

VICA Vancouver Island
Construction Association



CONTRACTOR OWNERS GROUP

COG

2019 PILOT PROGRAM



WHAT IS THE CONTRACTOR OWNERS GROUP (COG)?

The Contractor Owners Group (COG) program is a unique VICA offering intended for, and built around the needs of, business owners in the construction industry. While there are other executive mentoring programs available, they typically have high membership fees, require your company to exceed a certain annual volume, and are not industry specific, meaning that the experiences of other members of the program may have limited value or relevance to you.

VICA recognizes that many of their member companies have been started by progressive and entrepreneurial tradespeople with drive and passion for the work they do. However, the skills required to work on the tools as a craftsperson are very different from those needed to successfully run a construction business. Membership of the program is, therefore, specifically designed to support the owners of trade and general contracting companies.

A key focus of the program is to help members transition from working “in” their business to working “on” their business. When company owners accept this mind-shift, they move from working to earn a wage to working to create wealth for themselves. Being able to see the bigger picture, and not getting bogged down in all the minor day-to-day details, can also create a better work life balance for the entrepreneurial tradesperson.

COG PROGRAM DETAILS

The COG program brings together small groups of business owners on a monthly basis to hold facilitated discussions on key topics that impact their businesses. As all the members are involved in construction there is huge benefit from learning from others in the wider industry. The presence of an experienced industry veteran acting as the group’s facilitator provides context and input for the members in addition to their own shared experiences.

Recognizing that contractors need to protect their competitive knowledge and information, each COG will consist of just six (6) to eight (8) members, all from different trade scopes. As such, members will never be in the same group as one of their competitors.

After one-on-one orientation calls with the facilitator, the program moves on to a series of five (5) breakfast meetings. In the initial meeting, members will get to know each other and discuss Key Performance Indicators to help them manage their business better. Topics for subsequent meetings will be selected based on the group members’ needs. During the course of the program, each member will also receive a personal two-hour mentoring session with the facilitator to review their own specific business needs and set an action plan to address these needs. The program wraps up with a summer social event that will bring together all the COGs together for some fun.



COG PROGRAM SCHEDULE

For the COG pilot program, one group is planned for Victoria and one for Nanaimo. Meetings will be held at the respective VICA offices and the dates have been set as follows:

Victoria	Nanaimo
January 10 th 2019	January 16 th 2019
February 14 th 2019	February 20 th 2019
March 28 th 2019	April 17 th 2019
May 2 nd 2019	May 15 th 2019
June 20 th 2019	June 19 th 2019

All meetings start with breakfast at 7:15 am, with the formal program commencing at 7:30 am and coming to an end by 9:30 am.

A date and location for the summer social will be set closer to the event.

COG PROGRAM COSTS

For the 2019 COG pilot program, VICA is offering a special introductory price of \$2,500 (plus tax) per member. This all-inclusive price includes:

- a personal orientation phone call with the facilitator;
- 5 breakfast meetings including soft copies of all resources;
- a two-hour one-on-one mentoring session for each COG member with the facilitator;
- a summer social event; and
- limited edition COG branded resources.

Members must commit to the whole pilot program session and will be offered the opportunity to rejoin their COG for the expanded 2019 / 2020 session.

RETURN ON YOUR INVESTMENT

As a business owner, you need to look at all your investments to ensure you are getting a suitable ROI. Being a COG member is no different – the program has to create value for your business.

By helping you move from working “in” the business to working “on” the business you will begin to see the bigger picture for your company and have a clearer vision for what you want to achieve. This clearer vision means you will be better prepared to see opportunities and challenges ahead and to deal with them proactively. In turn this means less firefighting, giving you more time for what’s most important to you in life. Having a longer-range plan for your business will allow you to think more strategically about how to get there, and realize the full potential financial benefits, for your company and for you personally.



WHO WE ARE

As the Vancouver Island Construction Association (VICA), we serve our construction community: the institutional, commercial, industrial, civil, and multi-family residential construction sectors on Vancouver Island, the Gulf Islands, and other coastal areas of British Columbia. VICA members come from all areas of our construction community.

WHAT WE DO

- To foster growth, economic stability, and prosperity in the construction community;
- To promote a greater understanding of the construction industry among policy and decisionmakers, the construction and associated industries, purchasers of construction services or products, and the general public;
- To promote industry and operational excellence; and
- To promote fair, open, transparent, and ethical standards and practices within the construction community.

THE FACILITATOR

Mark Taylor P.Eng., G.S.C. is an industry veteran with over 30 years of international and Canadian experience in the construction business. Over the course of his career he has held various senior positions with both global and local contractors and learned and developed many resources to run those businesses effectively and profitably. As president of Mark Taylor Construction Advisory Services Ltd., Mark provides consulting services to contractors to help them operate more efficiently and consistently, while improving their operating profit margins.

For more information on the COGs program,
please visit the VICA website:
www.vicabc.ca/COG

or contact Mark Taylor
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