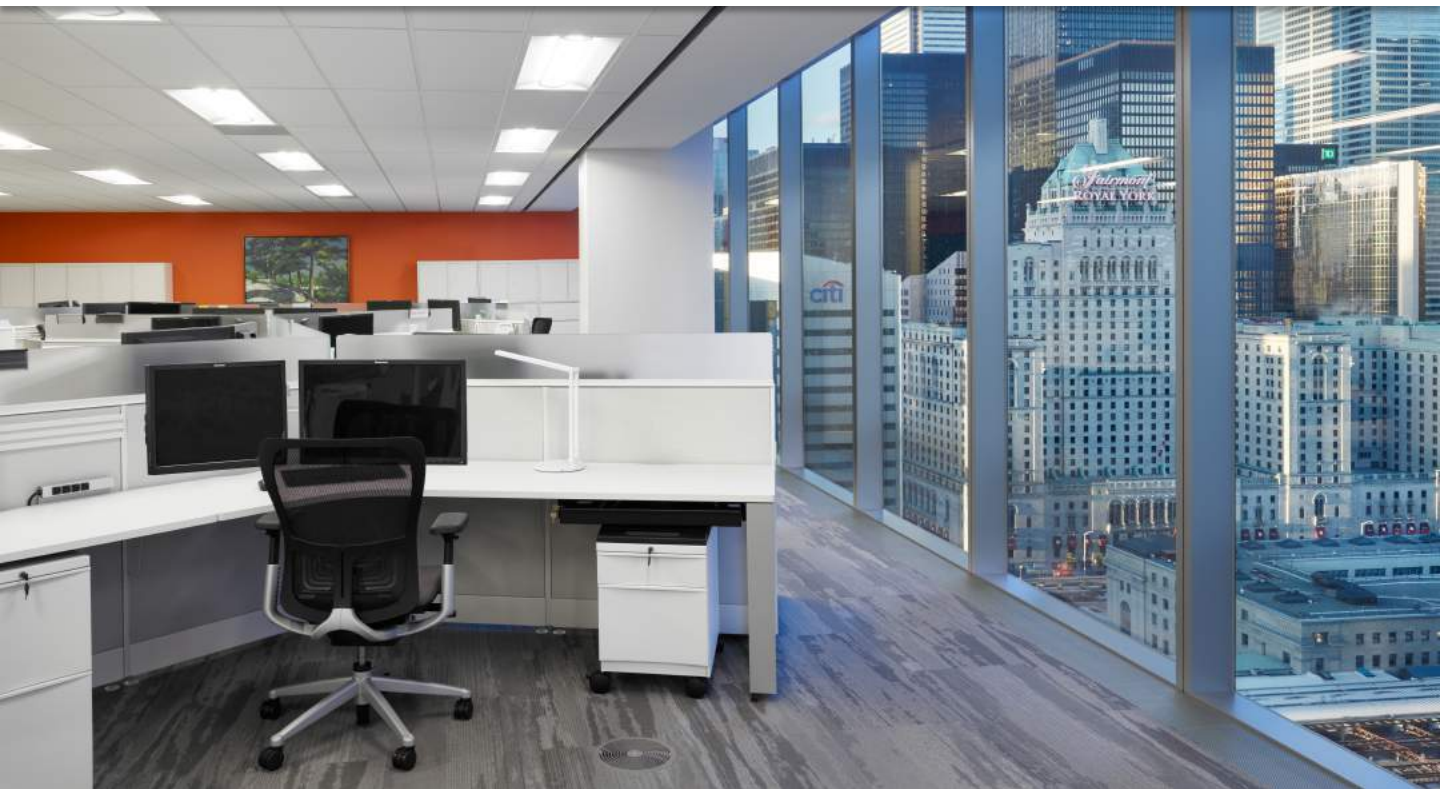




SHURWAY CONTRACTING LTD.  
General Contracting | Construction Management | Project Management



*"Projects were all completed on time. 2 of the 3 projects featured very aggressive tenant schedules and indeed the reason we hired Shurway was due to their ability to meet the schedules."*

Joseph Daou  
Stema Management Corp  
SNC Lavalin, 2<sup>nd</sup> floor, fast track (9 weeks)  
Construction Manager





# THE SHURWAY ADVANTAGE



Shurway is a highly experienced Construction Manager and General Contractor and has undertaken thousands of successful projects for a variety of top ranked blue chip clients. Regularly collaborating on projects in the range of \$250,000 to over \$20 million with an annual volume of \$50 – \$60 million, our focus is on interior work and major renovations with our recognized strengths being in the commercial, hospitality and industrial sectors.

Established in 1985, Shurway presently operates with a core staff of 50 experienced professionals. We maintain excellent working relationships with sub trades across the industry and leverage these relationships into tangible benefits including competitive pricing, favorable consideration and an unparalleled level of service due to our strong track record.

As a company we consider our clients and partnerships carefully and take pride in the level of service that we offer. We are often considered more than simply a constructor – we are a trusted ally in your path towards project success. We enjoy a strong relationship with our financial institution and can provide bonding for single projects of well over \$20 million. We are accredited with Contractor Check, an industry wide independent safety auditor.

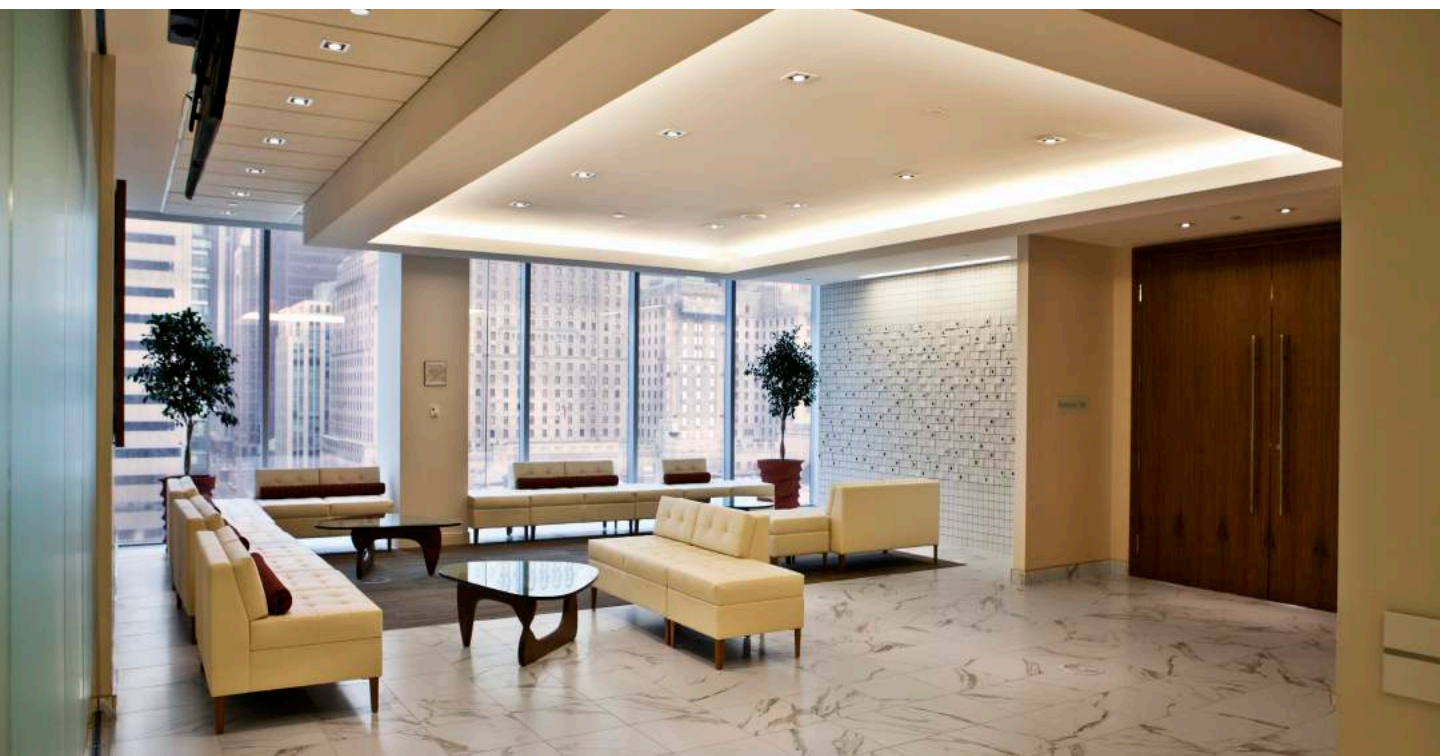
All projects are conducted under close supervision of a Shurway partner.





*"During the tendering process, Shurway has been very responsive to any items that have been brought forth and are capable of value engineering projects on their customers behalf. Their communication during the entire construction process is very detailed from the tendering, completion, and final deficiency stages."*

Brent Plante  
Canalta Lodge, Alberta  
Construction Manager





# THE PARTNERS

## **JOHN AITKEN**

John's early career covered multiple operational aspects of the hospitality industry, covering locations across Canada. John spent a number of years as head of construction and procurement for Westmont Hospitality Group, an owner and operator of many hotel brands and premium flagship properties. In this role, John held responsibilities for major capital projects including design, construction and the procurement and installation of furniture and equipment. John's role at Shurway covers all operational aspects of Shurway's hospitality business including tendering, procurement, project overview and contract negotiations.

## **RAFFY BEKMEZIAN**

Raffy's career has spanned almost every aspect of commercial construction. His past experience with AECON Building and other general contractors includes significant ground up and high rise projects, major office tenant improvements, and complex industrial facilities. Raffy has a thorough understanding of project controls, supervision and contract administration. His roles have included Site Superintendent, Project Manager and Director. Raffy's role at Shurway is focused on the operations of the commercial and industrial portfolio. Raffy is a Professional Engineer, a LEED Accredited Professional and Project Management Professional.

## **KEVIN GALLANT**

As a founding Partner of Shurway, Kevin has steered the company from its inception in 1985 to the present day. During this time, Kevin has been involved in upwards of 500 construction projects, with a very strong focus on the hospitality sector. Kevin brings a unique hands-on role to all projects, working closely with owners to ensure spaces are turned over precisely on time, to meet the needs of the investment proforma. Kevin's role at Shurway includes business development, contract negotiation and executive oversight of hospitality projects.

## **DAVID GARDINER**

David's early career focused on project management and quantity surveying, working in Canada and overseas. He spent 7 years with CIBC Development Corporation, culminating in running CIBC's office portfolio across Canada. David moved on to run CIBC's entire portfolio of 12 million SF after being part of the team that outsourced real estate operations to CBRE. This role included project management, property and facility management, leasing, lease administration and strategic planning. As a senior executive at CBRE, David was also responsible for project management operations. David's role at Shurway is focused on the commercial portfolio with an emphasis on business development, tendering and contract negotiation. David is a Project Management Professional and a Fellow of the Royal Institution of Chartered Surveyors.

# SHURWAY CONTRACTING LTD. SERVICES

## GENERAL CONTRACTING

General Contracting, defined as the provision of a fixed lump sum for a defined scope of work, forms a significant portion of Shurway's business. With this approach, the balance of risk in the contract is placed largely with the Contractor - this approach is well suited to projects where the owner's design team has the time to prepare a complete and coordinated set of tender documentation which reflects all aspects of the required construction.

Shurway brings highly competitive trades to the table which provides overall competitive pricing for the owner. Shurway reviews all documentation during the tender process, drawing also on the expertise of trades.

Shurway places a full time Site Superintendent at every jobsite. This ensures that an appropriate level of trade coordination as well as liaison with the owner is always provided. In addition to our Project Manager, Shurway also commits to having a Partner involved directly in every project to provide oversight and ensure that the contractual requirements of cost, time and quality are met while providing a high level of customer satisfaction.

## CONSTRUCTION MANAGEMENT

Selected as the owner's construction advocate, Shurway Contracting serves as the construction professional on the owner's project team. The construction management approach is well suited to: projects where time is at a premium and an early start is desired – early trade work can be undertaken while the balance of the design is finalized; projects which involve a high degree of uncertainty and risk such as major reconstruction of aging buildings – avoiding the need for a general contractor to price a risk premium; projects which are large and complex where the owner and design team require professional construction advice and possibly early or phased construction work.

As a Construction Manager, we provide leadership to the owner, Architects, Designers and Engineers with information, Value Engineering and recommendations on construction economies, schedule and technology from the earliest stages of conceptual planning through project completion.



# SHURWAY CONTRACTING LTD. SERVICES

## PROJECT MANAGEMENT

Shurway offers a Project Management service for construction projects. This is an added layer of management above the construction contract itself which comprises the expertise and organizational skills to assist owners in assembling the entire construction delivery process. This can include the assembly of the design team and advice regarding procurement approach. It can also involve Shurway taking conceptual designs through to construction without the need for owners to manage every aspect of the process. There are differing levels of involvement possible with this service ranging from the provision of project and procurement management advice at the conceptual stage of the project up to and including the procurement of projects on a Design Build basis. Under a Design Build approach, Shurway engages the entire design team and manages the entire delivery of the project under one direct contract with the owner.

Our Project Management services are built upon many years of Shurway overseeing projects from concept to delivery, managed by our experienced and accredited Project Managers.

## LEED & ENVIRONMENTALLY SUSTAINABLE DEVELOPMENT

With the trend towards an increasing awareness of the environmental footprint of the construction process, Shurway is able to provide the required services where projects seek LEED accreditation. When working on LEED projects, the selection of appropriate trades and the communication of the requirements of the LEED accreditation process are critical.

Shurway has several qualified staff (CaGBC LEED AP and GA) available to address LEED requirements whether in existing buildings (EB) or new construction. Shurway is currently completing the first LEED Gold v.4 project in Toronto.

# CORPORATE

*"Communication was good throughout all stages of the project and responses were immediate. I have no hesitation in recommending the construction services of Shurway Contracting Ltd."*

Joseph Daou  
Stema Management Corp



*"Deficiencies were completed in an acceptable time without interruptions to tenant operations. An issue of discovery of significant unforeseen conditions at the 19 Duncan project was dealt with effectively and quickly. Communication was good throughout all the stages of the project and responses were timely. All projects were completed on time."*

Jim Burkitt  
Gow Hastings Architects Inc.





# MARKET SECTOR

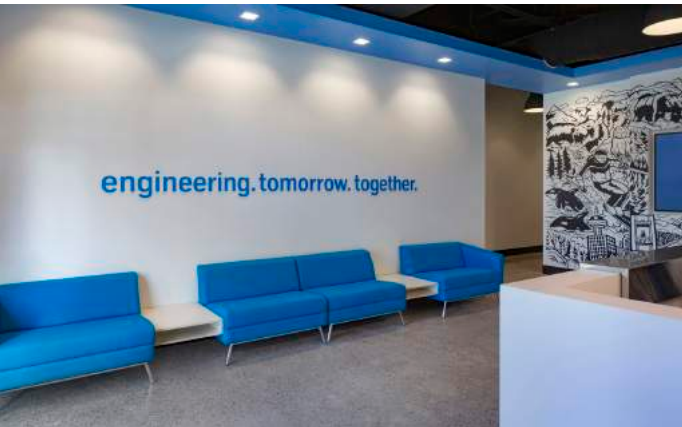


## CORPORATE

Shurway's corporate practice focuses heavily on office tenant improvement and fitout work in Southern Ontario. Our clients include many of Canada's financial institutions and many diverse corporate real estate users and managers from small office renovations to major build-outs of new flagship space in multi-floor projects. We complete many projects with extremely tight schedules and we are very comfortable coordinating work with the owner's furniture and equipment installers.

Shurway works with Landlords and owners of space to reinstate former tenant space to "base building shell" condition along with the creation of new common area features such as lobbies and washrooms.

Shurway also undertakes the complete renovation and renewal of existing buildings – this work involves us stripping and gutting older buildings by removing roofs, fenestration, mechanical and electrical systems etc. and completely rebuilding the structure, envelope, systems and site to contemporary standards and codes.



# HOSPITALITY



*"During the projects, we have dealt with several of Shurway's staff including Management and labourers and all of them have been a pleasure to work with. All three of the projects have been a success for Canalta and the end result has been a quality project that we have been pleased with. Canalta has other renovation projects scheduled for the near future and plan to use their services for these as well."*



*Shurway was very flexible and responsive to any issues that arose during the projects, whether it was a site condition or design issue. This enables the projects to stay on schedule which I believe is one of their largest strengths."*

Brent Plante  
Canalta Lodge, Alberta  
Construction Manager



# MARKET SECTOR



## HOSPITALITY



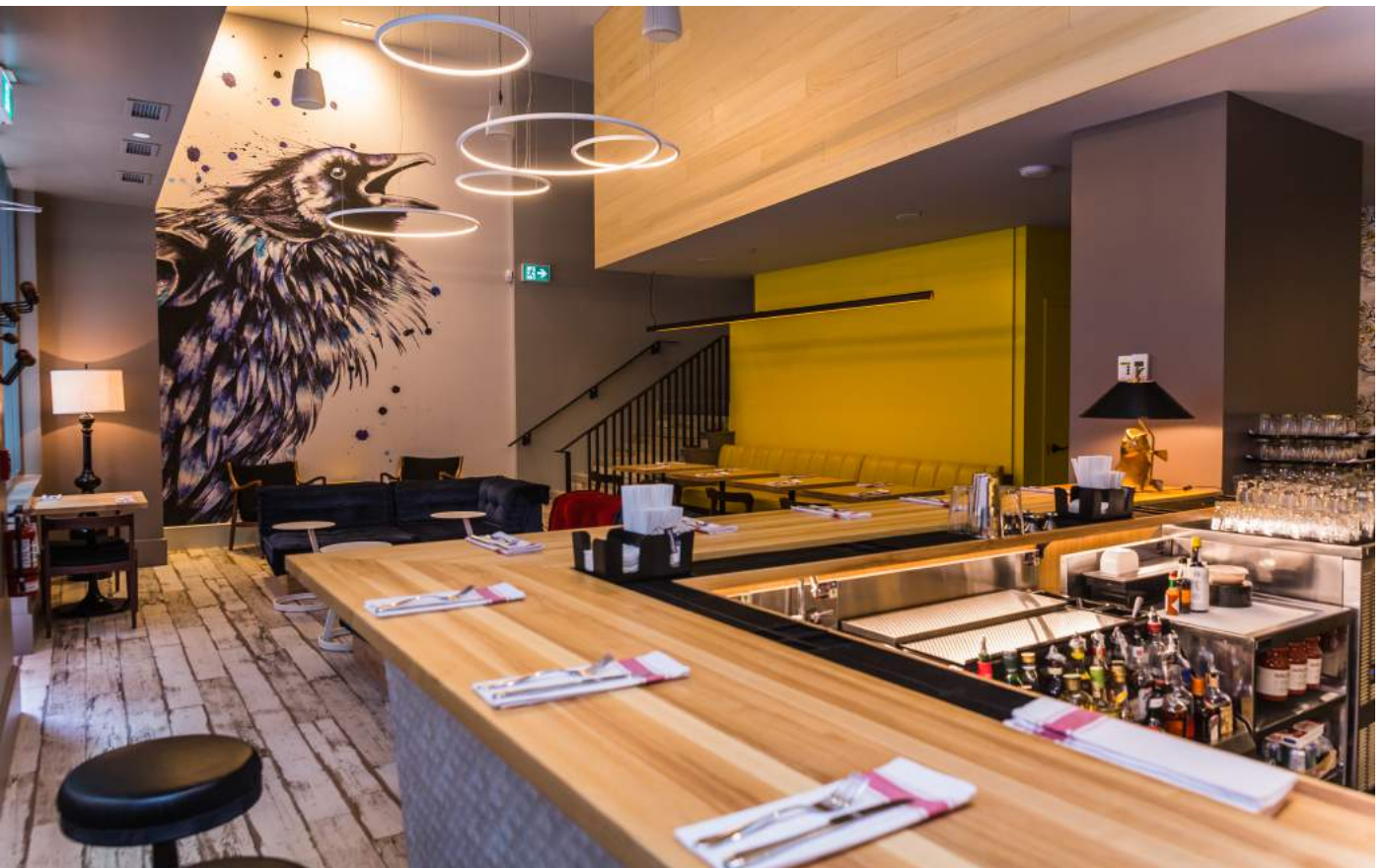
Over our 30 years in business, Shurway has successfully completed over 500 hospitality sector projects, from Victoria in British Columbia, to Yellowknife in the Northwest Territories, to St. John's in Newfoundland and all major cities in between. Our success in the hospitality industry results from identifying and satisfying a client's primary needs. Shurway Contracting understands that the hospitality industry is a 24/7 operation and appreciates the need to limit downtime, optimize access to facilities and maximize the owner's project proforma. The demands of the hospitality sector are truly unique and maximum flexibility and organization is crucial to success.



Our hospitality work specializes in interiors and covers all types and size of hotel asset and all facilities within the asset. This includes guest rooms, premium floors, corridors, lobbies, receptions, conference and ballroom facilities, leisure facilities, bars, restaurants and all related elevator, mechanical and electrical systems.



## RESTAURANTS





# MARKET SECTOR



## RESTAURANTS



The needs of our clients in the restaurant business are many-fold with budgets and timelines always being critical to making a successful business case. Shurway is often engaged at the business case stage by owners to provide early budget information upon which business decisions can be made. Every restaurant project is completely unique and we are often required to assess the practicalities of making spectacular designs work in existing spaces which may have many limitations. Timelines are critical and major items of food service equipment and long lead items, such as ecologizers, must be evaluated in the schedule.



Our work in the restaurant sector includes not only flagship restaurants within major hotels but also many stand-alone restaurants, food courts, bars and lounges.

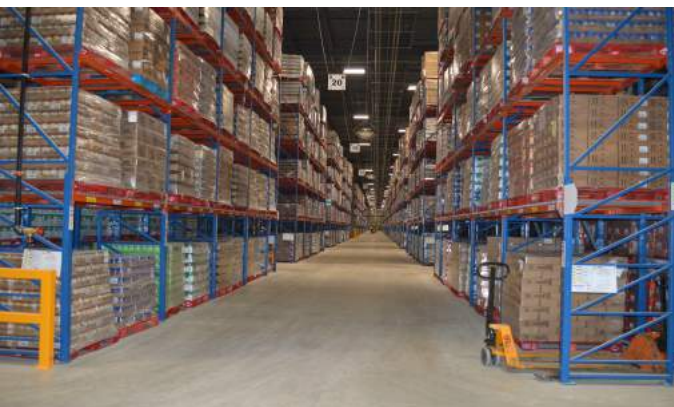
# SHURWAY CONTRACTING LTD.



## INDUSTRIAL

Shurway's work in the industrial sector covers many aspects of construction including:

- Renovations to existing facilities
- Major fit-out or new industrial shells such as our recent \$12 million fit-out of the Kraft Heinz facility
- Office space within warehouses
- New mezzanines where ceiling height permits
- Associated facilities such as landscaping, parking, gate houses and loading docks
- Major freezer facilities on industrial scale
- Fire safety retrofits
- High bay racking





# MARKET SECTOR



## RETAIL



The Canadian retail real estate sector is undergoing major change. New operators are establishing themselves in Canada and existing operators are constantly updating their corporate image. These changes translate into a need for construction work that encompasses base building renovation, tenant fitout and fixturing.



Shurway is experienced in all aspects of retail work including repurposing existing building shells, interior, exterior and systems alterations and tenant fitout and can provide turnkey solutions. Shurway works with all types of retailers including clothing, beverages, furnishings, malls and secure banking facilities.

# SHURWAY CONTRACTING LTD.



## MULTI-RESIDENTIAL



Shurway manages medium and large scale multi-residential and condominium renovations which include lobbies, entrances, corridors, common areas, management offices and suites. In most of our projects the facilities are fully occupied - detailed planning and efficient organizational systems allow us to satisfy the needs of residents, property managers, and owners with timely and efficient renovations without interruption to the operation of the building.



# MARKET SECTOR



## SENIOR LIVING

Shurway's work in the Senior Living asset class builds upon our success in the hospitality and multi-residential sectors. Facilities are often fully occupied, which requires careful planning to minimize downtime and to complete the work in a manner that is safe for residents, while efficient for the owner.

Shurway's work in this sector is focused on interior renovation and includes corridors, lobbies, entrances, suites, restaurants and leisure facilities.



*"I have no hesitation in recommending the construction services of Shurway Contracting Ltd. As an aside, Shurway completed a major \$6 million renovation of a club where I am a member of. While I was not involved in the administration of that project, I can comment that it was a complex project, completed while the Club was in operation. Shurway's work was well received on this project as well.*

Pat McNammara  
Apex Public Relations





# INDUSTRY AFFILIATIONS & CLIENTS



GOW HASTINGS ARCHITECTS





## SHURWAY CONTRACTING LTD.

General Contracting | Construction Management | Project Management

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