



## Yes, We're Different! And Here's Why...

Pick up the newspaper, surf the Net, or talk to someone about their construction experiences. Unfortunately, there are plenty of examples of how things go wrong on construction projects. As I write this, I peruse the headlines:



Sean Lundy

One source reports that construction industry fraud in the U.S. and Canada is up 30% since 2005. A second cites a 636% increase in contractor business failures since the late 1970s (we have seen two major failures in our region since January 2008). Another article cites ineffective management and control on construction projects as the leading cause of cost overruns. It also finds that project delivery rates are showing trends of becoming more sluggish, not quicker—and longer durations equal higher costs.

As I reflect on these issues plaguing our industry, I can't help but zero in on how we are different. This is not to say that we are perfect, or that we have all the answers. However, our unique approach does help me sleep at night while the industry headlines get progressively worse. For this issue of *Construction Break*, I'd like to share with you the policies we have adopted to ensure that our clients enjoy the best possible construction experience:

- **Where's the Pain?** Our mission is to provide the best possible construction

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## Staying In The Green

### *Lundy Selected To Build Ottawa's Next LEED® Gold Office Building*

In late May, Windmill Development Group selected M.P. Lundy Construction as construction manager for their next major development project. The new building is to be located on an approximately 3.5-acre site on the north side of Queensview Drive in Ottawa, and will be approximately 7,960 square meters (85,683 square feet) on four levels, with a partial two-storey atrium providing access through a single-storey lobby. A future second phase is planned that will double the project size.

In a recent interview with Jonathan Westeinde, managing partner of the Windmill Development Group, Jonathan was asked what influenced Windmill to select M.P. Lundy as CM for this project. He stated that the following were the main factors:

- M.P. Lundy had the most LEED® building experience.
- Windmill Development and Lundy Construction share common values about the importance of the upfront planning process and the Teamwork approach.
- Gina Courtland, Lundy VP of Construction, has great technical experience with sustainable design for buildings.
- Lundy's overall team proposed for the project was judged to be the best fit for this project.

Windmill Development Group and its primary tenant, Genivar Engineering, have made the commitment to "walk the walk" with this LEED® Gold office building. Not only will the new building be headquarters for both firms, it will be a showcase for sustainable design in the Ottawa region. Visitors will be able to see and understand how the various sustainable elements function in the building. The construction planning process is already well underway and occupancy is anticipated a year from now.

Windmill's passion for transforming traditional development practices by incorporating innovations in sustainable projects is shared by M.P. Lundy and we are proud to be selected as the construction manager for this LEED® Gold office building.





Mike and the original superintendents.

## Lundy Celebrates 40-Year Milestone

It's hard to believe we have been at it for this long, but that's the beauty of construction: Every project is different—and it's all about great relationships. To commemorate the last four decades in business, we hosted a special evening of cocktails and fellowship at the site of one of our latest projects, the new Rideau Valley Conservation Authority headquarters.



The party!

Company founder Mike Lundy began the evening with stories of the early days and the introduction of the company's first superintendents. These gentlemen—Alec D'All, Garret Rietsma, Bob Clouthier and Bob Colton—were responsible for not only delivering successful projects year after year, but for setting the standards of quality and customer satisfaction for which M.P. Lundy Construction has become known in Ottawa.

CEO Sean Lundy spoke to the audience of his passion for creating the best possible construction experience for our clients. He noted that it was the spirit of building close relationships with clients, consultants and subcontractors that formed the basis for success over the long term and this remains the mission of the company today.

The chosen venue was significant as well; the RVCA building was Lundy's first LEED® Gold building. Sean closed his comments by reiterating Lundy's commitment to maintaining its role as an industry leader in sustainable construction initiatives.

## Different...

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experience for our clients. We focus on understanding the specific needs and goals of our client and we specifically look for potential sources of client "pain." What negative outcomes must be avoided? What are the consequences of construction disruption to ongoing operations? What is the best balance of speed, quality and cost for this specific client? We ask—then we really listen.

- **Focus on Planning.** As far as I'm concerned, "shooting from the hip" is a recipe for disaster on construction projects. At Lundy, we invest a great deal of energy upfront, before we start on site, to ensure the process goes smoothly and efficiently (one of the key reasons why we recommend getting involved as early in the process as possible).
- **Focus on Clear and Timely Communication.** Our experience tells us that efficiency in communication is directly tied to efficiency on the construction site.
- **Success with Systems.** Construction is complex. Failure in construction is often attributed to being mainly reactive to issues that crop up. By then, it's usually too late to effect a positive outcome. Our systems for costing, project management, quality control and accounting keep us looking well ahead of "now." Frankly, I find it unnerving that there are so many firms that don't understand this.
- **Rapid Adaptation to Customer Needs.** I have never been ashamed to say we aren't the biggest construction firm in town. Why? Because I really enjoy leading an agile company. Too many layers of management usually spells delay of one sort or another. More than a few of our customers have expressed appreciation for having full access to me as the CEO as they go through the experience of building with us.
- **It's All About the Team.** Success in construction is never achieved by one person or firm. In fact, we believe that everyone on the team must come to the table prepared to cooperate and deal in good faith. This is why we are committed to developing strong relationships with our subcontractors, consultants and, of course, our clients.

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