

NEWS @ MERIT

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COMMUNITY@MERIT

For the past 32 years, Merit has been a part of an amazing community in Niagara. In an effort to give back to the community we love, we will continue to be involved and assist where possible.

This year, Merit took part in a variety of initiatives throughout the Niagara Region;

- Hotel Dieu Shaver Celebrity Ice Cup Tournament - benefitting the Hotel Dieu Shaver Health & Rehabilitation Centre
- Merit Thanksgiving Food Drive – 135.5 lbs of food donated to our local Community Care
- Adopt a Family – Community Care; \$750 was raised by staff to provide Christmas to a single mother and her two young children.
- Merit Christmas Food Drive – 80 pounds of food donated to our local Community Care



YEAR END REVIEW

December 2016

2016 started with hesitant optimism as we awaited award of three significant projects, leaving us somewhat unsure of the direction the year was going to take us. We are happy to report those projects all moved forward as hoped and made for a successful 2016. We were expecting revenues to be down given we reported our highest annual revenue in 5 years last year. A bright spot though was a doubling of revenues for our South-West Ontario operations, located in London. The other benefit to this past year was it has helped lay a foundation to springboard Merit into 2017 and beyond.

This year brought forward a number of opportunities, which placed us in a position where our work-on-hand volumes moving forward are the highest they have been since June of 2005 and includes work extending in 2018 already.

We feel this is a result of a number of industry trends that align with the client focused, collaborative qualities Merit strives to provide all our project partners.

Examples of this include a renewed interest throughout the public, private and not-for-profit sectors for Construction Management (CM) services; an acknowledgement of the positive attributes a CM relationship contributes to the construction process by including the construction team through the design stages of a project, helping to maintain assigned schedules, and budgets, whilst still providing competitive pricing.



We've also seen an increase in private sector investment locally here in Niagara, which our employees are certainly thankful for as well. Given our well-established relationships in Niagara, these have provided opportunities to showcase the benefits of our team approach close to home.

We would like to thank everyone from the Merit team, to our clients, consultants, trades and industry friends for making 2016 a successful year. January will be a busy month for us and we hope the same for all of you.

Cheers to a prosperous New Year and continued success through all of 2017!