmas Kettle money goes" he says. Howard illustrates this commitment to service with the programs offered at Heritage Park.

"We reach out to the community with things like a senior's group and a weekly kids club with activities and hot meals. We help provide back to school supplies, have income tax clinics and a food room that provides food assistance using a food bank model" he explains.

Howard looks forward to the new contactless donation options offered for the 2021 kettle campaign. "We want as an organization to make things safe for everyone" he says. The Salvation Army has partnered with tiptap to offer contactless giving. Just tap a credit or debit card to a specified donation amount without the need for any apps or other devices. Online donations are also an option. "We had approval to do a drive-through kettle last year as well and are hoping that will continue this year" Howard adds.



Literacy and workplace readiness programs build confidence.

mah's good works. There was a man who regularly visited for assistance and one day he needed a meal. He came in near the end of the day and fortunately there was one meal left. Sadly, another man approached just after the last meal had been given out. As volunteers scrambled to try to find some more food, the first fellow stepped up and offered his meal to the man who had arrived late. "That is the type of moment that demonstrates what Weetamah is about on its best day - serving people, yes; but also empowering people to see themselves as capable of giving and serving, too" explains Dueck.

The Salvation Army believes all people must be treated with honesty, respect, and compassion.







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As with many of The Salvation Army's programs, Weetamah relies on the help of volunteers. There are many volunteer opportunities available including serving at monthly community meals, sorting food shipments that become part of the food bank stock and helping with one of their biggest events of the year: Toy Mountain, helping sort toys, picking up toy donations around the city, or walking through the toy room with parents and caregivers as they choose toys for the kids.

From Weetamah's perspective, Toy Mountain begins in October when registration opens. Parents and caregivers call in to register children up to age 12 to receive toys. In November, the program kicks into high gear, when the earnest call for toy donations from the public begins. Dueck estimate that five to six thousand kids are registered each year. As donations come in throughout the season, the gymnasium at Weetamah is turned into one big toy store. The

toys are sorted by type and when it comes time for distribution in mid-December, parents and caregivers come in for a 'shopping' appointment where they can walk around the room to choose toys for their kids.

"The best part about this is that the parents and guardians are able to choose from a wide variety of toys and find something that they know their child will be thrilled to receive come Christmas morning. In this sense, we hope to not only bring joy to kids at Christmas, but to also bring dignity to parents/guardians who, despite a lack of funds, have the opportunity to make Christmas that little bit more special for their kids" says Dueck.

Toy Mountain is currently accepting donations of new, unwrapped toys at Ikea, Scotiabank locations, Toys R Us, select Winnipeg Fire Halls and Winnipeg Police Service headquarters.

## Correctional and Justice Services

Weetamah and Centre of Hope are also home to Correctional and Justice Services. In 2020 they assisted in over 500 interactions with vulnerable & exploited women, 500 meetings with incarcerated persons, encountered 475 persons attending court, engaged with over 50 men who attempted to buy sex, engaged 175 men who perpetrated intimate partner violence and worked with 100 persons to pay court fines or community hours.

Director Dianna Bussey says that while the number of people seeking services from Correctional and Justice Service decreased somewhat over the course of the pandemic, the number of interactions with vulnerable women actually increased. is the Director of The Salvation Army Correctional & Justice Services; she provided the following information for this vital program.

"The Salvation Army Correctional & Justice Services Winnipeg walks with those involved with the criminal justice system. By "Involved" we mean those directly being victims of crime, those accused of committing a crime, and those who are convicted of criminal offences as well as families of all and also those who work within the system" says Bussey.

## Southlands Community Church

Founded 25 years ago, Southlands Community Church is located on Keslar Ave. in south Winnipeg with Major Wendy Moulard at the helm. "We're mainly a worship congregation, we have worship services, programming for children and youths, and a small family services section" she says.

While Southlands doesn't supply food directly, funding is used to purchase gift cards for families struggling to buy groceries. They also host a volunteer-run community garden in the summer months. The community at Southlands is diverse and the services they offer reflect the needs of the neighbourhood. "Some of our congregation are new to Canada. We partner with the Mosaic school and offer English classes to help parents and their children adjust to life in Canada" says Moulard.

In addition to spiritual offerings Southland also provides motivation for maintaining physical health by offering sports equipment for use. The also ran a successful day camp for kids this past summer.



## A Message from Divisional Commander Major Les Marshall

"The Salvation Army is busy 365 days of the year. You name it we're doing it. We're certainly involved in food services, we're involved in housing and shelter, we're looking after social services, children's sponsorships, camps, of course we're running churches. The Salvation Army's busy, we've got a lot of things on the go and it's a privilege for us to be able to come alongside people here in the city to be able to help.

The reality is need is changing, need in the city is growing and it really is a privilege for The Salvation Army to come alongside people and help find a way, reach out, listen to people, provide warmth, food, clothing, shelter, whatever it may be, to simply try to make a difference in people's lives.

I think it's important for people to understand, when we think about the homeless population itself and the work that we do in the city, always remember that the people that we see are human beings; they're Winnipeggers, they're Canadians, they're created in the image of God and many of them need our help. So I'm asking people not to cast judgement, not to look down on people but instead to think about loving one another. People experiencing homelessness need to be heard and valued and treated with dignity. My challenge today to all Winnipeggers is to do something about it. Help us help others so that we can all become part of the solution."



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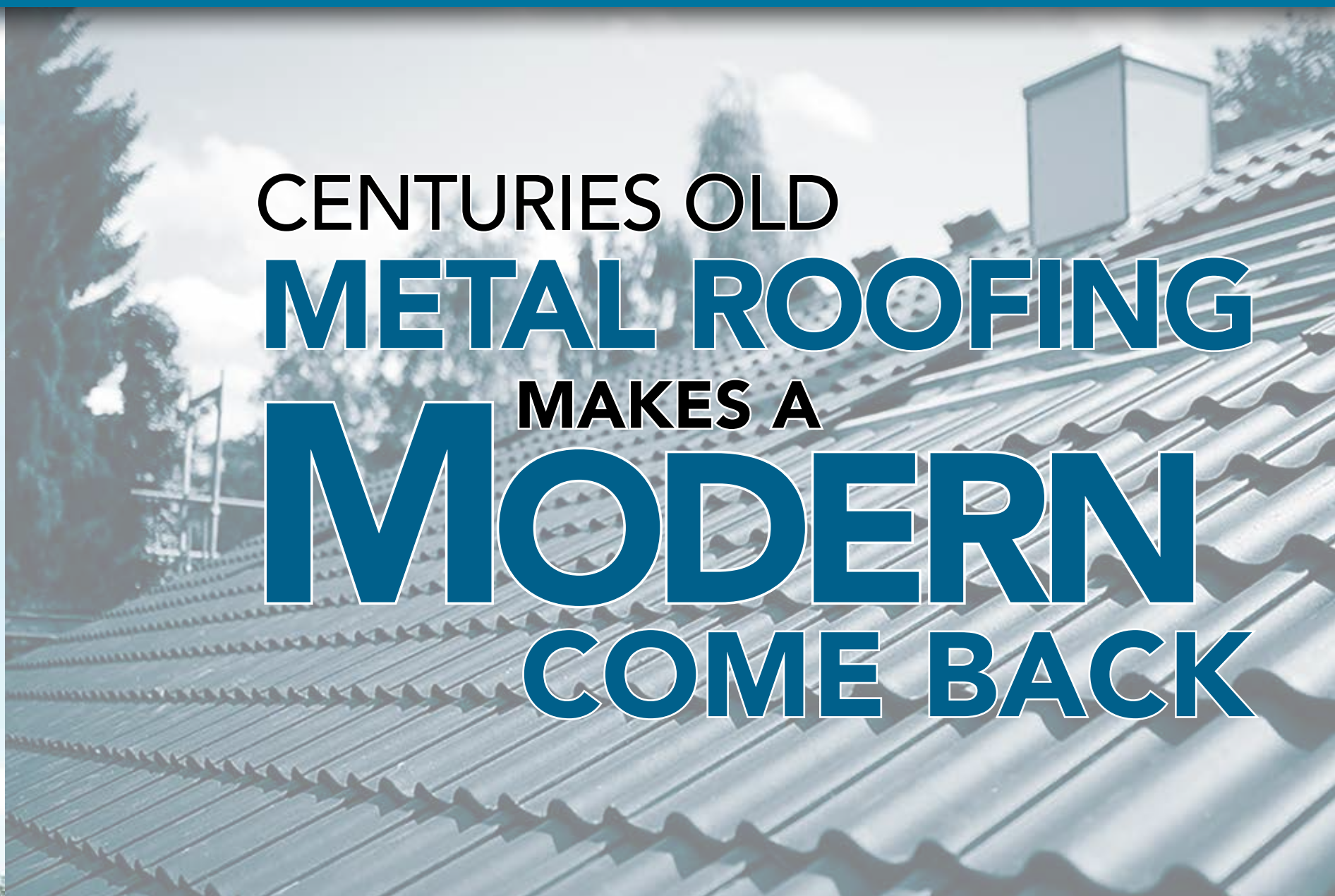






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# CENTURIES OLD METAL ROOFING MAKES A MODERN COME BACK



By Colleen Swift

**T**ravis Ferguson, owner of Temple Metal Roofs Ltd. says starting out as a sub-contractor many years ago was what made him see the market potential in metal roofing.

## ORIGINS

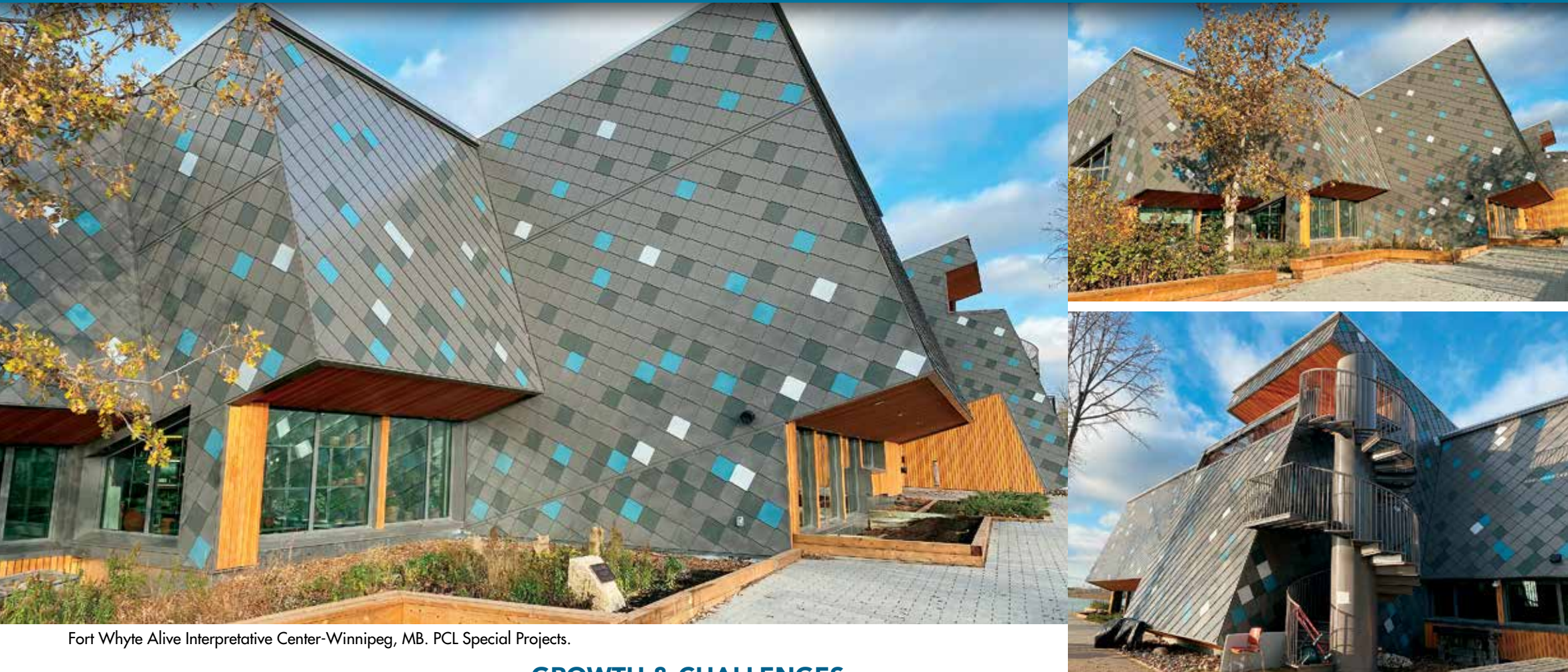
Ferguson says, "We started out as a subcontracting company doing installations for a local building contractor and are now fast approaching our 20th year in business. Part of the services we engaged in included sheet metal wall cladding and metal roofing. I really enjoyed doing that as part of the building process. I ended up doing some side jobs at the time as well - doing metal roofs and repairs

for people. I started getting a little more interested in it and saw the market potential. I put a business plan together and started marketing in the residential sector. We got more and more business and I decided in time to concentrate solely on metal roofing. A few years in, my brother got involved, which has been instrumental to our growth. And recently my daughters have started getting involved in fabrication and administration; it's been really neat to see them grow up in the business.

Private boathouse-Shoal Lake, ON.







Fort Whyte Alive Interpretative Center-Winnipeg, MB. PCL Special Projects.

Fort Whyte Alive Interpretative Center-Winnipeg, MB. PCL Special Projects

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GROWTH & CHALLENGES

Ferguson says there were challenges at first in educating people about the value of metal roofing and the benefits compared to traditional asphalt shingles.

“We have always only offered metal roofing, it was important to us to differentiate ourselves from other roofing companies in Manitoba. We wanted to demonstrate that we were experts in our field - specialists in metal roofing and not just roofers at large. We are specialty contractors who know the ins and outs of what we do.”

“Metal roofing has been around for centuries. It’s been used on buildings all over the world. However there hasn’t really been a contractor who concentrated or focused solely on metal roofing in Manitoba. I would say we were one of the first who specialized in only metal roofing. There are lots of contractors out there who will do metal roofing or siding as part of their operations but it’s not something they solely focus on. It’s not their specialty.”

It took Ferguson about 5 years to get firmly established while marketing his company.

“It was a challenge to educate the public and our potential customers about what metal roofing is and the benefits of it. There was quite a bit of marketing out there for metal roofing in the United States by associations such as the Metal Roof Alliance (MMRA) and it was gaining momentum. I jumped on that wave as well and promoted that concept locally. We spent about 3 to 5 years promoting it and educating consumers on the benefits and we offered fair and honest pricing for our customers alongside excellent customer service.”



“Metal roofing has been around for centuries. It’s been used on buildings all over the world. However there hasn’t really been a contractor who concentrated or focused solely on metal roofing in Manitoba. I would say we were one of the first who specialized in only metal roofing.”

- Travis Ferguson, Owner

BENEFITS OF METAL ROOFING

Although metal roofing is more expensive than asphalt there are many benefits that make it worthwhile for both residential and commercial buildings.

Ferguson says, “A metal roof is basically a roof for a life time. Installed properly, metal roofs can last 50 to 70 years and beyond. Life cycle cost is the main difference. The initial costs are generally 2 to 3 times more than asphalt but are still lower overall. If you ever do have to replace it, it’s 100% recyclable and the material is made upwards of 60% recycled material in the first place. In contrast, most shingle tear-off waste ends up as part of the building-related waste stream. There are also coatings on metal roofing that reflects light and reduces energy consumption cost – a feature that doesn’t get as much attention as it should.”

According to the MRA: Metal is one of the most energy efficient roofing materials available and can save your home up to 40% in energy costs and provide excellent insulation during the winter. The secret to metal roofing’s energy savings is in its variety of finishes. The basic, unpainted metal roof will reflect more solar radiation than an asphalt roof, which absorbs and holds heat. For homes in warmer climates, pre-painted or granular coated metal roofing systems reflect solar energy and cool your home by re-emitting most of what solar radiation is absorbed. A highly reflective and highly emissive painted or granular-coated metal roof is optimal for reducing energy consumption and can actually re-emit up to 90% of absorbed solar radiation. (NOTE: Reflectance in relation to metal roofing refers to UV and Infrared light rays being reflected from the roof surface. These rays are what impact the heating / cooling of the roof surface.)

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Private residence-Lac Du Bonnet, MB.

HUMAN RESOURCE DEVELOPMENT

Temple Metal Roofs has over 30 people on staff and Ferguson says he values everyone involved.

“We have over 30 people on staff in addition to the family members who work here. Some are long term and all are very dedicated people. We feel like family here and we’re a tight knit group. We have created our own training program because apprenticeship programs for what we do are lacking in Manitoba at this time. We’ve created our own “how to” manuals. We also have in house workshops where we train our staff on correct installation methods and best practices. That is in addition to many hours of hands on training.”

Like most major contractors, Temple has a comprehensive safety program and is a COR certified company.

Ferguson says, “We are COR certified

and have been for about 5 years now. It is an onerous procedure but we have an excellent office manager named Lisa who has taken a lead on our safety program. She has developed policies and procedures to keep things running smoothly.”

The Manitoba Workplace Safety and Health Branch recognizes COR® Certification as the ultimate distinction to verify construction companies who have established and now practice a comprehensive safety program.

SCOPE OF WORK AND FUTURE GROWTH

“These days we are doing more commercial than residential work,” says Ferguson. It’s the commercial work that has really allowed us to grow over the years. I would say about 85% of our work is commercial. We work all over Manitoba and also in Saskatchewan, North Western On-



Park City Commons-Winnipeg, MB.  
LD Builders.



Private residence-Lac Du Bonnet, MB.

tario and have also completed some fairly substantial projects in Alberta. In addition to installing metal roof panels we also offer snap lock metal roofing, siding and eaves-trough installation.”

“We have our own fabrication shop. We produce our own parts that we use in our assemblies, as well as flashings and sheet metal fabrication. We also sell to other contractors.”

**Fabrication:** Our fully functional sheet metal fabrication shop specializes in break forming roofing and cladding flashings up to 10 feet long. Our CNC bender allows us to make thousands of lineal feet of the same profile while maintaining consistency.

**Roll Forming:** Our portable roll former allows us to access remote locations where shipping material would either be unattainable or bear too high a cost. Roll forming our own roof panels gives us the edge we need to be competitive in the market and gives our customers some options they may not otherwise have.



NRC-AMP Facility-Winnipeg, MB  
Penn Co Construction

PROJECTS AND CORE PRINCIPLES

Temple has worked on some major projects in the last while including:

The National Research Council Building at the CentrePort development (Penn Co Construction), a new Bayview head office on McGillvary Ave as well as the Waterford Green School (Bockstael Construction), metal decking for Winn Pro Construction and a large project with Graham Construction for a new Amazon Hub.

Ferguson says his company's core principles fall into 4 categories

- Trust and honesty
- Discipline
- Service
- Strong work ethic

Ferguson concludes: “our vision is that Temple be the metric for the highest standards when it comes to quality work and excellence of service.”



CUSTOMER TESTIMONIALS

*Temple Metal Roofs worked closely with PCL Constructors, FortWhyte Alive (Owner), and Architect to develop the metal tile cladding envelope upgrade for the FortWhyte Alive Interpretive Centre - Deep Energy Retrofit Project. It is a true piece of craftsmanship that is resilient and unique, that contributes to the building's reduced energy usage as intended.*

**Jeff Thiessen**  
PCL Constructors

*Through each stage of construction, starting with the tender phase and right through final completion, Temple has always performed to the best of standards and excelled on our projects. All while upholding their commitment to the overall schedule and providing open and effective communication. Travis and his team are easy to work with and attentive to details, which sets the bar high for the building envelope division. We are always excited to work with them and look forward to many more opportunities going forward over the next 20 years and beyond.*

**Nik Thorington**  
Westland Construction Ltd.

*Temple Metal installed the metal roof on my home. Travis & Stuart are top notch services providers. They were on time, on budget and a pleasure to deal with from the first point of contact and throughout the process. They provided sound guidance and advice. I have recommended their services to many people and am pleased to continue doing so with the highest confidence.*

**Derek Neil**  
Senior Vice President  
Meridian Manufacturing Inc.



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Temple Metal Roofs  
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## WestJet to return to 95 destinations this winter

**CALGARY, AB** - This winter, WestJet is set to restore service and connectivity to more than 95 destinations across the airline's domestic, transborder, sun and international network as of December.

### Strengthening sun service and transborder flights from Toronto

With the addition of seven returning flights from Toronto, WestJet will offer non-stop service to 55 destinations including 26 international, 17 domestic and 12 transborder this winter from Toronto.

- Toronto – Boston
- Toronto – Miami
- Toronto – Grand Cayman
- Toronto – Port of Spain, Trinidad and Tobago
- Toronto – San Juan, Puerto Rico
- Toronto – Roatan
- Toronto – Kelowna\*

### Increasing sun flights and non-stop options to Hawaii from Calgary

As the airline with the most flights this winter from Calgary, WestJet is set to offer non-stop service to 61 destinations from Calgary including 30 domestic, 19 transborder and 12 international destinations from YYC with the addition of the following non-stop flights.

- Calgary – Fort Lauderdale
- Calgary – Punta Cana, Dominican Republic
- Calgary – Lihue
- Calgary – Kona

WestJet continues to be the Canadian carrier that offers the most flights to Hawaii to the four major islands from Western Canada.

### New non-stop sun flights for Winnipeg and Regina connectivity

WestJet is adding non-stop options to Cancun and Orlando with the return of international flights to Winnipeg. The airline will also restore four-times weekly non-stop service between Regina and Winnipeg.

- Winnipeg – Cancun
- Winnipeg – Orlando
- Winnipeg – Regina

### Connecting Edmonton and Honolulu non-stop

WestJet will connect guests between Edmonton and Honolulu beginning December 18, 2021. This winter the airline will serve 24 domestic, international and transborder destinations non-stop from Alberta's capital city.

- Edmonton – Honolulu, Hawaii

### Service between Kelowna and Toronto to return for peak holiday travel

WestJet is increasing Kelowna's non-stop options with the return of three-times weekly service between Toronto and Kelowna from December 17 to January 5, 2022.

- Kelowna – Toronto\*

SOURCE: WESTJET, an Alberta Partnership



## QUALITY PRODUCTS WITH SERVICE SECOND TO NONE.

### Sheet Metal Fabrication, Cladding, Flashing, Standing Seam Roofing Panels & more

**Temple Metal Roofs Ltd** has been installing architectural sheet metal for more than 15 years and is always striving to ensure that our team has the training and resources necessary to complete work beyond the satisfaction of our customers.

Our projects have taken place in the residen-

tial construction industry, all the way through to commercial and industrial construction. It is our aim to remain a cutting-edge company that always reaches new heights in order to provide customers with outstanding quality products with service that is second to none.

### Custom Fabrication

Our fully functional sheet metal fabrication shop specializes in break forming roofing and cladding flashings up to 10 feet long. Our CNC bender allows us to make thousands of lineal feet of the same profile while maintaining consistency. We can bend sheets ranging from 16 to 24 gauge galvanized steel to thin gauge aluminum.

We stock an array of colors and also have access to many other colours.



### On Site Installation

Our highly experienced crews work year round enabling us to meet deadlines and honour commitments.

Our Installers have the knowledge and expertise to complete your project with the best possible results.

Our desire to have the highest quality workmanship in the industry with exceptional looking projects you can be proud of for a lifetime.

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[www.templemetalroofs.com](http://www.templemetalroofs.com)



## BHP approves investment in Jansen Stage 1 potash project

**B**HP has approved US\$5.7 billion (C\$7.5 billion) in capital expenditure for the Jansen Stage 1 (Jansen S1) potash project in the province of Saskatchewan, Canada.

BHP Chief Executive Officer, Mike Henry, said Jansen is aligned with BHP's strategy of growing our exposure to future facing commodities in world class assets, which are large, low cost and expandable.

Jansen S1 is expected to produce approximately 4.35 million tonnes of potash per annum and has a basin position with the potential for further expansions (subject to studies and approvals). First ore is targeted in the 2027 calendar year, with construction expected to take approximately six years, followed by a ramp up period of two years.

Jansen S1 includes the design, engineering and construction of an underground potash mine and surface infrastructure including a processing facility, a product storage building, and a continuous automated rail loading system. Jansen S1 product will be shipped to export markets through Westshore, in Delta, British Columbia and the project includes funding for the required port infrastructure.

We anticipate that demand growth will progressively absorb the excess capacity currently present in the industry, with opportunity for new supply expected by the late 2020s or early 2030s. That is broadly aligned with the expected timing of first production from Jansen. Beyond the 2020s, the industry's long run trend



first production and an underlying EBITDA margin of approximately 70 per cent given its expected first quartile cost position.

We have previously acknowledged the US\$4.5 billion (pre-tax) of capital invested to date has resulted in a significant initial outlay and that our approach would be different if considering the project again today. The investment to date includes construction of the shafts and associated infrastructure, as well as engineering and procurement activities, and preparation works related to Jansen S1 underground infrastructure. The construction of two shafts and associated infrastructure at the site is 93 per cent complete and expected to be completed in the 2022 calendar year. To date approximately 50 per cent of all engineering required for Jansen S1 has been completed, significantly de-risking the project. If the investment to date were to be included, the full cycle project would yield a much lower internal rate of return.

As part of our 2021 financial results, we have assessed the carrying value of the existing Potash asset base as at 30 June 2021 and have recognised a pre-tax impairment charge of US\$1.3 billion (US\$2.1 billion after tax). The impairment charge against our Potash assets reflects an analysis of recent market perspectives and the value that we would now expect a market participant to attribute to our investments to date.

SOURCE: BPH

prices are expected to be determined by Canadian greenfield solution mines. In addition to consuming more energy and water than conventional mines like Jansen, solution mines tend to have higher operating costs and higher sustaining capital requirements.

At consensus prices, the go-forward investment on Jansen is expected to generate an internal rate of return of 12 to 14 per cent, an expected payback period of seven years from



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We'd like to thank you for your continued support over the past months, as we've all weathered this storm together. We're pleased to announce that after much consultation and every precaution, our doors are now open! We will be abiding by the latest retail safety regulations set by global health authorities as the safety of our customers remains our top priority.

We're ready to put our pent-up travel expertise to good use, whether that's securing top value for your Future Cruise Credit, or starting afresh with incredible deals to your dream destination. Whether your next vacation is in a few months, or even next year, we're here to help you turn your daydreams into a reality!

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