



September 20, 2018

Honourable Stephen McNeil
Premier of Nova Scotia

Dear Premier Stephen McNeil,

As a former business owner, you know that small business is the backbone of Nova Scotia's economy consisting of some 29,000 businesses. Ninety-seven percent (97%) of all private sector businesses in Nova Scotia have fewer than 100 employees.

This pattern is reflected in the Industrial Commercial Institutional (ICI) construction sector, which employs over 31,000 individuals across Nova Scotia. A large majority of the 800 firms we represent are family owned and operated businesses, many based in rural areas of our province. Over the past five years in particular, we have witnessed a very disturbing trend – delayed payment in the ICI sector that is producing increasingly detrimental results for firms in our industry.

The negative impacts of delinquent payments are hurting our economy, softening employment, lowering investment, reducing competition, and unfairly transferring risk down the construction pyramid. As you can see from our survey results (see attached document) these impacts are increasing at an alarming rate.

To effectively tackle this problem, **we are asking the province of Nova Scotia to work with our association and industry to formally introduce Prompt Payment Legislation.** We feel this legislation will provide a win-win-win result for our provincial economy, for our industry and for Nova Scotian workers and their families.

While we clearly understand that each province has autonomy to enact their own legislation and we are only speaking for Nova Scotia, we do ask that you (through the Atlantic Council of Premiers) work to enact legislation that is as similar in practice, language and regulation as possible across Atlantic Canada.

We believe that harmonizing Prompt Payment Legislation will make it easier for our members to grow, compete, invest and create wealth in the region.

We look forward to hearing from you regarding next steps.

Sincerely,

A handwritten signature in blue ink, appearing to read "Duncan Williams".

Duncan Williams
President, Construction Association of Nova Scotia

A handwritten signature in black ink, appearing to read "Chad Wiesner".

Chad Wiesner
Board Chair, Construction Association of Nova Scotia



CONSTRUCTION
ASSOCIATION OF NOVA SCOTIA
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CC: Sam Sanderson, General Manager, Construction Association of Prince Edward Island
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