



WESTLAND
CONSTRUCTION LTD

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BUILDING

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PROJECT PROFILE

IT TAKES A VILLAGE

Early this summer, the doors will open at The Village Junction, a sparkling and dynamic condominium project in Osborne Village (on Stradbrook near Scott).

With remarkable appeal for millennials and boomers alike, the building has been entirely pre-sold.

"This is without a doubt one of the finest looking buildings in the Village," said Tim Comack, Vice-President of Development at Ventura Developments. "More than that, we've packed a lot of value into each unit."

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The 36 units in The Village Junction range from 730 to 990 square feet.

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The 36 units in the building range from 730 to 990 square feet. The units have double sinks, nine-foot ceilings, and STC 60 sound proofing for privacy. "I think we put mid-level units on the market at an entry-level price," said Comack. "I think every buyer is in the money even before they move in."

"When your developer is that solid, there are no surprises when you're building."

From the outside, the building can be described as modern and youthful. There are plenty of colours, cantilevered balconies, Hardie board, interesting masonry, and a fin that wraps around the building.

Craig Hildebrandt, Westland Construction's Project Manager on The Village Junction, raves about the design of the project and about the project team. "Prairie Architects' design wasn't just attractive, it was clean and efficient so construction went off without a hitch," said Hildebrandt. "As for Ventura, they are an extremely knowledgeable developer. They truly understand the construction side of the business and are really well organized with surveys and zoning and the entire paper trail. When your developer is that solid, there are no surprises when you're building."



Tim Comack: "We've packed a lot of value into each unit."

"We're very proud of the team we assembled," said Comack. "The staff at Westland demonstrates great problem-solving skills and the people are easy to work with. When the team is working well together, you can tell far in advance how extraordinary the results will be."

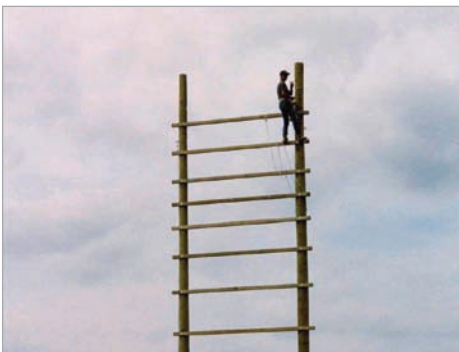


Craig Hildebrandt: "Construction went off without a hitch,"

CELEBRATING OVER 35 YEARS; CELEBRATING THE FUTURE

DID YOU KNOW?

YESTERDAY



In 1992, Westland Construction built the obstacle course for the **Canadian Forces base** located off the west Perimeter Highway, north of Assiniboia Downs.

TODAY



Renovations of the **Bonivital Soccer Club**, designed by Number TEN Architectural Group, were completed in June 2015, in time for the club to serve as a practice facility for the Women's World Cup of Soccer held in Winnipeg.

TOMORROW



We are working on an interior fit-up at the **The Kleysen Institute for Advanced Medicine** at Health Sciences Centre, constructing a radio-pharmaceutical lab which will create radioactive medical isotopes for a variety of treatments.

THE GROSE REPORT

THOUGHTS FROM WESTLAND'S CEO



Peter Grose

In recent months, I've looked to the past and I've looked to the future. In both directions, I like what I see.

In January at the Westland Construction staff holiday party, I had a chance to reflect on the company's 35-year history. We shared some old photos and reflected on the early days – even before I joined the company in 1989. And we welcomed a very special guest – Aurlie Young. Aurlie is the former President of the company, and wife of our founder, the late Norm Young.

Visiting and reminiscing with Aurlie always reminds me of the principles upon which she and Norm built this business – hard work, integrity, and fairness. Norm ran Westland Construction like a family and there's no question in my mind that his approach to working with people contributed to his business success.

I do my best to follow his example and I like to think that Norm would be proud of how the company is performing today – and particularly proud of the move we are about to make. This fall, we will be closing our doors on Dublin and moving to a building on Dovercourt in southwest Winnipeg. We have purchased the property jointly with Cliff Penner, the President of The Ventura Group of Companies, an impressive developer with whom we've had the pleasure of working.

The move will help accommodate our growth and position us well for future opportunities – just like when Westland

moved from Border Street to Dublin Avenue about eight years ago.

As we look back, and as we look ahead, there is one important common thread that has run, and will continue to run, through this company's story – **people:** our customers, our staff, the trades, our partners, and others. We have surrounded ourselves with only the best.

Whether we're playing a game at a holiday party, or coming up with solutions to construction challenges around a boardroom table, or turning a hole in the ground into a remarkable building – our team is sensational and I'm grateful to be a part of it, and grateful to begin the next 35 years. 🍷

Peter Grose is the Chief Executive Officer of Westland Construction Ltd.

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INDUSTRY INSIGHTS

DEDICATION IS THE NORM

When Aurlie Young visited Winnipeg this past January for Westland Construction's annual staff holiday party, it was a familiar scene. The same hotel as 35 years ago (the Viscount Gort, chosen deliberately for nostalgic reasons), the same style of placemats featuring staff pictures, and the same laughter and games.

"I even think the menu was the same," joked Young, now retired in British Columbia.

Aurlie Young is the former President of Westland Construction, and wife of the company's founder, the late Norm Young. Her

winter visit to Winnipeg was a chance for her to reflect on Norm and the early years.

Norm Young launched Westland Construction in 1979 after a number of years as a partner in Hanson Construction. "Norm's dad was a businessman and he always wanted Norm to have his own company," said Aurlie Young. (Westland wasn't Norm's only option at the time – he even considered opening up a drumming school in Hawaii.)

She says that Norm had a sharp business sense and a "very busy brain," but it was his sense of decency that stands out the most for her.

"Norm would take on some troubled kids and give them work – people struggling with addictions and mental illness," she said. "I remember that he even advanced one

particularly troubled employee a half-year's salary so he could get his life back together."

She also recalls a leader who was driven, ambitious, and a true perfectionist. "He was dedicated to getting things right and dedicated to excellence."

While Norm served as President, Aurlie was Vice-President and also did payroll. She also ran her own small business – Aurlie's Petite Fashions on Corydon and Lilac.

In 1995, Norm took ill with a form of cancer caused by exposure to asbestos, likely stemming from his years before construction when he was installing phone wiring. He died a year later, but lived life to the fullest during that year after his diagnosis. *Continued on pg. 4*

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Aurlie became President after Norm died, and ultimately sold her shares to Peter Grose, a move she thinks Norm would have endorsed. "He liked Pete from the moment he met him in 1989," she said. "Pete was fit and eager to work – he showed up every day ready to give 110%."

By 2001, Peter Grose was President. "Norm knew that Pete would be a good person to buy and run the company."

Today, Aurlie Young and her husband are busy but retired in Coldstream, B.C. She has fond memories of her many years as part of the Westland family. In fact, she will always be part of the Westland family. 📷



Aurlie and Norm Young

WESTLAND PERSONALITY

HUBERT VERRIER



Hubert Verrier

It took leaving his 20-year position at an elevator manufacturer for Hubert Verrier's career to rise to new heights.

"I liked my old job," said the St. Anne's-born Verrier. "But ever since I was a kid, I wanted to be a carpenter."

So, in 2008, when Verrier decided to make a move, a friend introduced him to Peter Grose at Westland Construction. Grose hired Verrier, who worked on getting his carpentry papers while working full-time at Westland. It was a process that took four years.

Today, a Site Superintendent, Verrier ironically practises very little carpentry on the job, but the knowledge comes in handy. "The carpentry skills help me make good decisions," he said. As a Site Super, Verrier's overall responsibility is to make sure the project is done on time. "I keep an eye on the budget and make sure that

the trades are here on schedule," he said. "I actually spend much of my time on the phone and on the computer."

The nature of the work means that Verrier only works on one project at a time. For now, he's onsite at The Village Junction condominium project in Osborne Village. Next up, he moves not too far away to a condo project on River and Mayfair. "I like new challenges and variety, and every project has something special about it," he said.

Verrier and his wife, Carole, have been married nearly 30 years and have two daughters – one just finishing university; the other just finishing high school.

In his free time, Verrier enjoys kayaking and camping. He and Carole have visited many of Manitoba's lakes. This summer they'll be camping at Child's Lake in Duck Mountain Provincial Park.

As much as Verrier enjoys his vacations, he doesn't feel the need to escape from work. "I like my job," he said. "I like meeting people, building things, and problem-solving. It's what I dreamt of doing." 📷

Westland Construction is a full-service General Contractor serving the institutional, commercial, and industrial sectors through new construction, civil support, and renovations. We care about process and getting it right – for the buildings you see and the infrastructure you don't.

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