



Bay 3, 7471 Edgar Industrial Bend, Red Deer, Alberta, Canada T4P 3Z5

Agenda for PGAA Directors Meeting 2019-03-20 09h00
Online at Go To Meeting

1. Call to order @ 09:39
2. Approval of minutes from last meeting (2019-01-16) attached
 - a. Jonathan Greenland and Kendall DaCosta
3. Additions or deletions to the agenda. Approval of agenda
4. Reports: Copies to be sent out to everyone the day prior:
 - a. Treasurer – Mei Whyte
 - i. See AGM meeting minutes for notes on this, and see also attached report
 - b. GAMA – Natasha Hillestad
 - i. See attached report
 - ii. Meeting attendance continues to grow
 - iii. CCA AGM is happening today, so
 - iv. Last trade show is on April 3
 - v. New member is Limitless windows & doors
 - vi. Golf tournament June 23rd @ D'Arcy Ranch
 - vii. Gama Newsletter should be out for next meeting
 - viii. Adding a Summer BBQ social in August
 - c. GTA – Rick Makepeace
 - i. Looking for volunteers from PGAA for Skills 2019
 - d. PAC – Ron Walder
 - i. No report – Trevor touched on their plans to meet with SAIT and AIT to discuss how to better update the current curriculum.
 1. Please email out the dates and times of the appointments with the SAIT so that others can choose to attend.
 - ii. Only 7 out of the 9 available spots on the board have been filled (2 more spots are available) More volunteers are welcome.
 - e. CGA – Keith Wallace
 - i. Has reached out to David Langdon, but hasn't received a lot of interest in carrying much of a directive outside of what is going on in BC Fenestration
 - f. ACA – Keith Wallace (Safety) and Gary Porter (Contracts and Government Action)
 - i. ACA has been doing a lot of work to get everyone on the same page when using the standardized contracts. Many are still using outdated contracts, non-standard contract clauses that are undecipherable and lack meaning, although a lawyer suing you might have a field day with them. There is still a lot of complexity

and irrelevance in contracts that needs to be addressed. If you do not understand it, do not sign it. RFI the clause.

- ii. On Government side... The Provincial election date was announced yesterday. ACA is encouraging the use of the scorecard that is on the website (also attached) when discussing politics. Gary made it clear that PGAA cannot support any particular party. Encouraged everyone to be informed and vote for the candidate who best suits their needs, personally and professionally.
 - g. Technical – Brent Harder – No Report
 - h. SAIT – Brian Risbey/Gene Aquilini – No report
 - i. Certificate of Leadership – Kendall DaCosta
 - i. See attached Certificate of Leadership 2019 Questionnaire
 - ii. Kendall worked with Ross to update the questionnaire and make it a fillable pdf that can be sent out via email.
 - j. WebSite – Gary Porter/Keith Wallace
 - i. Database is in reasonably good shape, but does need to be updated. We need to learn how to do all the updating ourselves.
 - ii. Some software changes have been made which allows GAMA and GTA to make updates themselves now.
 - iii. GAMA pledged to update the membership list by the next GAMA meeting.
 - iv. The GTA list is up to date.
 - k. PGAA Past President – Ross Wady-No report
 - l. Education – Regan Hoet/Wolfgang Kron
 - i. Looking for volunteers
 - m. Secretary – Taylor Wight-No report
 - n. Master Glazier Program – Ross Wady/Jim Brady/Richard Neal-Discussed in Ross' Education Report at the AGM.
 - o. Golf Tournament-Jonathon Greenland/Dwayne Stolz
 - i. The golf tournament will be on August 16th in Innisfail this year. Still working out the format for the golf tournament. Used to do North vs. South... which would require more members from the North. May just go to best ball. Working with Ryan Ardiel on prizes. Planning to revive the golf tournament and hopefully make a little money from it.
5. Old Business
- a. Master Glazier Program-Ross presented a letter (see attached report) which outlines the need for further inquiry into what companies would want in an education program before moving forward on this. Nothing further at this time.
 - b. Potential executive assistant/director opportunity for PGAA/GAMA/GTA. We have had the briefest of discussions, with GTA and GAMA, and it would seem that no one has any budget for this. Costs still need to be worked on. Taylor Wight did a trial Social Media Director program for GAMA in September and October. Results of GAMA trial? Will this be moving forward? Discussion.

- i. The results of the social media program have been positive for GAMA, however after some discussion it seems that PGAA would not benefit as much from a similar program. GTA may stand to benefit from some social media involvement, however, they would need a volunteer to take on that responsibility.
 - c. Reinventing/better utilizing our contact list?
 - i. Just need to update it (GAMA especially). Otherwise it is quite functional and can be accessed as a .csv file.
- 6. New Business
 - a. Environmental scan-what are we seeing out there? What does 2019 hold for us and our membership? How about 2020? What do we see?
 - i. Margins are still very tight, there has been more of a focus on maintenance. Things could change after the election... but it will take a while to implement. Southern Alberta seems to be busy, Northern Alberta is still moving forward, but not as busy as the south. For example the BMO center has been approved to be updated. There is \$38B worth of projects out there in the construction industry that are planned for the next 5 years, so there may be a lot of potential there. Calgary is big on warehouses right now (not building the downtown core). Growth is slow, but growing. Calgary may see a similar spike to what Edmonton experience a couple years ago with the Ice District. More new builds are coming out to tender, margins as still very tight though. There seems to be more tendering this spring than there has been in the past few years. There doesn't seem to be a negative trend at all, there seems to be slow growth all around. Some forecasts for Calgary say that we won't see another tower downtown for 10 years.
 - ii. More discussion around tight markets and what we can do help support those companies that are actually quoting as per plans and specs
 - iii. There may be a natural cleansing because many of the bottom feeding general contractors as many companies default on loans over the coming years.
 - iv. The specs that are being written are not realistic, and many GC's and therefore some glazing companies are not expected to actually follow what is written in the spec.
 - v. The idea of having only Glazing companies vote in new members (and not the rest of the suppliers) because they may be more in tune with who is doing things ethically.
 - vi. We can't police our own industry, we just don't have the resources or the insurance coverage
 - vii. The specs should be what is in place to enforce the rules, however, those aren't always being followed, are not always enforced, and are sometimes impractical or impossible.
 - b. As carried over from our last meeting, what is our mandate (post-MGP), moving forward into 2019 and beyond?

- i. See attached ideas from the Calgary Construction Association as well as Taylor's email to Gary.
- ii. Should our industry be a compulsory trade? ...perhaps an unrealistic expectation. This would take 90% approval from all of the glass shops in Alberta.
- iii. Perhaps the PGAA could send AIT a letter to express disappointment with SAIT's performance, and the planned closing of SAIT Edmonton.
 - 1. Ross Wady has drafted up a letter and will send it off to the executive before sending it off
 - 2. Trevor will draft up an LAC report to send to Natasha to distribute to GAMA if she sees fit.
 - 3. Should we go to the Alberta Construction Association about this?
 - 4. Is NAIT a potential solution for the SAIT withdrawal from Edmonton? Ross and Rick are pursuing this with NAIT/AIT.
- c. Jonathon Greenland motion that since we have funds in the bank right now due to Master Glazier monies being refunded that for 2019 we waive the fees to GTA and GAMA. Discussion.
 - i. Often half of that would go to the CGA, however, the CGA is in disarray, so they have not been collecting.
 - ii. Jonathan Greenland motioned to waive the fees for GAMA & GTA this year. All were in favor, so the fees will be waived.
- d. Trade Definitions
 - i. Demountable partitions – By trade definitions, the change was made a few years ago that these partitions must be installed by glazers, however, they may not be aware that those are part of their responsibility when they receive the spec.
 - 1. If glazers are not aware of this when quoting, but are expected to install partitions during construction this could mean serious losses for the glazing company on that job.
 - 2. On the other hand, if it is written in the trade definitions that glazers must be installing glass into partitions, but then partition companies are doing that work. They do not want to give up this profit centre and glaziers do not really want to install glass into these systems. Gary has forwarded the concern to ACA.
 - ii. There should be more clarity for who's responsible for demountable partitions in the trade definition.
 - 1. Either Demountable partitions should be removed from glazers scope in the trade definitions, or partition companies should be required to received the proper glazing training to install such partitions. Gary has forwarded the concern to ACA.
 - iii. ACSA should also be made aware of these issues.

- iv. Lynn will draft up a letter for PGAA on this issue and send it to Trevor who will respond accordingly.
7. Round Table – Other Comments, news, or issues. - None
8. Next Meeting-2019-05-15, 09h00, online via Go-To-Meeting.
9. Motion to adjourn at 11:39 by Jonathan Greenland and Lynn Allen

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