



MANAGEMENT'S DISCUSSION AND ANALYSIS
QUARTER ENDED SEPTEMBER 30, 2014

Management's Discussion and Analysis

The following Management's Discussion and Analysis ("MD&A") of Bird Construction Inc.'s ("the Company" or "Bird") financial condition and results of operations should be read in conjunction with the December 31, 2013 consolidated financial statements of Bird Construction Inc. This discussion contains forward-looking statements, which are subject to a variety of factors that could cause actual results to differ materially from those contemplated by these statements. See "Forward-Looking Information". Some of the factors that could cause results or events to differ from current expectations include, but are not limited to, the factors described under "Risks Relating to the Business" and "Risks Relating to the Shares" included in the Company's most current Annual Information Form dated March 7, 2014. This MD&A has been prepared as of November 6, 2014. Additional information about the Company is available through the System for Electronic Document Analysis and Retrieval (SEDAR) at www.sedar.com and includes the Company's Annual Information Form and other filings.

TABLE OF CONTENTS

EXECUTIVE SUMMARY:	3
RECENT HIGHLIGHTS:.....	3
NATURE OF THE BUSINESS:.....	4
STRATEGY:	4
HEALTH AND SAFETY:	4
INCREASING PROFITABILITY:	5
ATTRACTING AND RETAINING PEOPLE:	5
KEY PERFORMANCE DRIVERS:	5
RESULTS OF OPERATIONS:	7
FUTURE OPERATING PERFORMANCE:.....	8
ACCOUNTING POLICIES:	9
SUMMARY OF QUARTERLY RESULTS:	10
FINANCIAL CONDITION, CAPITAL RESOURCES AND LIQUIDITY:	11
DIVIDENDS:	13
CAPABILITY TO DELIVER RESULTS:	13
CONTRACTUAL OBLIGATIONS:	14
OFF BALANCE SHEET ARRANGEMENTS:	14
CRITICAL ACCOUNTING ESTIMATES:	14
OUTSTANDING COMMON SHARE DATA AND STOCK EXCHANGE LISTING:.....	15
CONTROLS AND PROCEDURES:.....	15
RISKS RELATING TO THE BUSINESS:.....	15
TERMINOLOGY:	17
FORWARD-LOOKING INFORMATION:	17

EXECUTIVE SUMMARY:

(thousands of dollars, except per share amounts)	For the nine months ended September 30,	
	2014	2013
Income Statement Data		
Revenue	\$ 973,891	\$ 967,997
Net income ⁽¹⁾	23,355	6,382
Basic and diluted earnings per share	0.55	0.15
Cash Flow Data		
Cash flows from operations before changes in non-cash working capital	43,680	25,453
Cash flows from (used in) operations	2,324	(46,640)
Additions to property and equipment ⁽²⁾	14,358	13,387
Cash dividends paid	24,223	23,779
Cash dividends declared per share	0.57	0.56
	<u>September 30, 2014</u>	<u>December 31, 2013</u>
Balance Sheet Data		
Total assets	631,150	648,051
Working capital	104,030	120,362
Loans and borrowings (including current portion)	31,106	39,369
Shareholders' equity	176,704	177,296

⁽¹⁾ includes comprehensive income, hereafter referred to as net income

⁽²⁾ computer software purchases included in intangible assets

RECENT HIGHLIGHTS:

- The positive earnings momentum established in the second quarter of 2014 continued into the third quarter producing a net income of \$12.4 million on construction revenue of \$370.4 million compared with \$3.6 million and \$367.3 million, respectively in 2013. The increase in the third quarter 2014 earnings compared to third quarter of 2013 is primarily attributable to increased gross profit resulting from an increase in the relative significance of higher margin industrial projects executed this year compared to a year ago.
- During the nine months ended September 30, 2014, the Company generated revenues of \$973.9 million and net income of \$23.4 million, compared with revenues of \$968.0 million and net income of \$6.4 million in the comparative period of 2013. The increase in 2014 earnings is primarily a result of higher gross profits due to a shift in the Company's work program to higher margin industrial work combined with the adverse impact of a project loss recorded in 2013 earnings.
- The Company secured \$1,045.9 million of new construction contracts, including change orders on existing contracts during the nine months ended September 30, 2014, which contributed to a Backlog at September 30, 2014 of \$1,340.7 million, compared with \$1,268.7 million at December 31, 2013 and \$1,100.4 million at September 30, 2013.
- The Company's Board of Directors declared monthly dividends of \$0.0633 per share for December 2014, and January and February 2015.

NATURE OF THE BUSINESS:

The Company operates as a general contractor in the Canadian construction market with offices in St. John's, Halifax, Saint John, Wabush, Montreal, Toronto, Winnipeg, Calgary, Edmonton, St. Albert and Vancouver. The Company and its predecessors have been in operation for 93 years. The Company focuses primarily on projects in the industrial, commercial and institutional sectors of the general contracting industry. Within the industrial sector Bird constructs industrial buildings and performs civil construction operations including site preparation, concrete foundations, underground piping and earthwork for clients primarily operating in the oil and gas and mining businesses. Within the commercial sector, Bird's operations include the construction and renovation of shopping malls, big box stores, office buildings and selected high rise condominiums and apartments. Within the institutional sector Bird constructs hospitals, schools, prisons, courthouses, government buildings and retirement facilities. In all sectors, Bird contracts with its clients using a combination of fixed price, design-build, unit price, cost reimbursable, guaranteed upset price and construction management contract delivery methods.

While Bird self-performs some elements of its projects, particularly in the industrial market sector and in conjunction with its civil construction and contract mining operations, the majority of the overall construction risk rests with Bird's subcontractors. The scope of work of each subcontractor is generally defined by the same contract documents that form the basis of the Company's agreements with its clients. The terms of the agreements between the Company and its clients are generally replicated in the agreements between the Company and its subcontractors. These "flow-down" provisions substantially mitigate the risk borne by the Company. Depending on the value of the work, the Company may require bonds or other forms of contract security including enrolling our subcontractors in Bird's subcontractor default insurance program which will mitigate exposure to possible additional costs should a contractor not be able to meet their contractual obligations. Bird's primary constraint on growth is the ability to secure new work at reasonable margins and the availability of qualified professional staff who can be assigned to manage the projects.

STRATEGY:

Overall, Bird's strategic objectives are to increase Company profitability to provide attractive and sustainable returns for our shareholders; a commitment to provide superior value-added services to our clients; and providing meaningful and safe working environments for our employees and those of our partners.

The fundamental elements of Bird's strategy include:

HEALTH AND SAFETY:

As befitting of a Company that started out as a family business, critical to Bird's successful growth is our continued commitment to the health and safety of the employees who work on our sites and in our offices every day. This is a critical component of our operational strategy, a core company value, and a key corporate social responsibility.

Our commitment goes beyond this, though. At Bird, we understand that a corporate commitment to safety also pays tremendous dividends in both business and human capital. In addition to reducing related health and safety costs, reducing property damage and improving loss management outcomes, a robust safety program contributes to employees and other stakeholders to feel more valued and engaged. This, in turn, produces a stronger commitment to product and service quality, improved productivity, and client satisfaction.

From planning to execution, effective communication, documentation, orientation, training, and ongoing review and analysis of our activities and processes is vigorously undertaken to ensure continuous improvement in all facets of our operations. This will better prepare and support all of our workers and managers to serve as safety leaders in the construction industry.

In a highly competitive business environment, resourcing remains one of the greatest challenges facing the construction industry. Bird's commitment to the health and safety of our employees and other partners

enhances both employee recruitment and retention and will serve to provide a strategic competitive advantage, allowing us to continue to successfully pursue and execute challenging work.

INCREASING PROFITABILITY:

Bird will continue to pursue organic growth by emphasizing its long-standing record of providing a quality product and service to our clients and thereby continue to secure new work with many of our clients on a repeat basis. We will continue to emphasize operational excellence through strict and disciplined adherence to our many risk management and project control policies and practices to ensure that we are able to deliver the financial returns expected from our construction projects. We will continue to show a preference for design-build construction contracts where our proven track record provides us with a source of competitive advantage in the construction market. However, we will continue to offer our clients other contract delivery methods including fixed price, unit price, cost reimbursable and construction management arrangements to satisfy their needs.

The Company will continue to focus on larger and more complex construction projects which typically offer greater profit margins. In order to achieve this, we will continue to enter into joint venture arrangements with partners where it is appropriate to do so. These arrangements are typically beneficial to the Company because they offer a pooling of resources required to complete larger, complex projects and partnering allows for the spreading of operational and financial risk amongst the partners. In the Public Private Partnership ("PPP") market, we will continue to pursue an equity position in these projects as a means to support our construction operations.

To broaden the scope of our construction services, the Company is self-performing a greater proportion of our heavy civil construction operations, including earthmoving operations. This component of our business is becoming more significant and serves to diversify our earnings and generate higher returns. We will continue to aggressively grow this element of our business. In addition, we are actively growing maintenance services provided to support our oil sands clients. This initiative serves to diversify revenues, making us less dependent on new construction programs and further builds customer relationships.

ATTRACTING AND RETAINING PEOPLE:

The success of Bird is very much dependent on the Company's ability to attract, develop and retain a highly skilled workforce at all levels within the organization including executives, management, professional staff and craft workers. Competition for the noted workforce is intense and therefore it is critical that Bird be seen by current and prospective employees as a highly attractive place to work. Bird continues to implement relevant human resource programs designed to enhance our recruiting efforts, introduce new and innovative training programs, promote leadership development, support career planning and ensure that our compensation programs remain competitive.

KEY PERFORMANCE DRIVERS:

Securing profitable construction contracts and then controlling the costs during the execution of that work are key drivers of success for the Company.

In order to achieve this, new work must be available, which is a function of the general state of the economy. In periods of strong economic growth, capital spending will generally increase and there will be more opportunities available in the construction industry. In economic downturns, fewer opportunities typically exist and competition for those opportunities becomes even more intense, generally resulting in lower gross profit percentages. The Company must be successful in securing profitable work when it is available. The construction industry is highly fragmented and accordingly, the Company competes with a number of international, national, regional and local construction firms. One of the Company's competitive advantages rests in its long-standing reputation for delivering high quality projects that fully meet the needs of the customer, which enables the Company to secure repeat business from many of our clients.

The Company's success in securing work is also reflected in the value of Backlog. The following table shows the Company's Backlog at the end of the comparative reporting periods. The Company's Backlog level of \$1,340.7 million at September 30, 2014 compares with \$1,268.7 million at December 31, 2013. The increase in Backlog since the last year end is attributable to a continued number of securements in the first nine months of 2014 throughout our operations. The Company continues to secure a significant level of new awards across our geographic and operational market sectors including industrial operations. The Company must continue to be successful in securing additional projects in all of its geographic and operational markets to achieve its strategic objectives.

Backlog (thousands of dollars)	September 30, 2014	September 30, 2013	December 31, 2013
Backlog	\$ 1,340,700	\$ 1,100,400	\$ 1,268,700

Once the Company has secured a potentially profitable contract, the profitability of that contract, measured by the Gross Profit Percentage, is primarily a function of management's ability to control the costs associated with that contract and achieve productivity objectives associated with the contract. The following table shows the Gross Profit Percentage realized by the Company in the comparative periods.

Nine months ended September 30, 2014	Nine months ended September 30, 2013	Year ended December 31, 2013
8.1%	5.8%	5.4%

In 2014 to date, the Company has realized a gross margin percentage of 8.1% compared with 5.8% realized in the comparable period in 2013. The improvement in the 2014 gross margin percentage compared with last year is due to a shift in the composition of the Company's work program to higher margin work, primarily executed in the industrial sector, combined with the adverse impact of a project loss recorded in 2013. We expect the positive impact of this shift towards industrial sector work to continue for the balance of this year and into 2015.

Financial condition

The Company must have adequate working capital and equity retained in the business to support its ongoing operations, including surety and contract security requirements. The Company continually monitors the adequacy of its working capital and equity to satisfy contract security needs. The following shows the working capital and equity of the Company in the comparative reporting periods.

(thousands of dollars)	September 30, 2014	September 30, 2013	December 31, 2013
Working capital	\$ 104,030	\$ 130,389	\$ 120,362
Shareholders' equity	\$ 176,704	\$ 179,522	\$ 177,296

A small reduction in the amount of shareholders' equity since the beginning of the year is primarily due to common share dividends slightly exceeding earnings in the period, which is more a function of the slow start to the year experienced in the first quarter of 2014. The decline in the amount of working capital in the nine months ended September 30, 2014 is a result of the use of cash to fund dividends in excess of earnings, cash used to repay long-term debt, and a shift in the composition of income taxes from deferred taxes at the end of last year to current income taxes payable during the period. Despite the reduction in equity and working capital in the first nine months of 2014, the Company believes it continues to have sufficient working capital and equity to conduct its business in the ordinary course.

Safety

At Bird, we believe that safety and production are complementary and that it is only through a relentless commitment to safe production that we can deliver the best value to our clients, ensuring quality and profitability by creating a safe working environment that allows our workers and those of our subcontractors to

work productively and effectively. The reality is construction can be a high-risk industry and safe production does not just happen. It is the logical consequence of ceaseless dedication and passion combined with sound policy, best practices and continuous improvement.

Accordingly, our goal is to be recognized as a safety leader within our industry, ensuring that all work on our sites is safely executed to exacting quality standards by continuously identifying, assessing and effectively eliminating or controlling all hazards and risks in order to promote the safety and productivity of our workers. By continuously developing and supporting our managers, supervisors and workers, ensuring they are appropriately oriented and trained to understand and meet the opportunities and challenges that face them, we continue to foster not only a robust safety program and a healthy, collaborative organizational culture, but the shared understanding that safe production is everybody's responsibility, every minute of every day on every job.

By working collaboratively with our employees, our subcontractors, our suppliers, our clients and other partners to achieve this goal, we strive to not only ensure that every worker leaves our sites and our offices every day just as healthy and safe as when they arrived, but that in the course of their work they are as engaged and prideful as we are about delivering quality and value in the safest manner possible.

In the first nine months of 2014, Bird executed 3,359,242 manhours of work (3,178,691 manhours at September 30, 2013), incurring two lost time incidents (LTIs) for an LTI frequency of 0.12.

Lost Time Incident Frequency

Nine months ended September 30, 2014	Nine months ended September 30, 2013	Year ended December 31, 2013
0.12	0.31	0.23

RESULTS OF OPERATIONS:

NINE MONTHS ENDED SEPTEMBER 30, 2014 COMPARED WITH NINE MONTHS ENDED SEPTEMBER 30, 2013

In the first nine months of 2014, the Company generated net income of \$23.4 million on construction revenue of \$973.9 million compared with \$6.4 million and \$968.0 million, respectively, in 2013. The increase in earnings is primarily a result of higher gross profit resulting from a shift in the Company's work program to higher margin industrial work combined with the adverse impact of a project loss recorded in 2013.

Construction revenue for the nine months ended September 30, 2014 of \$973.9 million is comparable with the \$968.0 million recorded in the respective period of 2013. Although construction revenues are similar in the years, the Company has experienced a shift in the composition of revenue to the industrial market, primarily due to the execution of a number of significant contracts secured in this sector. The increase in industrial revenues has been to a large extent offset by a decline in construction revenue from our commercial market.

During the first nine months of 2014, the Company's gross profit increased by \$22.9 million to reach \$78.9 million compared with \$56.0 million recorded a year ago. A 41% increase in the amount of 2014 gross profit is primarily due to a shift in the Company's work program to higher margin industrial work combined with the adverse impact of a project loss recorded in 2013. In the first nine months of 2014, the Company's gross margin percentage of 8.1% has increased from the 5.8% recorded a year ago.

For the nine months ended September 30, 2014, general and administrative expenses of \$48.9 million (5.0% of revenue) compares with \$46.4 million (4.8% of revenue) in 2013. The increase in 2014 expenses is primarily attributable to an increase in project pursuit costs as the Company continues to aggressively pursue new work in the PPP market combined with an increase in total compensation expense to support the Company's current work program.

Finance income of \$2.2 million was comparable to the \$2.1 million recorded in the first nine months of 2013.

Finance costs of \$1.6 million were \$1.3 million lower than the first nine months of 2013, due in part to lower interest costs on long-term debt resulting from a reduction in the amount of debt outstanding in 2014, along with a reduction in interest expense relating to the accretion of accounts payable and other liabilities.

For the nine months ended September 30, 2014, income tax expense of \$7.2 million was \$4.7 million higher than 2013, consistent with higher current period pre-tax earnings.

THREE MONTHS ENDED SEPTEMBER 30, 2014 COMPARED WITH THREE MONTHS ENDED SEPTEMBER 30, 2013

In the third quarter of 2014, the Company generated net income of \$12.4 million on construction revenue of \$370.4 million compared with \$3.6 million and \$367.3 million, respectively, in 2013. The improvement in the third quarter 2014 net income is a result of higher gross profit due to the increase in the relative significance of our industrial projects executed in the period.

Construction revenue in 2014 of \$370.4 million is comparable with the \$367.3 million recorded in the third quarter of 2013. As noted in the year to date results, revenues are similar between the periods, however the Company has experienced a shift in the composition of revenue to the industrial market, primarily due to the execution of a number of significant contracts secured in this sector. The increase in industrial market sector revenues was offset by a decline in construction revenue from our commercial market sector, where the Company is experiencing some difficulty replicating the large work program executed in these markets throughout 2013.

In the third quarter ended September 30, 2014, the Company's gross profit increased by 52.5% to \$33.4 million compared with \$21.9 million recorded a year ago. In the third quarter of 2014, the Company's gross margin percentage of 9.0% exceeds the 6.0% margin percentage recorded in 2013. The \$11.5 million increase in the amount of 2014 gross profit is attributable to the ability of the Company to generate higher gross margin percentages from our industrial work program.

In the third quarter, general and administrative expenses of \$17.3 million (4.7% of revenue) compared with \$16.2 million (4.4% of revenue) in 2013. The \$1.1 million increase in general and administrative expense is attributable to an increase in compensation expense to support the Company's current work program.

Finance income of \$0.6 million was \$0.3 million higher than the amount recorded in the third quarter of 2013. The increase is primarily due to the Company reporting a lower unrealized loss on the Company's preferred share investment portfolio compared to last year, resulting from changes in the market price of the investment portfolio in the respective periods.

Finance costs of \$0.5 million were \$0.5 million lower than the third quarter of 2013, primarily due to lower interest costs on long-term debt due to lower levels of debt outstanding combined with a reduction in interest expense relating to the accretion of accounts payables and other liabilities.

In the third quarter of 2014, income tax expense of \$3.7 million was \$2.3 million higher than 2013, consistent with higher pre-tax earnings.

FUTURE OPERATING PERFORMANCE:

We expected 2014 earnings to improve from that produced in 2013 based on the existence of strong Backlog at the beginning of the year with higher embedded margins and an expectation for stronger demand in 2014 for our construction services in the industrial market. Despite getting off to a slow start in the first quarter of the year, the Company's strong earnings performance in the last two consecutive quarters supports the improved outlook for 2014. The positive earnings momentum of these past two quarters is anticipated to continue for the balance of the year and into 2015 as we proceed with the execution on a number of significant projects.

The industrial market contributed 37% of 2013 revenues (43% in 2012). The relative contribution from this sector has increased in the year to date and management remains confident that the revenues and gross profit from this market will contribute further earnings in the balance of 2014 similar to that in the first nine months

of the year. This market will also provide strong earnings prospects as we move into 2015. The execution of our significant project Backlog is performing well. In western Canada, the industrial market remains strong, supported by a number of new awards in 2014 and a strong level of Backlog in this market at the end of the quarter. Management anticipates that the industrial market will remain strong through the balance of 2014 and into 2015 providing the Company with continued opportunities and strong earnings potential notwithstanding some concerns surrounding the recent decline in commodity prices combined with uncertainty regarding product transportation capacity. In eastern Canada, the mining sector is expected to remain very competitive and slow in the balance of 2014 and into 2015. To replace reduced mining revenues, the Company continues to aggressively pursue a number of other opportunities in the industrial sector that will contribute to our performance.

The institutional sector represented 26% of 2013 revenues (37% in 2012). There continues to be a number of opportunities available in this market; however, competition for these projects continues to be intense. The Company is active in the PPP market and has and will continue to aggressively pursue these projects in the balance of 2014 and into 2015. Although we may be successful in securing new contract awards, due to the timing of the awards, the impact on our financial results from these projects will not have any significant impact until next year. The strength of this sector varies across our operating areas and we are looking at ways to re-allocate our resources to address the available opportunities.

The retail and commercial sector represented 37% of 2013 revenues (20% in 2012). While we continue to maintain a reasonable amount of Backlog in this market, we will not be able to replicate the size of our work program completed in 2013. On a positive note, we have recently seen an increase in activity levels in this market sector in western Canada which may result in higher volumes and gross profit for 2015 compared to the current year.

Backlog

During the nine months ended September 30, 2014, the Company secured \$1,045.9 million in new construction contracts (including change orders to existing contracts) and put in place \$973.9 million of work resulting in Backlog at September 30, 2014 of \$1,340.7 million. With respect to the current Backlog, \$354.7 million is expected to be put in place during 2014, leaving \$986.0 million to carry forward to 2015 and beyond. The following table outlines the changes in the amount of the Company's Backlog throughout the current fiscal period and with a comparison to the prior year.

Backlog	
(millions of dollars)	
December 31, 2012	\$ 1,073.9
Securements and Change Orders in 2013	1,518.3
Acquisition from Nason	8.2
Realized in construction revenues in 2013	<u>(1,331.7)</u>
December 31, 2013	\$ 1,268.7
Securement and Change Orders in 2014	1,045.9
Realized in construction revenues in 2014	<u>(973.9)</u>
September 30, 2014	\$ <u><u>1,340.7</u></u>

In addition to Backlog at September 30, 2014, the value of uncompleted construction management contract work, for which the Company acts as an agent for the client, is \$50.1 million, compared with \$41.8 million at December 31, 2013.

ACCOUNTING POLICIES:

The Company's significant accounting policies are outlined in the notes to the audited December 31, 2013 Consolidated Financial Statements. The Interim Consolidated Financial Statements were prepared using the same accounting policies as our most recent annual consolidated financial statements.

Future accounting changes

IFRS 9 *Financial instruments* was issued in November 2009 and amended in October 2010. IFRS 9 introduces new requirements for the classification and measurement of financial assets. Under IFRS 9, financial assets are classified based on the business model in which they are held and the characteristics of their contractual cash flows. Requirements for financial liabilities were added in October 2010, and they largely carried forward existing requirements in IAS 39 *Financial instruments - recognition and measurement*, except that fair value changes due to credit risk for liabilities designated at fair value through profit and loss would generally be recorded in other comprehensive income. In November 2013, a new general hedge accounting standard was issued, which forms part of IFRS 9. The new general hedge accounting standard will align hedge accounting more closely with risk management. This new standard does not fundamentally change the types of hedging relationships or the requirement to measure and recognize ineffectiveness; however, it will provide more hedging strategies that are used for risk management to qualify for hedge accounting and introduce more judgment to assess the effectiveness of a hedging relationship. The new standard removes the 2015 effective date of IFRS 9. The new mandatory effective date will be determined once the classification and measurement and impairment phases of IFRS 9 are finalized; however, in its February 2014 meeting, the IASB tentatively decided that IFRS 9 would be mandatorily effective for annual periods beginning on or after January 1, 2018. The Company does not intend to adopt IFRS 9 in its financial statements for the annual period beginning on January 1, 2014, and the extent of the impact of adoption of IFRS 9 has not yet been determined.

On May 28, 2014, the IASB issued IFRS 15 *Revenue from contracts with customers*. The new standard is effective for fiscal years ending on or after December 31, 2017, and is available for early adoption. IFRS 15 will replace IAS 11 *Construction contracts* and IAS 18 *Revenue*. The standard contains a single model that applies to contracts with customers and two approaches to recognizing revenue: at a point in time or over time. The model features a contract-based five-step analysis of transactions to determine whether, how much and when revenue is recognized. New estimates and judgmental thresholds have been introduced, which may affect the amount and/or timing of revenue recognized. The Company intends to adopt IFRS 15 in its financial statements for the annual period beginning on January 1, 2017. The extent of the impact of adoption of the standard has not yet been determined.

SUMMARY OF QUARTERLY RESULTS:

The table below summarizes the results for the eight most recent quarters (in thousands of dollars, except per share amounts). Although the Company experiences some seasonality in its business, variations in net income from quarter to quarter primarily reflect the differences in the profitability of the contracts administered in the respective quarters. Contracts typically extend over several quarters and sometimes over several years. For purposes of quarterly financial reporting, the Company must estimate the cost required to complete each contract to assess the overall profitability of the contract and the amount of gross profit to recognize for the quarter. Such estimating includes contingencies to allow for certain known and unknown risks. The magnitude of the contingencies will depend on the nature and complexity of the work to be performed. As the contract progresses and remaining costs to be incurred and risk exposures become more certain, contingencies will typically decline, although certain risks will remain until the contract has been completed, and even beyond. As a result, earnings may fluctuate significantly from quarter to quarter, depending on whether large and/or complex contracts are completed or nearing completion during the quarter, or have been completed in immediately prior quarters.

There are also a number of other factors that can affect the Company's revenues and profit from quarter to quarter. These include the timing of contract awards, the value of subcontractor billings and project scheduling. Management does not believe that any individual factor is responsible for changes in revenue from quarter to quarter.

(thousands of dollars)	2012	2013				2014		
	<u>Q4</u>	<u>Q1</u>	<u>Q2</u>	<u>Q3</u>	<u>Q4</u>	<u>Q1</u>	<u>Q2</u>	<u>Q3</u>
Revenue	420,292	288,464	312,265	367,268	363,692	274,674	328,835	370,382
Net income	24,704	2,431	327	3,624	5,708	915	10,015	12,425
Earnings per share	0.58	0.06	0.00	0.09	0.13	0.02	0.24	0.29

FINANCIAL CONDITION, CAPITAL RESOURCES AND LIQUIDITY:

The following table presents a summary of the Company's financial condition for the periods indicated.

(thousands of dollars)	<u>September 30, 2014</u>		<u>December 31, 2013</u>	
Financial Position Data				
Cash and cash equivalents	\$	94,555	\$	138,350
Investment in marketable securities		13,874		13,657
Working capital		104,030		120,362
Long-term debt		31,106		39,369
Shareholders' equity		176,704		177,296

The Company believes it has sufficient working capital and equity retained in the business to support operations. The Company expects to utilize cash from operations, existing working capital, including cash and cash equivalents amounts, and draws on its credit facilities to fund liabilities as they become due, finance future capital expenditures and pay dividends on its common shares.

As a component of working capital, the Company maintains balances of cash, cash equivalents and investments in liquid securities. At September 30, 2014, these balances consisted of \$94.6 million of cash and cash equivalents and \$13.9 million of liquid securities for a total of \$108.5 million. The non-cash net current asset/liability position fluctuates significantly in the normal course of business from period to period, primarily due to the timing of differences between the settlement of payables due to subcontractors and suppliers, billings and collection of receivables from clients, and also the timing in the settlement of income taxes payable. The Company's cash balances absorb these fluctuations with no net impact to the Company's net working capital position or ability to access contract surety support. The Company believes it has sufficient working capital to support its contract security requirements.

Credit Facilities

The Company has a number of credit facilities available to it to support the issuance of letters of credit, finance future capital expenditures and finance the day-to-day operations of the business.

Issuance of Letters of Credit

The Company has available \$131.5 million of demand facilities used to primarily support the issuance of letters of credit. All letters of credit issued under these facilities are supported by the pledge of Company-owned financial instruments.

Letters of credit are typically issued to support the Company's performance obligations relating to PPP construction projects. The following table outlines the amount of the credit facilities, the amount of issued letters of credit and the amount of collateral pledged in support of the outstanding letters of credit.

(thousands of dollars)	<u>September 30, 2014</u>		<u>September 30, 2013</u>		<u>December 31, 2013</u>	
Operating line of credit	\$	131,500	\$	131,500	\$	131,500
Letters of credit issued	\$	8,202	\$	20,945	\$	23,487
Collateral pledged to support letters of credit	\$	28,177	\$	29,922	\$	30,825

The reduction in the amount of outstanding letters of credit to date is a result of the cancellation of previously issued letters of credit as we fulfill our performance obligations which were supported by the issued security.

Operating Lines of Credit

a) Committed revolving line of credit:

The Company has a committed unsecured revolving line of credit for \$30.0 million with a Canadian chartered bank. The facility expires on September 28, 2017. This facility may be used in the normal course of business for general working capital purposes, fund future capital expenditures and qualifying permitted acquisitions. At September 30, 2014, no amounts were outstanding under this facility. This

credit facility includes standard default and covenant provisions whereby accelerated repayment may be required if the Company were to violate certain financial covenants.

b) Committed revolving line of credit:

A subsidiary of the Company has a committed revolving credit facility of \$20.0 million, maturing on May 31, 2015. The facility may be used to finance normal course operations of the subsidiary. Borrowings under this facility are secured by a first charge against the accounts receivable of the subsidiary. At September 30, 2014, the Company had no outstanding amounts due under this facility. This credit facility includes standard default and covenant provisions whereby accelerated repayment may be required if the subsidiary were to violate certain financial covenants. This facility will be renewed or replaced as necessary.

Equipment Financing

A subsidiary of the Company has an equipment financing facility with a Canadian chartered bank for \$20.0 million for the purpose of financing future equipment purchases. At September 30, 2014, the Company has \$1.4 million outstanding under this facility. Draws under this facility are permitted until May 31, 2015. The facility allows the Company access to term financing for up to five years, with a maximum amortization period of 84 months. Interest can be set using either a fixed or variable rate option. Any draws under this facility will be secured by equipment purchased with the proceeds from the loan. This facility will be renewed or replaced as necessary.

In addition, a subsidiary of the Company has an operating lease line of credit for \$42.5 million with the financing arm of a major heavy equipment supplier to finance operating equipment leases. Draws under this facility are recognized as operating leases for accounting purposes. At September 30, 2014, the Company has used \$17.7 million under this facility (\$19.3 million at December 31, 2013). The Company's total lease commitments are outlined under Contractual Obligations.

At September 30, 2014, the Company was in compliance with all debt covenants relating to its operating lines of credit.

Loans and Borrowings

In the first nine months of 2014, the Company issued new debt totalling \$4.1 million and made \$12.6 million of principal repayments. The following table provides details of outstanding debt as at September 30, 2014, and principal repayments due over the next five years, excluding the amortization of debt financing costs of \$0.1 million and finance lease liabilities.

Debt	Amount	Year 1	Year 2	Year 3	Year 4	Year 5
(thousands of dollars)						
Loans and borrowings	\$ 30,106	\$ 15,568	\$ 9,816	\$ 1,973	\$ 1,859	\$ 890

Cash Flow Data

The following table provides an overview of cash flows during the periods indicated:

(thousands of dollars)	Nine months ended September 30, 2014	September 30, 2013
Cash Flow Data		
Cash flows from operations before changes in non-cash working capital	\$ 43,680	\$ 25,453
Changes in non-cash working capital and other	(41,356)	(72,093)
Cash flows from (used in) operating activities	2,324	(46,640)
Cash flows used in investing activities	(13,396)	(16,591)
Cash flows used in financing activities	(32,723)	(35,755)
Increase/(decrease) in cash and cash equivalents	\$ (43,795)	\$ (98,986)

Operating Activities

During the nine months ended September 30, 2014, the Company's operating activities generated cash of \$2.3 million compared with a use of cash of \$46.6 million in the same period of 2013. In the nine months ended September 30, 2014, cash flow from operations was comprised of \$43.7 million of cash from operating activities

before changes in non-cash working capital and \$41.4 million of cash used to fund an increase in the Company's non-cash working capital position. In 2013, the comparative amounts were \$25.5 million of cash from operations before changes in non-cash working capital and \$72.1 million of cash used to fund an increase in the Company's non-cash working capital position. Changes in the amount of non-cash working capital primarily represent normal course fluctuations in the Company's net non-cash current asset/liability position. In some periods, this fluctuation will be a use of cash, as it is in both comparative periods, while it will be a source of cash in other periods, tending to balance out over time and having no net impact on the Company's working capital.

Investing Activities

In the first nine months of 2014, the Company used \$13.4 million of cash in investing activities compared with \$16.6 million in the same period in 2013. The reduction in the amount of cash used in investing activities in the first nine months of 2014 of \$3.2 million is primarily due to the use of \$5.6 million of cash in 2013 to fund the acquisition of Nason, offset to some extent by a small increase in amount of capital expenditures in 2014.

Financing Activities

During the nine months ended September 30, 2014, the Company used \$32.7 million of cash in financing activities compared with a use of cash of \$35.8 million in the same period of 2013. In 2014, a small increase in the amount of cash used to pay dividends and repay debt was more than offset by cash proceeds received from the issuance of \$4.1 million in new debt used to finance equipment purchases made in the current year.

DIVIDENDS:

The Company declared monthly dividends on common shares payable on or about the 20th of the month following the month in which the dividend was declared. The following table outlines the dividend history:

January 1, 2013 to March 31, 2013	\$0.184
April 1, 2013 to June 30, 2013	\$0.190
July 1, 2013 to September 30, 2013	\$0.190
October 1, 2013 to December 31, 2013	\$0.190
January 1, 2014 to March 31, 2014	\$0.190
April 1, 2014 to June 30, 2014	\$0.190
July 1, 2014 to September 30, 2014	\$0.190

CAPABILITY TO DELIVER RESULTS:

Productive capacity relates to the financial and non-financial resources available to the Company to execute its strategy and achieve planned results. From a financial perspective, the Company believes it has sufficient working capital and access to its operating lines of credit to execute its current operational and growth objectives. The belief is fully explained in sections of this MD&A dealing with financial condition and liquidity.

In addition to financial capacity, the success of the Company is very much dependent upon the management and leadership skills of senior management. On an annual basis, high-performing candidates are identified for training and progression into more senior critical positions within the Company. The Company's performance management system emphasizes the development of leadership skills. In addition, the Company sponsors internal and external training programs, including a Bird leadership program to provide a forum for high-potential candidates to develop their leadership skills.

CONTRACTUAL OBLIGATIONS:

At September 30, 2014, the Company has future contractual obligations of \$389.6 million. Obligations for accounts payable, finance and operating annual lease payments and for principal repayments, including interest, under long-term debt over the next five years are:

(thousands of dollars)	Accounts Payable	Finance Leases	Operating Leases	Long-Term Debt	Total
2014	\$ 308,219	669	6,643	3,238	318,769
2015	2,966	451	6,289	16,230	25,936
2016	13,789	54	3,441	7,911	25,195
2017	260	-	2,544	2,086	4,890
2018	-	-	1,675	2,281	3,956
Thereafter	-	-	10,898	-	10,898
	\$ 325,234	1,174	31,490	31,746	389,644

OFF BALANCE SHEET ARRANGEMENTS:

The Company has operating lease obligations described under Contractual Obligations noted above and surety lien bonds issued on behalf of the Company valued at \$7.8 million at September 30, 2014.

CRITICAL ACCOUNTING ESTIMATES:

The preparation of financial statements requires management to make judgments, estimates and assumptions that affect the application of accounting policies and the reported amounts of revenues, expenses, assets, liabilities and the disclosure of contingent assets and liabilities at the reporting date. Uncertainty about these assumptions and estimates could result in a material adjustment to the carrying amount of an asset or liability and/or the reported amount of revenue and expense in future periods. Estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognized in the period in which the estimates are revised and any future periods affected.

Construction revenue, construction costs, deferred revenue and costs and estimated earnings in excess of billings are all based on estimates and judgments used in determining an estimate of contract revenue and contract costs and to determine the stage of completion for a particular construction project, depending on the nature of the construction project, as more fully described in the Revenue Recognition Policy included in the notes to the Company's annual financial statements. To determine the estimated costs to complete construction projects, assumptions and estimates are required to evaluate issues related to schedule, material and labour costs, labour productivity, changes in contract scope and subcontractor costs. Due to the nature of construction, estimates can change significantly from one accounting period to the next.

The value of many construction contracts increases over the duration of the construction period. Change orders may be issued by our clients to modify the original contract scope of work or conditions. In addition, there may be disputes or claims regarding additional amounts owing as a result of changes in contract scope, delays, additional work or changed conditions. Construction work related to a change order or claim may proceed, and costs may be incurred, in advance of final determination of the value of the change order. As many change orders and claims may not be settled until the end of the construction project, significant increases or decreases in revenue and income may arise during any particular accounting period.

Provisions involve the use of estimates, as determined by management. Estimates and assumptions are required to determine when to record and measure a provision in the financial statements for legal and warranty claims. The outcomes can differ significantly from the estimates used in preparing the financial statements resulting in required adjustments to expenses and liabilities.

Impairment testing is performed annually for indefinite-lived intangible assets and goodwill resulting from business combinations, by comparing the recoverable amount of the cash generating unit ("CGU"), or groups of

CGUs to its carrying amount. The recoverable amount of the CGU has been determined based on a value in use calculation. There is significant amount of uncertainty with respect to the estimates of recoverable amounts of the CGUs' assets given the necessity of making key economic projections which employ the following key assumptions: future cash flows, growth opportunities, including economic risk assumptions and estimates of achieving key operating metrics and drivers and the discount rate.

OUTSTANDING COMMON SHARE DATA AND STOCK EXCHANGE LISTING:

The Company is authorized to issue an unlimited number of common shares. The Company had a total of 42,516,853 common shares outstanding at September 30, 2014 and December 31, 2013.

The Company's Board of Directors has previously approved the award of 625,000 stock options with a grant date of March 15, 2012 to eligible Company employees. The total number of stock options is exercisable in equal amounts on the first through fourth anniversary dates from the grant date. No stock options were exercised at September 30, 2014.

The common shares are listed on the Toronto Stock Exchange ("TSX") under the trading symbol BDT.

CONTROLS AND PROCEDURES:

Disclosure Controls and Procedures

Based on their evaluations as of September 30, 2014, the President and Chief Executive Officer ("CEO") and the Chief Financial Officer ("CFO") have concluded that the Company's disclosure controls and procedures are effective in providing reasonable assurance that information relating to the Company which is required to be disclosed in reports filed under provincial and territorial securities legislation is accumulated, summarized and communicated to the Company's senior management, including the CEO and the CFO of the Company, as appropriate, to allow timely decisions regarding required disclosure.

Internal Control Over Financial Reporting

The Company's management is responsible for designing and maintaining adequate internal control over financial reporting for the Company. All internal control systems, no matter how well designed, have inherent limitations. Therefore, even those systems determined to be effective can provide only reasonable assurance with respect to financial statement preparation and presentation.

As of September 30, 2014, under the supervision of and with the participation of management, including the CEO and CFO, internal controls over financial reporting have been designed to provide reasonable assurance regarding the reliability of financial reporting and the preparation of the consolidated financial statements for external purposes in accordance with IFRS.

There have been no material changes in the Company's internal control over financial reporting during the nine months ended September 30, 2014 that materially affected, or are reasonably likely to materially affect, the Company's internal control over financial reporting.

RISKS RELATING TO THE BUSINESS:

The following discussion addresses the more significant risk factors relating to the business. For a detailed discussion of all risk factors relating to the business, refer to the Company's most recently filed Annual Information Form filed on March 7, 2014, which is available through the System for Electronic Document Analysis and Retrieval (SEDAR) at www.sedar.com.

Economy and Cyclicity

Activity within the construction industry is tied to the general state of the economy. Thus, in periods of strong economic growth, capital spending will generally increase and there will be more and better quality opportunities available within the construction industry. Bird attempts to insulate itself in various ways from the effects of negative economic conditions. However, there is no assurance that these methods will be effective in insulating Bird from a downturn in the economy. Furthermore, as a result of increased demand in

certain regions or industry sectors, the Company has in the past earned above-average margins on particular projects. There is no assurance that above-average margins that may have been generated on historical contracts can be generated in the future. For more than 10 years, the Company has increased its focus on industrial projects in the oil sands of northern Alberta, and more recently in eastern Canada through the acquisition of O'Connell. Investment decisions by our clients are based on the long-term views of the economic viability of their current and future projects. The economic viability of the projects is dependent upon the client's view of the long-term price of commodities which is influenced by many factors. If our clients' outlook for commodity prices is not favourable, this may delay, reduce or cancel capital project spending. A decrease in construction activity in this sector could have an adverse effect on the Company's financial performance and results of operations. Furthermore, many of Bird's contracts are and will be relatively short-term (less than two years, generally). As such, any prolonged downturn in the economy could impact Bird's ability to generate new business or maintain a backlog of contracts with acceptable margins to sustain Bird through such downturns.

Competitive Factors

Bird competes with many international, national, regional and local construction firms. Our competitors often enjoy advantages in a particular market that Bird does not have or they may have more experience or a better relationship with a particular client. On any given contract bid or negotiation, Bird will attempt to assess the level of competitive pressure it may face and it will attempt to neutralize or overcome any perceived advantage that its competitors have. Depending on this assessment, Bird will decide whether or not to pursue a contract. In addition, this assessment bears directly on decisions that Bird will make, including what level of profit can be incorporated into its contract price and what personnel should be assigned to the contract. The accuracy of this assessment and the ability of Bird to respond to competitive factors affect Bird's success in securing new contracts and its profitability on contracts that it does secure.

Ability to Secure Work

Bird generally secures new contracts either through a competitive bid process or through negotiation. Awards in both the public and private sectors are generally based upon price, but are also influenced by factors such as perceived level of services offered, construction schedule, project personnel, the makeup of the subcontractor team, prior experience with the prospective client and the type of project and the ability to provide bonds and other contract security. In order to be afforded an opportunity to bid for projects in the PPP market and other large projects, a strong balance sheet measured in terms of an adequate level of working capital is typically required. Bird operates in markets that are highly competitive and there is constant pressure to find and maintain a competitive advantage. In the current economic climate, competition is intense. This presents significant challenges for the Company. If those competitive challenges are not met, Bird's client base could be eroded or it could experience an overall reduction in profits.

A decline in demand for Bird's services from the private sector could have an adverse impact on the Company if that business could not be replaced within the public sector. A portion of Bird's construction activity relates to government-funded institutional projects. Governments are still addressing budget deficit issues which may affect the institutional capital spending in the future. Any reduction in demand for Bird's services by the public sector, whether as a result of funding constraints, changing political priorities or delays in projects caused by elections, could have an adverse impact on the Company if that business could not be replaced within the private sector. Government-funded projects also typically have long and sometimes unpredictable lead times associated with government review and approval. The time delays associated with this process can constitute a risk to general contractors pursuing these projects. Certain government-funded projects, particularly PPP projects, may also require significant bid costs which can only be recovered if Bird is the successful bidder. A number of governments in Canada have procured a significant value of projects under a PPP contract format, which is an attractive market for the Company. A reduction in the popularity of this procurement method or difficulties in obtaining financing for these projects would have negative consequences for Bird.

Estimating Costs/Assessing Contract Risks

The contract price for a significant number of contracts performed by Bird is based, in part, on cost estimates that are subject to a number of assumptions. Erroneous assumptions can result in an incorrect assessment of risks associated with the contract, or estimates of the project costs may be in error, resulting in a loss of or lower than anticipated profits. All significant cost estimates are reviewed by senior management prior to tender submission.

Performance of Subcontractors

Successful completion of a contract by Bird depends, in large part, on the satisfactory performance of subcontractors who are engaged to complete the various components of the work. Subcontractor defaults tend to increase during depressed market conditions. If subcontractors fail to satisfactorily perform their portion of the work, Bird may be required to engage alternate subcontractors to complete the work and may incur additional costs. This can result in reduced profits, or in some cases, significant losses on the contract and could also damage the reputation of Bird. In addition, the ability of Bird to bid for and successfully complete projects is, in part, dependent on the availability of qualified subcontractors and trades people. Depending on the value of the subcontractor's work, Bird may require some form of performance security and achieves this through the use of surety bonds, subcontractor default insurance or other forms of security from the subcontractors to mitigate Bird's exposure to the risks associated with a subcontractor under the contract. A significant shortage of qualified subcontractors and trades people could have a material impact on Bird's financial condition and results of operations.

Maintaining Safe Work Sites

In spite of the best efforts of Bird to minimize the risk of incidents, they can happen. When they do, the impact on Bird can be significant. Bird's success as a general contractor is highly dependent on its ability to keep its construction work sites and offices safe. Failure to do so can have serious impact on the personal safety of its employees and others. In addition, it can expose Bird to contract termination, fines, regulatory sanction or even criminal prosecution. Bird's safety record and worksite safety practices also have a direct bearing on its ability to secure work, particularly in the industrial sector. Certain clients will not engage particular contractors to perform their work if their safety practices do not conform to predetermined standards or if the general contractor has an unacceptably high incidence of safety infractions or incidents. Bird adheres to very rigorous safety policies and procedures which are continually reinforced on its work sites and offices. Management is not aware of any pending health and safety legislation or prior incidents which would be likely to have a material impact on any of Bird's operations, capital expenditure requirements, or competitive position. Nevertheless, there can be no guarantee with respect to the impact of future legislation or incidents.

Ability to Hire and Retain Qualified and Capable Personnel

The success of Bird is highly influenced by the efforts of key members of management, including its executive officers and district managers. The loss of the services of any of Bird's key management personnel could negatively impact Bird. The future success of Bird also depends heavily on its ability to attract, retain and develop high-performing personnel in all areas of its operations. Most firms throughout the construction industry face this challenge, and accordingly, competition for professional staff is intense. If Bird ceases to be seen by current and prospective employees as a highly attractive place to work, it could experience difficulty in hiring and retaining the right people. This could have an adverse effect on current operations of Bird and would limit its prospects and impair its future success.

TERMINOLOGY:

Throughout this report, management uses the following terms not found in GAAP Standards and which do not have a standardized meaning and therefore require definition:

- **"Gross Profit Percentage"** is the percentage derived by dividing gross profit by construction revenue. Gross profit is calculated by subtracting construction costs from construction revenue.
- **"Backlog"** (also referred to in the construction industry as "work on hand") is the total value of all contracts awarded to the Company, less the total value of work completed on these contracts as of the date of the most recently completed quarter. This includes all contracts that have been awarded to the Company whether the work has commenced or will commence in the normal course.
- **"Lost Time Incident Frequency"** is the number of lost time incidents recorded per 200,000 manhours of work by Bird employees.

FORWARD-LOOKING INFORMATION:

Certain statements included herein which express management's expectations or estimates of future performance may constitute "forward-looking statements". The words "believe", "expect", "anticipate", "contemplate", "target", "plan", "intends", and similar expressions identify forward-looking statements.

Forward-looking statements are necessarily based upon a number of estimates and assumptions that, while considered reasonable by management, are inherently subject to significant business, economic and competitive uncertainties and contingencies. In particular, this MD&A includes many such forward-looking statements and the Company cautions the reader that such forward-looking statements involve known and unknown risks, uncertainties and other factors that may cause the actual financial results, performance or achievements of the Company to be materially different from the Company's estimated future results, performance or achievements expressed or implied by those forward-looking statements and the forward-looking statements are not guarantees of future performance. Risks that may impact the Company's future results, performance or achievements include those described under "Risks Relating to the Business" in this MD&A and in the Company's Annual Information Form dated March 7, 2014 filed and available on SEDAR. The Company expressly disclaims any intention or obligation to update or revise any forward-looking statements whether as a result of new information, events or otherwise.



Unaudited Condensed Consolidated Interim Financial Statements

For the three and nine months ended September 30, 2014

Notice required under National Instrument 51-102, "Continuous Disclosure Obligations" Part 4.3 (3) (a).

The attached condensed consolidated interim financial statements have been prepared by management of Bird Construction Inc. and have not been reviewed by the Company's independent external auditors.

BIRD CONSTRUCTION INC.
CONSOLIDATED BALANCE SHEET
(in thousands of Canadian dollars)
(unaudited)

	Note	September 30, 2014	December 31, 2013
ASSETS			
Current assets:			
Cash	8 and 19	\$ 92,866	\$ 136,435
Bankers' acceptances and short-term deposits	8 and 19	1,689	1,915
Preferred share investments		13,874	13,657
Accounts receivable	5	394,432	371,465
Costs and estimated earnings in excess of billings		13,249	8,245
Inventory		933	2,609
Prepaid expenses and other assets		3,012	1,985
Income taxes recoverable		1,758	10,381
Total current assets		<u>521,813</u>	<u>546,692</u>
Non-current assets:			
Property and equipment	6	60,268	56,248
Deferred income tax asset		6,821	1,743
Intangible assets	7	11,708	12,828
Goodwill		30,540	30,540
Total non-current assets		<u>109,337</u>	<u>101,359</u>
TOTAL ASSETS		<u>\$ 631,150</u>	<u>\$ 648,051</u>
LIABILITIES			
Current liabilities:			
Accounts payable		\$ 324,063	\$ 348,680
Deferred contract revenue		56,145	48,479
Dividends payable to shareholders		2,691	2,691
Income taxes payable		8,150	2,865
Current portion of loans and borrowings	9	16,217	15,404
Provisions	14	7,866	6,316
Other liabilities	11	2,651	1,895
Total current liabilities		<u>417,783</u>	<u>426,330</u>
Non-current liabilities:			
Loans and borrowings	9	14,889	23,965
Deferred income tax liability		17,555	18,155
Other liabilities	11	4,219	2,305
Total non-current liabilities		<u>36,663</u>	<u>44,425</u>
SHAREHOLDERS' EQUITY			
Shareholders' capital	12	42,527	42,527
Contributed surplus		1,768	1,492
Retained earnings		132,409	133,277
Total shareholders' equity		<u>176,704</u>	<u>177,296</u>
TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY		<u>\$ 631,150</u>	<u>\$ 648,051</u>

The accompanying notes are an integral part of these condensed consolidated interim financial statements.

BIRD CONSTRUCTION INC.
CONSOLIDATED STATEMENTS OF INCOME AND COMPREHENSIVE INCOME
(in thousands of Canadian dollars, except per share amounts)
(unaudited)

	Note	For the three months ended September 30,		For the nine months ended September 30,	
		2014	2013	2014	2013
Construction revenue		\$ 370,382	\$ 367,268	\$ 973,891	\$ 967,997
Costs of construction		<u>336,968</u>	<u>345,330</u>	<u>895,037</u>	<u>911,949</u>
Gross profit		<u>33,414</u>	<u>21,938</u>	<u>78,854</u>	<u>56,048</u>
General and administrative expenses		<u>17,330</u>	<u>16,187</u>	<u>48,858</u>	<u>46,429</u>
Income from operations		16,084	5,751	29,996	9,619
Finance income	15	553	337	2,196	2,100
Finance costs	16	<u>(509)</u>	<u>(1,029)</u>	<u>(1,632)</u>	<u>(2,880)</u>
Income before income taxes		16,128	5,059	30,560	8,839
Income tax expense	10	<u>3,703</u>	<u>1,435</u>	<u>7,205</u>	<u>2,457</u>
Net income and comprehensive income for the period		<u>\$ 12,425</u>	<u>\$ 3,624</u>	<u>\$ 23,355</u>	<u>\$ 6,382</u>
Basic and diluted earnings per share	13	<u>\$ 0.29</u>	<u>\$ 0.09</u>	<u>\$ 0.55</u>	<u>\$ 0.15</u>

The accompanying notes are an integral part of these condensed consolidated interim financial statements.

BIRD CONSTRUCTION INC.
CONSOLIDATED STATEMENTS OF CHANGES IN EQUITY
(in thousands of Canadian dollars, except per share amounts)
(unaudited)

	Note	Shareholders' Capital	Contributed surplus	Retained earnings	Total Equity
Balance at December 31, 2012	\$	37,527	\$ 836	\$ 153,202	\$ 191,565
Shares issued pursuant to acquisition of Nason Contracting Group Ltd.		5,000	-	-	5,000
<i>Contributions by and dividends to owners</i>					
Stock-based compensation expense		-	516	-	516
Dividends declared to shareholders		-	-	(23,941)	(23,941)
Net income and comprehensive income for the period		-	-	6,382	6,382
Balance at September 30, 2013	\$	<u>42,527</u>	\$ <u>1,352</u>	\$ <u>135,643</u>	\$ <u>179,522</u>
Dividends per share declared during the nine month period ended September 30, 2013				\$ 0.563	
Balance at December 31, 2013	\$	42,527	\$ 1,492	\$ 133,277	\$ 177,296
<i>Contributions by and dividends to owners</i>					
Stock-based compensation expense		-	276	-	276
Dividends declared to shareholders		-	-	(24,223)	(24,223)
Net income and comprehensive income for the period		-	-	23,355	23,355
Balance at September 30, 2014	\$	<u>42,527</u>	\$ <u>1,768</u>	\$ <u>132,409</u>	\$ <u>176,704</u>
Dividends per share declared during the nine month period ended September 30, 2014				\$0.570	

The accompanying notes are an integral part of these condensed consolidated interim financial statements.

BIRD CONSTRUCTION INC.
CONSOLIDATED STATEMENTS OF CASH FLOWS
(in thousands of Canadian dollars)
(unaudited)

		For the nine months ended September 30,	
	Note	2014	2013
Cash flows from operating activities:			
Net income and comprehensive income for the period		\$ 23,355	\$ 6,382
Items not involving cash:			
Amortization	7	1,612	3,270
Depreciation	6	9,224	10,084
(Gain) loss on sale of property and equipment		(161)	37
Finance income	15	(2,196)	(2,100)
Finance costs	16	1,632	2,880
Deferred compensation plan expense		2,733	1,927
Income tax expense	10	7,205	2,457
Stock-based compensation expense		276	516
Cash flows from operations before changes in non-cash working capital		<u>43,680</u>	<u>25,453</u>
Changes in non-cash working capital relating to operating activities	19	(42,420)	(56,916)
Dividends and interest received		1,161	1,511
Interest paid		(1,122)	(1,613)
Income taxes paid (refunds received)		1,025	(15,075)
Cash flows from (used) in operating activities		<u>2,324</u>	<u>(46,640)</u>
Cash flows from (used in) investing activities:			
Acquisition of Nason Contracting Group Ltd.		-	(5,550)
Additions to property and equipment	6	(13,866)	(12,590)
Additions to intangible assets	7	(492)	(797)
Proceeds on sale of property and equipment		962	877
Proceeds from disposal of investments		-	1,469
Cash flows used in investing activities		<u>(13,396)</u>	<u>(16,591)</u>
Cash flows from (used in) financing activities:			
Dividends paid on shares		(24,223)	(23,779)
Proceeds from loans and borrowings		4,128	-
Repayment of loans and borrowings		(12,628)	(11,976)
Cash flows used in financing activities		<u>(32,723)</u>	<u>(35,755)</u>
Net increase (decrease) in cash and cash equivalents during the period		(43,795)	(98,986)
Cash and cash equivalents, beginning of the period		<u>138,350</u>	<u>183,079</u>
Cash and cash equivalents, end of the period	19	<u>\$ 94,555</u>	<u>\$ 84,093</u>

The accompanying notes are an integral part of these condensed consolidated interim financial statements.

BIRD CONSTRUCTION INC.
NOTES TO THE CONDENSED CONSOLIDATED INTERIM FINANCIAL STATEMENTS
SEPTEMBER 30, 2014
(IN THOUSANDS OF CANADIAN DOLLARS, EXCEPT PER SHARE AMOUNTS)
(UNAUDITED)

1. Structure of the Company

Bird Construction Inc. (the “Company”) is a corporation incorporated in the province of Ontario, Canada. The address of the Company’s registered office is 5700 Explorer Drive, Suite 400, Mississauga, Ontario, Canada.

The Company, through its subsidiaries and interests in joint arrangements, carries on business as a general contractor with offices in St. John’s, Wabush, Halifax, Saint John, Montreal, Toronto, Winnipeg, Calgary, Edmonton, St. Albert and Vancouver. The Company focuses primarily on projects in the industrial, mining, commercial and institutional sectors of the general contracting industry. The Company serves clients in the industrial, mining, institutional, retail, commercial, multi-tenant residential, light industrial, and renovation and restoration sectors using fixed price, design-build, unit price, cost reimbursable, guaranteed upset price and construction management contract delivery methods. Management has determined that the Company operates in one reportable segment being the general contracting sector of the construction industry.

2. Basis of preparation

(a) Authorization of financial statements:

These unaudited condensed consolidated interim financial statements were authorized for issue on November 6, 2014 by the Company’s Board of Directors.

(b) Statement of compliance:

These unaudited condensed consolidated interim financial statements have been prepared in accordance with International Financial Reporting Standards (“IFRS”) applicable to the preparation of interim financial statements, including IAS 34 *Interim financial reporting*. These unaudited condensed consolidated interim financial statements do not include all of the information and disclosures required in the Company’s annual consolidated financial statements, and should be read in conjunction with the Company’s annual consolidated financial statements for the year ended December 31, 2013.

(c) Basis of measurement:

These unaudited condensed consolidated interim financial statements have been prepared using the historical cost convention, except for the valuation of certain financial assets which have been classified as “fair value through profit and loss” instruments, and accordingly, are measured at fair value, and liabilities for cash settled share-based payment arrangements which are measured at fair value.

(d) Use of estimates and judgments:

The preparation of financial statements requires management to make judgments, estimates and assumptions that affect the application of accounting policies and the reported amounts of revenues, expenses, assets, liabilities and the disclosure of contingent assets and liabilities at the reporting date. Uncertainty about these assumptions and estimates could result in a material adjustment to the carrying amount of an asset or liability and/or the reported amount of revenue and expense in future periods. Estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognized in the period in which the estimates are revised and in any future periods affected.

Construction revenue, construction costs, deferred contract revenue, and costs and estimated earnings in excess of billings are all based on estimates and judgments used in determining an estimate of contract revenue and contract costs to determine the stage of completion for a particular construction project. To determine the estimated cost to complete construction contracts, assumptions and estimates are required to evaluate issues related to schedule, material and labour costs, labour productivity, changes in contract scope and subcontractor costs. Due to the nature of construction, estimates can change significantly from one accounting period to the next.

BIRD CONSTRUCTION INC.
NOTES TO THE CONDENSED CONSOLIDATED INTERIM FINANCIAL STATEMENTS
SEPTEMBER 30, 2014
(IN THOUSANDS OF CANADIAN DOLLARS, EXCEPT PER SHARE AMOUNTS)
(UNAUDITED)

The value of many construction contracts increases over the duration of the construction period. Change orders may be issued by our clients to modify the original contract scope of work or conditions. In addition, there may be disputes or claims regarding additional amounts owing as a result of changes in contract scope, delays, additional work or changed conditions. Construction work related to a change order or claim may proceed, and costs may be incurred, in advance of final determination of the value of the change order. As many change orders and claims may not be settled until the end of the construction project, significant increases or decreases in revenue and income may arise during any particular accounting period.

Provisions involve the use of estimates, as determined by management. Estimates and assumptions are required to determine when to record and measure a provision in the financial statements for legal and warranty claims. The outcomes can differ significantly from the estimates used in preparing the financial statements resulting in required adjustments to expenses and liabilities.

Impairment testing is performed annually for indefinite-lived intangible assets and goodwill resulting from business combinations, by comparing the recoverable amount of the cash generating unit ("CGU"), or groups of CGUs' to its carrying amount. The recoverable amounts of the CGU has been determined based on a value in use calculation. There is a significant amount of uncertainty with respect to the estimates of recoverable amounts of the CGUs' assets given the necessity of making key economic projections which employ the following key assumptions: future cash flows, growth opportunities, including economic risk assumptions and estimates of achieving key operating metrics and drivers; and the discount rate.

Information about significant judgments in applying accounting policies that have the most significant effect on the amounts recognized in the unaudited condensed consolidated interim financial statements is included in the significant accounting policies note in the Company's December 31, 2013 annual consolidated financial statements, related to revenue recognition (note 3 (b)), joint arrangements (note 3 (q)), and the classification of leases (note 3 (t)).

3. Summary of significant accounting policies

The accounting policies applied in the preparation of the unaudited condensed consolidated interim financial statements are consistent with those followed in the preparation of the Company's December 31, 2013 annual consolidated financial statements.

4. Future accounting changes

A number of new standards and amendments to standards and interpretations are not yet effective for the period ended September 30, 2014, and have not been applied in preparing these unaudited condensed consolidated interim financial statements.

IFRS 9 *Financial instruments* was issued in November 2009 and amended in October 2010. IFRS 9 introduces new requirements for the classification and measurement of financial assets. Under IFRS 9, financial assets are classified based on the business model in which they are held and the characteristics of their contractual cash flows. Requirements for financial liabilities were added in October 2010, and they largely carried forward existing requirements in IAS 39 *Financial instruments - recognition and measurement*, except that fair value changes due to credit risk for liabilities designated at fair value through profit and loss would generally be recorded in other comprehensive income. In November 2013, a new general hedge accounting standard was issued, which forms part of IFRS 9. The new general hedge accounting standard will align hedge accounting more closely with risk management. This new standard does not fundamentally change the types of hedging relationships or the requirement to measure and recognize ineffectiveness, however it will provide more hedging strategies that are used for risk management to qualify for hedge accounting and introduce more judgment to assess the effectiveness of a hedging relationship. The new standard removes the 2015 effective date of IFRS 9. The new mandatory effective date will be determined once the classification and measurement and impairment phases of IFRS 9 are finalized; however in its

BIRD CONSTRUCTION INC.
NOTES TO THE CONDENSED CONSOLIDATED INTERIM FINANCIAL STATEMENTS
SEPTEMBER 30, 2014
(IN THOUSANDS OF CANADIAN DOLLARS, EXCEPT PER SHARE AMOUNTS)
(UNAUDITED)

February 2014 meeting, the IASB tentatively decided that IFRS 9 would be mandatorily effective for annual periods beginning on or after January 1, 2018. The Company does not intend to adopt IFRS 9 in its financial statements for the annual period beginning on January 1, 2014, and the extent of the impact of adoption of IFRS 9 has not yet been determined.

On May 28, 2014, the IASB issued IFRS 15 *Revenue from contracts with customers*. The new standard is effective for fiscal years ending on or after December 31, 2017, and is available for early adoption. IFRS 15 will replace IAS 11 *Construction contracts* and IAS 18 *Revenue*. The standard contains a single model that applies to contracts with customers and two approaches to recognising revenue: at a point in time or over time. The model features a contract-based five step analysis of transactions to determine whether, how much and when revenue is recognized. New estimates and judgmental thresholds have been introduced, which may affect the amount and/or timing of revenue recognized. The Company intends to adopt IFRS 15 in its financial statements for the annual period beginning on January 1, 2017. The extent of the impact of adoption of the standard has not yet been determined.

5. Accounts receivable

	September 30, 2014	December 31, 2013
Progress billings on construction contracts	\$ 309,061	\$ 252,878
Holdbacks receivable (due within one operating cycle)	80,915	115,255
Other	4,456	3,332
	\$ 394,432	\$ 371,465

Accounts receivable are reported net of an allowance for doubtful accounts of \$346 as at September 30, 2014 (\$894 - December 31, 2013).

Holdbacks receivable represent amounts billed on construction contracts which are not due until the contract work is substantially completed and the applicable lien period has expired.

6. Property and equipment

	September 30, 2014					Total
	Land	Buildings	Leasehold improvements	Equipment, trucks and automotive	Furniture and office equipment	
Cost						
Balance January 1, 2014	\$ 1,681	9,992	3,394	77,927	2,162	\$ 95,156
Additions	254	1,615	834	11,073	90	13,866
Additions under finance leases	-	-	-	179	-	179
Disposals	-	(360)	-	(2,481)	(132)	(2,973)
Balance September 30, 2014	\$ 1,935	11,247	4,228	86,698	2,120	\$ 106,228
Accumulated depreciation						
Balance January 1, 2014	\$ -	1,984	2,140	33,592	1,192	\$ 38,908
Disposals	-	(41)	-	(2,024)	(107)	(2,172)
Depreciation expense	-	469	556	8,033	166	9,224
Balance September 30, 2014	\$ -	2,412	2,696	39,601	1,251	\$ 45,960
Net book value	\$ 1,935	8,835	1,532	47,097	869	\$ 60,268

BIRD CONSTRUCTION INC.
NOTES TO THE CONDENSED CONSOLIDATED INTERIM FINANCIAL STATEMENTS
SEPTEMBER 30, 2014
(IN THOUSANDS OF CANADIAN DOLLARS, EXCEPT PER SHARE AMOUNTS)
(UNAUDITED)

There were no events or circumstances requiring an impairment loss to be recognized in the nine months ending September 30, 2014.

The carrying value of equipment, trucks and automotive held under finance leases at September 30, 2014 is \$1,480 (December 31, 2013 - \$1,564).

7. Intangible assets

	September 30, 2014					
	Backlog	Non- competition agreements	Customer relationships	Trade names	Computer software	Total Intangible assets
Cost						
Balance January 1, 2014	\$ 6,892	900	10,323	4,173	4,861	\$ 27,149
Additions	-	-	-	-	492	492
Balance September 30, 2014	\$ 6,892	900	10,323	4,173	5,353	\$ 27,641
Accumulated amortization						
Balance January 1, 2014	\$ 6,781	900	4,364	-	2,276	\$ 14,321
Amortization expense	111	-	792	-	709	1,612
Balance September 30, 2014	\$ 6,892	900	5,156	-	2,985	\$ 15,933
Net book value	\$ -	-	5,167	4,173	2,368	\$ 11,708

8. Outstanding letters of credit

Letters of credit facilities:

The Company has authorized operating lines of credit totalling \$131,500 with two Canadian chartered banks, maintained for the primary purpose of issuing letters of credit. At September 30, 2014, the lines were drawn for outstanding letters of credit of \$8,202 (December 31, 2013 - \$23,487).

The letters of credit represent performance guarantees primarily issued in connection with design-build construction contracts related to Public Private Partnership projects. These letters of credit are supported through the hypothecation of certain financial instruments having a market value at September 30, 2014 of \$28,177 (December 31, 2013 - \$30,825).

BIRD CONSTRUCTION INC.
NOTES TO THE CONDENSED CONSOLIDATED INTERIM FINANCIAL STATEMENTS
SEPTEMBER 30, 2014
(IN THOUSANDS OF CANADIAN DOLLARS, EXCEPT PER SHARE AMOUNTS)
(UNAUDITED)

9. Loans and borrowings

	<u>Maturity</u>	<u>Interest rate</u>	<u>September 30, 2014</u>	<u>December 31, 2013</u>
Term Facility 1	October 1, 2016	Fixed 3.57%	\$ 4,348	\$ 5,900
Term Facility 2	October 1, 2016	Variable 3.24%	4,126	5,673
Term Facility 3	September 30, 2016	Fixed 4.24%	2,046	2,803
Term Facility 4	September 30, 2016	Variable 4.17%	752	1,503
Term Facility 5	June 15, 2016	Fixed 3.27%	5,112	7,216
Term Facility 6	December 27, 2018	Fixed 3.20%	2,300	2,673
Term Facility 7	December 27, 2018	Variable 2.75%	2,248	2,645
Term Facility 8	June 30, 2018	Fixed 3.03%	2,260	-
Term Facility 9	August 31, 2018	Fixed 4.42%	1,725	-
Vendor take-back notes	August 31, 2015	Fixed 5.00%	3,750	7,500
Committed Term Facility	April 26, 2016	Fixed 3.90%	1,439	2,195
			<u>30,106</u>	<u>38,108</u>
Finance lease liabilities			1,144	1,464
Transaction costs, net of amortization of \$262			(144)	(203)
			<u>31,106</u>	<u>39,369</u>
Less: current portion of long-term debt			15,568	14,762
Less: current portion of finance lease liabilities			649	642
Current portion of loans and borrowings			<u>16,217</u>	<u>15,404</u>
Non-current portion of loans and borrowings			<u>\$ 14,889</u>	<u>\$ 23,965</u>

In the nine months ended September 30, 2014, a subsidiary of the Company obtained new fixed rate debt totalling \$4,128 to finance equipment purchases made in the period.

The aggregate amount of principal repayments for all long-term debt in each of the next five years is as follows:

Within 1 Year	\$ 15,568
Year 2	9,816
Year 3	1,973
Year 4	1,859
Year 5	890
	<u>\$ 30,106</u>

Future minimum lease payments under finance leases with the present value of the net minimum lease payments are as follows:

	<u>September 30, 2014</u>
Within one year	\$ 669
After one year but not more than five years	505
More than five years	-
Total minimum lease payments	<u>1,174</u>
Less amounts representing interest	<u>30</u>
Present value of minimum lease payments	<u>1,144</u>
Less: current portion of finance lease liabilities	<u>649</u>
Non-current portion	<u>\$ 495</u>

BIRD CONSTRUCTION INC.
NOTES TO THE CONDENSED CONSOLIDATED INTERIM FINANCIAL STATEMENTS
SEPTEMBER 30, 2014
(IN THOUSANDS OF CANADIAN DOLLARS, EXCEPT PER SHARE AMOUNTS)
(UNAUDITED)

10. Income taxes

	Nine months ended September 30,	
	<u>2014</u>	<u>2013</u>
Provision for income taxes		
Income tax expense (recovery) is comprised of:		
Current income taxes	\$ 12,883	\$ (3,036)
Deferred income taxes	<u>(5,678)</u>	<u>5,493</u>
	<u>\$ 7,205</u>	<u>\$ 2,457</u>
 Income tax rate reconciliation		
Combined federal and provincial income tax rate	26.0%	26.8%
Increases (reductions) applicable to:		
Non-taxable items	0.2	5.4
Effect of loss carryback	(1.8)	-
Dividend income	(0.3)	(1.4)
Other	<u>(0.5)</u>	<u>(3.0)</u>
Effective rate	<u>23.6%</u>	<u>27.8%</u>

11. Other liabilities

	September 30, <u>2014</u>	December 31, <u>2013</u>
Medium term incentive plan ("MTIP") liability	\$ 6,376	\$ 3,953
Deferred share unit plan ("DSU") liability	<u>494</u>	<u>247</u>
	6,870	4,200
Less: current portion - MTIP	<u>2,651</u>	<u>1,895</u>
Non-current portion	<u>\$ 4,219</u>	<u>\$ 2,305</u>

12. Shareholders' capital

The Company is authorized to issue an unlimited number of common shares and has issued and outstanding 42,516,853 common shares as of September 30, 2014. The Company is authorized to issue preference shares in series with rights set by the Board of Directors, up to a balance not to exceed 35% of the outstanding common shares. During the first quarter of 2013, the Company issued 363,007 common shares from treasury, valued at \$5,000, as part of the acquisition of Nason.

	Number of shares		Amount
	<u></u>		<u></u>
Balance, December 31, 2012	42,153,846	\$	37,527
Issued pursuant to acquisition of Nason	<u>363,007</u>		<u>5,000</u>
Balance, December 31, 2013 and September 30, 2014	<u>42,516,853</u>	\$	<u>42,527</u>

BIRD CONSTRUCTION INC.
NOTES TO THE CONDENSED CONSOLIDATED INTERIM FINANCIAL STATEMENTS
SEPTEMBER 30, 2014
(IN THOUSANDS OF CANADIAN DOLLARS, EXCEPT PER SHARE AMOUNTS)
(UNAUDITED)

13. Earnings per share

Details of the calculation of earnings per share are as follows:

	Three months ended September 30,		Nine months ended September 30,	
	2014	2013	2014	2013
Profit attributable to shareholders (basic and diluted)	\$ 12,425	\$ 3,624	\$ 23,355	\$ 6,382
Average number of common shares outstanding	42,516,853	42,516,853	42,516,853	42,495,578
Effect of stock options on issue	-	-	-	-
Weighted average number of common shares (diluted)	<u>42,516,853</u>	<u>42,516,853</u>	<u>42,516,853</u>	<u>42,495,578</u>
Basic earnings per share	\$ 0.29	\$ 0.09	\$ 0.55	\$ 0.15
Diluted earnings per share	\$ 0.29	\$ 0.09	\$ 0.55	\$ 0.15

At September 30, 2014, 625,000 options (December 31, 2013 - 625,000 options) were excluded from the diluted weighted average number of common share calculation as their effect would have been anti-dilutive.

14. Provisions

	September 30, 2014	December 31, 2013
Warranty Claims	\$ 5,483	\$ 4,811
Legal Claims	2,383	1,505
	<u>\$ 7,866</u>	<u>\$ 6,316</u>

Various claims and litigation arise in the normal course of the construction business. It is management's opinion that adequate provision has been made for any potential settlements relating to such matters and that they will not materially affect the financial position or future operations of the Company.

15. Finance income

	Nine months ended September 30,	
	2014	2013
Interest and dividend income	\$ 1,130	\$ 1,546
Interest income relating to accretion on holdbacks receivables	849	1,130
Realized gain/(loss) on investments	-	19
Unrealized gain/(loss) on investments	217	(595)
	<u>\$ 2,196</u>	<u>\$ 2,100</u>

BIRD CONSTRUCTION INC.
NOTES TO THE CONDENSED CONSOLIDATED INTERIM FINANCIAL STATEMENTS
SEPTEMBER 30, 2014
(IN THOUSANDS OF CANADIAN DOLLARS, EXCEPT PER SHARE AMOUNTS)
(UNAUDITED)

16. Finance costs

	Nine months ended September 30,	
	2014	2013
Interest on long-term debt	\$ 1,064	\$ 1,496
Accretion of accounts payable and other liabilities	568	1,384
	\$ 1,632	\$ 2,880

17. Leases

Future minimum annual lease payments relating to lease commitments on buildings, equipment and vehicles over the next five years are:

	Maturities			Total
	Within 2014	From 2015 to 2018	Beyond 2018	
Operating leases	\$ 6,643	13,949	10,898	\$ 31,490

18. Commitments and contingent liabilities

(a) Commitments:

Outstanding surety lien bonds issued on behalf of the Company in connection with liens by subcontractors and suppliers at September 30, 2014 totalled \$7,772 (December 31, 2013 - \$6,362).

(b) Contingencies:

The Company is contingently liable for the usual contractor's obligations relating to performance and completion of construction contracts. These include the Company's contingent liability for the performance obligations of its subcontractors. Where possible and appropriate, the Company obtains performance bonds or alternative security from subcontractors. However, where this is not possible, the Company is exposed to the risk that subcontractors will fail to meet their performance obligations. In that eventuality, the Company would be obliged to complete the subcontractor's contract, generally by engaging another subcontractor, and the cost of completing the work could exceed the original subcontract price. The Company makes appropriate provisions in the financial statements for all known liabilities relating to subcontractor defaults.

BIRD CONSTRUCTION INC.
NOTES TO THE CONDENSED CONSOLIDATED INTERIM FINANCIAL STATEMENTS
SEPTEMBER 30, 2014
(IN THOUSANDS OF CANADIAN DOLLARS, EXCEPT PER SHARE AMOUNTS)
(UNAUDITED)

19. Other cash flow information

	Nine months ended September 30,	
	2014	2013
Changes in non-cash working capital		
Accounts receivable	\$ (22,149)	\$ (45,284)
Costs and estimated earnings in excess of billings	(5,004)	(1,048)
Prepaid expenses and other assets	(1,027)	(304)
Inventory	1,676	237
Accounts payable	(25,069)	(6,635)
Deferred contract revenue	7,666	(66)
Provisions	1,550	(3,543)
Medium term incentive plan	(63)	(273)
	\$ (42,420)	(56,916)
 Cash and cash equivalents		
Cash	\$ 92,866	\$ 63,715
Bankers' acceptances and short-term deposits	1,689	20,378
	\$ 94,555	\$ 84,093

Bankers' acceptances and short-term deposits include cash that was deposited as collateral for letters of credit issued by the Company. As such, these amounts are not available for general operating purposes.

20. Financial instruments

The Company's preferred share investments have been classified as fair value through profit and loss. The Company's cash, bankers' acceptances, short-term deposits, bank overdraft, if any, and accounts receivable are classified as loans and receivables. The Company's accounts payable, dividends payable to shareholders and long-term debt have been classified as other financial liabilities.

BIRD CONSTRUCTION INC.
NOTES TO THE CONDENSED CONSOLIDATED INTERIM FINANCIAL STATEMENTS
SEPTEMBER 30, 2014
(IN THOUSANDS OF CANADIAN DOLLARS, EXCEPT PER SHARE AMOUNTS)
(UNAUDITED)

A. Classification and fair value of financial instruments:

	September 30, 2014	December 31, 2013
Financial Instruments at Fair Value through profit or loss		
Preferred Share Investments	\$ 13,874	\$ 13,657
	<u>13,874</u>	<u>13,657</u>
Loans and Receivables and Other Financial Liabilities		
Loans and Receivables		
Cash	\$ 92,866	\$ 136,435
Bankers' acceptances and short-term deposits	1,689	1,915
Accounts receivable	394,432	371,465
	<u>\$ 488,987</u>	<u>\$ 509,815</u>
Other Financial Liabilities		
Accounts payable	(324,063)	(348,680)
Dividends payable to shareholders	(2,691)	(2,691)
Loans and borrowings	(31,106)	(39,369)
	<u>(357,860)</u>	<u>(390,740)</u>
Total Financial Instruments	<u>\$ 145,001</u>	<u>\$ 132,732</u>

The following table presents information about the Company's financial instruments measured at fair value as at September 30, 2014 and December 31, 2013, and indicates the fair value hierarchy of inputs utilized by the Company to determine such fair value. The hierarchy of inputs is summarized below:

- Level 1 - quoted prices (unadjusted) in active markets for identical assets or liabilities;
- Level 2 - inputs other than quoted prices included in level 1 that are observable for the asset or liability, either directly or indirectly; and
- Level 3 - inputs used in a valuation technique are not based on observable market data in determining fair values of the instruments.

Determination of fair value and the resulting hierarchy requires the use of observable market data whenever available. The classification of a financial instrument in the hierarchy is based upon the lowest level of input that is significant to the measurement of fair value.

	Quoted prices in active markets for identical assets (Level 1)	Significant other observable inputs (Level 2)	Significant unobservable inputs (Level 3)	Total
	September 30, 2014			
Preferred shares	13,874	-	-	13,874
Total Financial Assets through profit and loss	<u>\$ 13,874</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 13,874</u>
	December 31, 2013			
Preferred shares	13,657	-	-	13,657
Total Financial Assets through profit and loss	<u>\$ 13,657</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 13,657</u>

BIRD CONSTRUCTION INC.
NOTES TO THE CONDENSED CONSOLIDATED INTERIM FINANCIAL STATEMENTS
SEPTEMBER 30, 2014
(IN THOUSANDS OF CANADIAN DOLLARS, EXCEPT PER SHARE AMOUNTS)
(UNAUDITED)

There were no transfers between levels during both periods.

The fair value of the loans and borrowings approximate their carrying values on a discounted cash flow basis as the majority of these obligations bear interest at market rates.

B. Risk Management:

In the normal course of business, the Company is exposed to a number of risks related to financial instruments that can affect its operating performance. These risks and the actions taken to manage them are as follows:

i. **Credit Risk:**

Credit risk relates to the risk of financial loss to the Company if a customer or counterparty to a financial instrument fails to meet their contractual obligation.

With respect to accounts receivable, concentration of credit risk is limited due to the geographic dispersion of revenues and a diversified customer base. Before entering into any construction contract and during the course of the construction project, the Company goes to considerable lengths to satisfy itself that the customer has adequate resources to fulfil its contractual payment obligations as construction work is completed. If a customer was unable or unwilling to pay the amount owing, the Company will generally have a right to register a lien against the project that will normally provide some security that the amount owed would be realized.

Bankers' acceptances and short-term deposits are subject to minimal credit risk as they are placed with only major Canadian financial institutions. As is reasonably practical, these investments are placed with a number of different Canadian financial institutions, thereby reducing the Company's exposure to a default by any one financial institution.

Accounts receivable outstanding for greater than 90 days and considered past due by the Company's management, represent 11.1% (December 31, 2013 - 6.7%) of the balance of progress billings on construction contracts receivable at September 30, 2014. Management has recorded an allowance of \$346 at September 30, 2014 (December 31, 2013 - \$894) against these past due receivables, net of amounts recoverable from others.

	Amounts past due			
	Up to 12 months	Over 12 months	September 30, 2014	December 31, 2013
Trade receivables	\$ 32,831	\$ 1,157	\$ 33,988	\$ 16,495
Impairment	(110)	(236)	(346)	(894)
Total Trade receivables	<u>\$ 32,721</u>	<u>\$ 921</u>	<u>\$ 33,642</u>	<u>\$ 15,601</u>

BIRD CONSTRUCTION INC.
NOTES TO THE CONDENSED CONSOLIDATED INTERIM FINANCIAL STATEMENTS
SEPTEMBER 30, 2014
(IN THOUSANDS OF CANADIAN DOLLARS, EXCEPT PER SHARE AMOUNTS)
(UNAUDITED)

The movement in the allowance for impairment in respect of loans and receivables during the period was as follows:

	September 30, 2014	December 31, 2013
	<u> </u>	<u> </u>
Balance, beginning of year	\$ 894	\$ 1,111
Impairment loss recognized	126	12
Amounts written off	(646)	-
Impairment loss reversed	(28)	(229)
	<u> </u>	<u> </u>
	<u>\$ 346</u>	<u>\$ 894</u>

ii. Liquidity risk:

Liquidity risk relates to the risk that the Company will not be able to meet its financial obligations as they fall due.

The Company has working capital of \$104,030 which is available to support surety requirements related to construction projects. As a component of working capital, the Company maintains significant balances of cash and cash equivalents and investments in liquid securities. These investments, less \$28,177 hypothecated to support outstanding letters of credit, are available to meet the financial obligations of the Company as they come due.

The Company has a committed line of credit totalling \$30,000 and a subsidiary of the Company has a committed line of credit totalling \$20,000, both available to finance operations. At September 30, 2014, no amounts are outstanding. Also, a subsidiary of the Company has a \$20,000 committed equipment facility, of which \$1,439 is outstanding at September 30, 2014. A subsidiary of the Company has established an operating lease line of credit for \$42,500 with the financing arm of a major heavy equipment supplier to finance operating equipment leases. At September 30, 2014, the subsidiary has used \$17,726 under this facility. In addition, the Company has lines of credit totalling \$131,500 available for issuing letters of credit for which \$8,202 was drawn at September 30, 2014. Additional draws on this line require hypothecation of additional securities or cash deposits. The Company believes it has access to sufficient funding through the use of these facilities to meet foreseeable operating requirements.

Principal repayments due on the loans and borrowings are disclosed in note 9. Payments required pursuant to the Company's Medium-Term Incentive Plan granted in 2011, 2012 and 2013 are due on the vesting dates of November 2014, November 2015 and November 2016, respectively, or upon retirement, if earlier. Payments pursuant to the Company's DSU Plan are cash settled when the eligible Director ceases to hold any position within the Company.

iii. Market risk:

Market risk is the risk that changes in market prices, such as interest rates and equity prices, will affect the Company's income or the value of its holdings in liquid securities.

Interest rate risk is the risk that the fair value of future cash flows of a financial instrument will fluctuate because of changes in market interest rates. The Company is exposed to interest rate risk to the extent that its credit facilities are based on variable rates of interest. The Company has the option to convert all variable rate term facilities to fixed rate term facilities.

BIRD CONSTRUCTION INC.
NOTES TO THE CONDENSED CONSOLIDATED INTERIM FINANCIAL STATEMENTS
SEPTEMBER 30, 2014
(IN THOUSANDS OF CANADIAN DOLLARS, EXCEPT PER SHARE AMOUNTS)
(UNAUDITED)

At September 30, 2014, the interest rate profile of the Company's long-term debt was as follows:

Fixed rate facilities	\$ 22,980
Variable rate facilities	<u>7,126</u>
Total long-term debt	<u>\$ 30,106</u>

As at September 30, 2014, a one percent change in the interest rate applied to the Company's variable rate long-term debt will change annual income before income taxes by approximately \$71.

The Company has exposure to fluctuations in the market prices of its preferred shares portfolio. Investments are made only in securities authorized in the investment guidelines approved by the Company's Board of Directors. The Company's CFO and CEO must authorize all transactions and detailed reports summarizing the performance of the investment portfolio are made to the Board of Directors quarterly. As at September 30, 2014, a one percent change in the market price of the investments will change income before income taxes by approximately \$139 (December 31, 2013 - \$137).

21. Dividends declared with a record date subsequent to the balance sheet date

The Board of Directors has declared dividends for the following months:

- i. the October dividend of \$0.0633 per share will be paid November 20, 2014 to the Shareholders of record as of the close of business on October 31, 2014.
- ii. the November dividend of \$0.0633 per share will be paid December 19, 2014 to the Shareholders of record as of the close of business on November 28, 2014.
- iii. the December dividend of \$0.0633 per share will be paid January 20, 2015 to the Shareholders of record as of the close of business on December 31, 2014.
- iv. the January dividend of \$0.0633 per share will be paid February 20, 2015 to the Shareholders of record as of the close of business on January 30, 2015.
- v. the February dividend of \$0.0633 per share will be paid March 20, 2015 to the Shareholders of record as of the close of business on February 27, 2015.