



**BUILT BY ENGINEERS**  
CONSTRUCTION INC

**Built By Engineers Construction Inc.**

520 Collier MacMillan Drive, Unit 8  
Cambridge, Ontario  
N1R 6R6

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**2019**  
**ANNUAL**  
**REPORT**

# LETTER FROM THE PRESIDENT

**BRIAN COLLIER**

Unit 8, 520 Collier MacMillan Dr.  
Cambridge, ON  
N1R 6R6

April 5, 2020

Built By Engineers Construction Inc. (BBE) was created on December 23, 2013 to service the construction needs for industrial infrastructure in the Region of Waterloo. Prior to the formation of the company, the owner / president, Brian Collier, P.Eng., was a partner in a similar construction company in Cambridge, Ontario. Looking to branch out on my own, I formed this new company and intended on focusing primarily on designing and constructing buildings in the industrial sector with annual target sales in the \$2,000,000 to \$3,000,000 range. Due to the favourable market conditions over the past seven years, BBE was able to increase employee personnel from three employees in year one to twenty two employees where it currently stands.

The first two buildings constructed by BBE were in the commercial sector; a dental clinic, approximately 6,000 ft<sup>2</sup>, and a commercial strip mall, approximately 14,000 ft<sup>2</sup>. As most commercial properties are on highly travelled routes, BBE was able to achieve significant marketing exposure primarily from our presence and job signs, and as a result, our first years' sales were over \$4,000,000.

The growth compounded each year in the commercial sector, with sales increasing to \$6,000,000 in year two and then to \$12,000,000 for each year thereafter. Industrial sales formed only ten percent of sales after year six, and with the opening of a new industrial subdivision within the City of Cambridge, BBE became one of the primary constructors, with 2020 projected sales being in the \$20,000,000 range, prior to the Covid-19 Corona virus. Our diversification across several industries has allowed BBE to continue construction projects as an essential service during this difficult time. Our target market, industrial sales, has been assisted by the City of Cambridge's focus on industrial land sales, which in turn has been assisted by the proximity of Ontario's primary transportation corridor, Highway 401.

BBE's goals are to focus on improving in-house efficiencies prior to attempting to increase sales. We are also heavily involved in the community and have sponsored several years of the Community Home Build Program with the Waterloo Catholic School Board, which exposes high school students interested in the construction trades, to actual on-site construction work with BBE and its associated sub trades. We have also sponsored several academic scholarships, many youth athletic teams, and provide Co-Op education training for those pursuing careers in engineering and architecture.

As with every business, our success has been based on services, performance, and our ability to achieve or clients' goals in a cost effective manner. Our success is based on focusing on functional floor plans built around the process of our customers, integrating attractive interior design features, ensuring superior engineering services (structural, mechanical, electrical), all housed in a building with great architectural appeal.

Sincerely,



Brian Collier, P.Eng  
President

Built By Engineers Construction Inc.

# BUSINESS AT A GLANCE

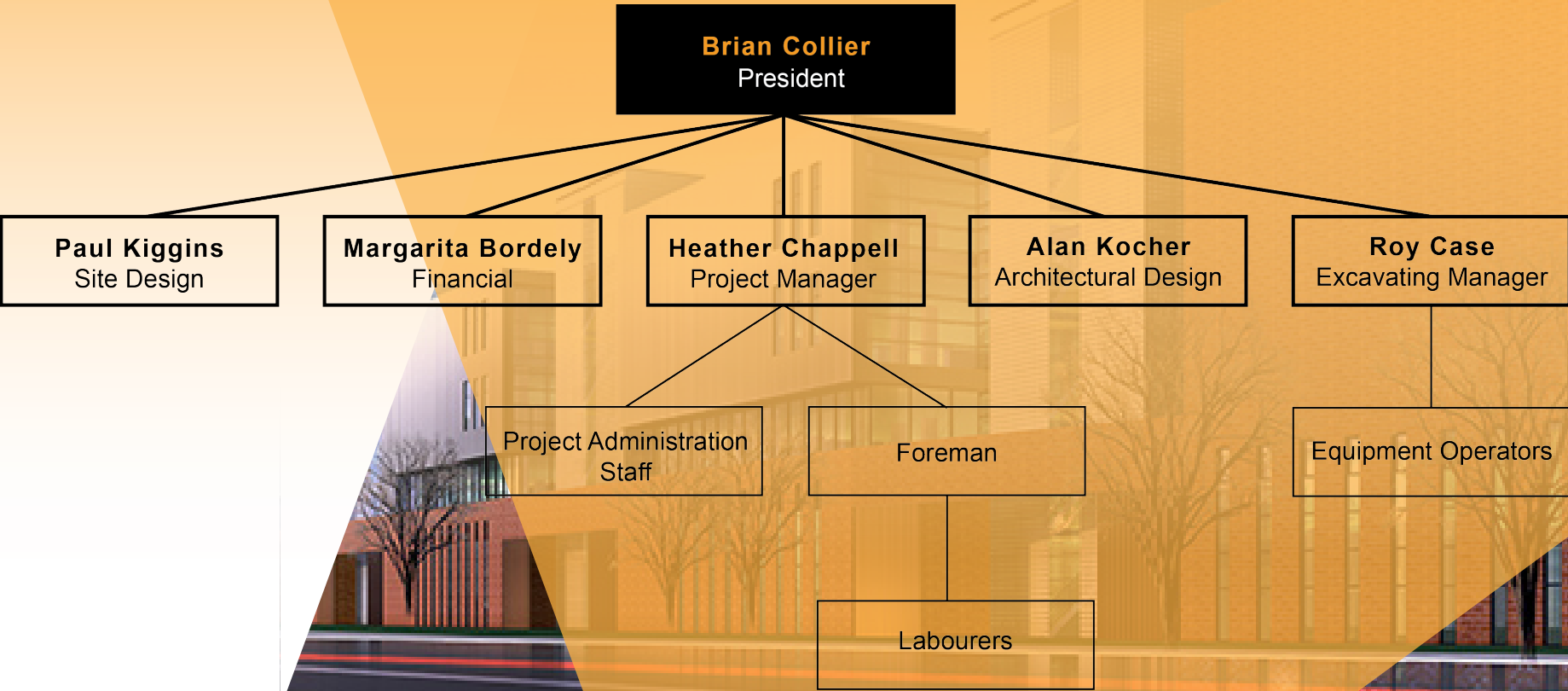
Built by Engineers operates primarily in the commercial and industrial building markets. We offer complete in-house design and construction packages. We have an extensive background in Greenfield developments, pre-engineered and conventional building structures and site developments. Our engineers have an excellent reputation in their ability to solve; complex structural problems, construct new buildings, and renovate / retrofit existing structures.

**We have had continued successes in the following market areas:**  
**Industrial**

- Heavy Industrial – Quikrete, 40,000 sq.ft, \$2,400,000
- Light Industrial – National Research, 24,000 sq.ft. \$2,500,000
- Manufacturing – Armour Alloys, 20,000 sq.ft., \$2,200,000
- Tool and Die – Dilast Tool and Die, 10,000 sq.ft addition, \$500,000
- Warehouse & Distribution – Document Imaging Partners, 16,000 sq.ft, \$2,200,000
- Industrial Strip Malls – 129 Pinebush Road,30,000 sq.ft., \$3,300,000

**Commercial**

- Offices – 270 Derry Road West, Mississauga, \$4,300,000
- Medical Clinic – 725 Coronation Blvd - \$6,000,000
- Dental Clinics - Ainslie Dental Clinic, 6,000 sq.ft. \$2,100,000
- Food and Beverage – Tim Horton’s, 2,5000 sq.ft. - \$720,000
- Commercial Strip Mall – Light Drive, 14,000 sq.ft. - \$1,600,000
- Automotive – Cambridge Kia, \$14,000 sq.ft., \$2,400,000
- Storage Facilities – Franklin Self Storage, 30,000 sq.ft., \$740,000
- Retail – Source Flooring, 13,000 sq.ft. - \$2,100,000





2018/2019

FINANCIAL STATEMENT

Built By Engineers Income Statement Jan 01, 2019 to Dec 31, 2019

MISSION STATEMENT

To design and construct buildings designed around the customers process, engineered beyond code requirements, housed in a building with superior architectural features

Safety

BBE prides itself on its safety records. We have next to zero lost time incidents and one of the highest WSIB ratings possible. We have achieved this by implementing a safety program that makes everyone accountable from the president of the company down to a general labourer, and by regular training and on-site safety talks

REVENUE

Contracts

Commercial - New Projects \$7,802,217.80  
Commercial - Interior Fit Up 349,387.05  
Commercial - Renovations 3,946,031.94  
Commercial - Repairs 1,896.54  
Site Work 646,825.60  
Sales 107,810.90  
Early Payment Sales Discounts 0.00  
Net Contracts \$12,854,169.83

Other Revenue

Interest Revenue \$3.70  
Miscellaneous Revenue 1,627.80  
Total Other Revenue \$1,631.50

TOTAL REVENUE 12,855,801.33

EXPENSE

Cost of Goods Sold

Dues and Licenses \$57,401.84  
Subcontracts 9,512,305.79  
Purchases 997,749.96  
Early Payment Purchase Discounts -661.05  
Net Purchases 997,088.91  
Total Cost of Goods Sold \$10,566,796.54

Payroll Expenses

Wages & Salaries \$950,841.28  
EI Expense 17,074.35  
CPP Expense 36,907.07  
WSIB Expense 21,924.04  
EHT Expense 9,094.82  
Employee Benefits 69,329.43  
Total Payroll Expense \$1,105,170.99

General & Administrative Expenses

Consultants \$170,908.19  
Accounting & Legal 28,620.13  
Advertising & Promotions 18,082.06

Training 3,264.59  
Business Fees & Licenses 7,737.50  
Cash Short/Over -10.93  
Credit Card Charges 992.63  
Donations 7,450.00  
Insurance 68,837.07  
Interest & Bank Charges 5,965.91  
IT Expense 12,555.51  
Penalties and Interest 230.25  
Office Supplies 24,054.63  
Office Equipment Lease 1,473.15  
Meals 21,170.57  
Mileage, Parking, Toll Fees 4,451.04  
Motor Vehicle Lease Expense 89,747.32  
Auto Gas 91,973.63

Miscellaneous Expenses 2,298.73  
Auto Repair and Maintance 12,728.03  
Equipment Lease Expenses 66,386.82  
Rent 27,750.00  
Equipment Repair & Maintenance 36,357.30  
Small Tools 1,346.96  
Safety Expense 1,617.49  
Security System 871.38  
Telephone 26,189.25  
Utilities 24,369.46  
Travel 1,637.05

Total General & Admin. Expenses \$759,055.72  
TOTAL EXPENSE \$12,431,023.25  
NET INCOME \$424,778.08

