CANADIAN CONDOMINIUM INSTITUTE NORTH ALBERTA CHAPTER

INSITETOCONDOS

THIS ISSUE:

- Pigeon Prevention and Deterrent Tips
- Being on Top of Your Balcony
- On Board: Hoarding -How to Deal with a Messy Situation

VOL. 37, ISSUE 3 - SPRING 2022





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MESSAGE PRESIDENT FROM THE PRESIDENT

BY ANAND SHARMA

W ELCOME TO THE SPRING EDITION OF THE INSITE TO CONDOS MAGAZINE

As I'm writing this it doesn't look like spring yet, but I hope by the time this issue reaches you the snow has disappeared and we're starting to see signs of nicer weather.

CCI North Alberta continues to work hard on behalf of the condominium community here in Northern Alberta. It's been a busy few months of education, advocacy, and supporting the condominium management industry as we transition to a licensed profession.

If you will bear with me for some news indirectly related to CCI, I was recently elected as the Chair of the Alberta Condominium Management Education Consortium (ACMEC). ACMEC is an industry-led non-profit education consortium that is a recognized provider of pre-licensing education for condominium managers by the Real Estate Council of Alberta (RECA). ACMEC was created to provide accessible, affordable, and quality education curated by experts in our industry. ACMEC's members include CCI North Alberta, CCI South Alberta, and the Alberta Real Estate Association (AREA). I encourage my fellow condominium managers and brokers who need to take pre-licensing education to meet the conditions of their license to consider ACMEC: you can learn more about their courses at www. acmec.ca.

At the office, we are busy getting ready for the Alberta Condo Expo. This year's expo will be on June 11, 2022 and will be occurring both in person and online. We are doing a hybrid format to make sure members are able to participate wherever they are in Alberta and regardless of the situation with COVID-19.

We have already started planning our 2022 Golf Tournament. We are looking forward to seeing you on the green on August 26 so save the date!

With the membership year winding down, we are shifting focus to 2022-23. New members who purchase a 2022-23 membership anytime between now and July 1 will get the remainder of 2021-22 included, and existing members should keep an eye out for our early bird renewal contest. There are still many great membership benefits for the year, including discounts on our education events and members-only pricing for the Alberta Condo Expo. I urge all members to renew early. Your membership and participation in our organization is critical for CCI North Alberta both financially and politically. Your membership support allows us to provide a better educational experience as well as provide courses and seminars in new ways and with new topics. Support through membership fees also allows us to advocate for the community more effectively by allowing us to engage the public through campaigns and events. The more united we are, the more effective our efforts are in political advocacy. If you know others who may be interested in joining, please let our office know and we are happy to reach out. The membership experience is our focus, and I invite you to share ideas and thoughts to allow us to better serve you.

The last two years have been tough. The stress and uncertainty of a global pandemic and some of the other things we see in the news

have taken a toll on us, and our families, neighbours, and communities. As jurisdictions across the world try to figure out what learning to live with COVID-19 looks like, we are all going to be coming through the next few months with different levels of comfort. Let's support one another and be kind and patient while we make this transition.

Anand Sharma

President, CCI North Alberta





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Robert's Rules of Order & Beyond **May 12, 2022**

In a condo meeting, which governance style reigns supreme?

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COMING UP NEXT:

See you at the Alberta Condo Expo in June





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RAFFAELLA LORO

We finally put our new(ish) Education Coordinator in the hot seat for the next edition of our hard hitting interview series of "Meet the Staff."

Quick, what was your first job?

I inherited three paper routes from my older siblings when I was eight years old. Neither rain, sleet, snow or barking dog prevented me from delivering those papers before dinnertime. The newspaper tried to tell us we were entrepreneurs, but I was precocious and said it was child labour.

What was something you've done that made you feel extreme happiness?

My husband always wanted us to get a dog (he grew up with them) but I said no (see above re: childhood dog related fears). However, time and dog park walks with friends can soften even the hardest of stances. Last March we added a new companion to our family, a sweet terror named Pippa. I am no longer afraid of dogs and seeing my husband run through the mountain streams with (one of) his best gal(s) makes me extremely happy. The barking is another story.

What's a movie or show you'd watch on repeat?

I like to scare my nieces and nephews about the world before Netflix and how their aunts and uncles used to have to carefully rewind the family favourites on VHS. To this day we still quote lines from lots of movies, but when we've been lucky enough to gather, someone always finds a way to put on Clue, Noises Off, or Oscar. I think we must like comedic farces.

What is a dream you have that you've yet to achieve?

Both my parents immigrated to Canada and I've been lucky to visit their home countries and visit with my relatives there with my parents on a couple of occasions. We had planned a family reunion in 2020 that followed the path of a trip my family took 25 years earlier. First the pandemic and later some family health issues resulted in numerous delays and cancellations. We're still figuring out the right time to make this dream trip a reality.

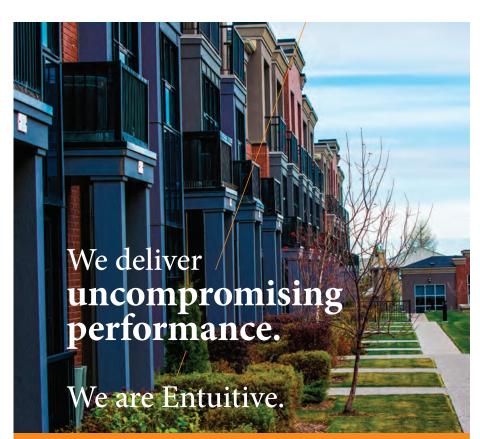
What's your guilty pleasure?

A day of uninterrupted knitting. Except I wouldn't feel quilty about it.

What's something you're looking forward to after this long winter?

I live in a townhouse and I'm lucky to have limited outdoor space where I can do some gardening.

Although I'd definitely consider myself just a novice gardener, I do enjoy planning out what I might plant in my containers for my small patio and I also make a lovely herb garden on the balcony off my kitchen. One year I even had a tomato plant that hung like a chandelier and I had a bountiful crop all season. Tending to my plants was always really lovely, especially during the height of the pandemic. Some of my neighbours would chat to one another from our balconies about our gardens. I'm looking forward to the return of this (mostly) relaxing pastime.



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JEREMY DALGLIESH

Jeremy has been on the CCI Board of Directors since January 2021. He is the President of Converge Condo Management and a condo owner. Interview has been edited for length.

Do you follow sports? Which sport/team is your go-to?

I have always been an Edmonton Oilers fan and will continue to support them albeit a lot of frustrations along the way.

You have an accounting background. What brought you to condo management?

I first got involved in condominiums when I purchased my townhome condo in 2013. From various experiences since 2013 including sitting on my own Board and having friends that sat on their Boards, I noted there was a gap in service levels in the industry. I was in my 6th year at PriceWaterhouseCoopers (PwC) when my old coworker started Converge Condo Management, and I jumped ship with him and took the job as President of the company with the goal of taking the lessons learned from working in a professional service firm, and applying the same service levels to Condominium Management.

How has being a chartered accountant proved to be an asset to you in condominium management?

The amount of knowledge one gains from going through the Chartered Accountant (CA/CPA) program is extensive. You not only learn the accounting knowledge, but you gain a significant level of proficiency and understanding in what makes businesses successful. I apply that experience internally at Converge Condo Management but also across our condo portfolio. Boards need to think of their condominiums as businesses to the extent they have revenues coming in, and there needs to be proper budgeting

and financial planning in place to ensure investment value is sustained. As a Condo owner myself, I understand that it is more important than ever to focus on proper business practices, and long-term decision making to ensure that the return of your investment is kept a top priority.

Is there a charitable cause you support? Why?

I have a lot of respect for any charity that focuses on the mentally ill and mental health. It's nice to see a stronger focus on the mental health of individuals in society and I hope to see that focus continue. Coming from a family with some history of mental illness, I've seen the difficulty it can put on someone and the stigma that comes along with it.

As the President of your own company, you're an experienced leader. What's one thing that you think is important to get right to set up a successful office culture?

It's difficult to pinpoint just one thing as I believe there's an array of factors that lead to a successful "office" culture, whether you work in an office or flex work from home. Though I do believe it starts with prioritizing your employees above all else. We believe providing full autonomy to our employees, and finding them sufficient time to be creative, and to create purpose has been a big success factor for our business and has been a great way to motivate our staff.

There's a great book called Alive at Work: The Neuroscience of Helping Your People Love What They Do which is all about engaging your employees seeking systems, and creating environments where employees can share ideas, and create change within an organization that is not only rewarding for them personally, but for the business. You want an open environment where employees can openly challenge the status quo, and where employees can manifest a desire to experiment, innovate, and learn. We are all equals at Converge Condo Management and I can truthfully say we wouldn't be where we are today without the output of each employee we have. Its been a great learning experience, and I continue to learn daily from my team, the various non profit boards I sit on, and the condominium industry across Canada as a whole.





Dear Members,

It continues to be a busy time for advocating on behalf of the condominium community.

Provincial Budget 2022-Funding for Land Titles

The provincial budget was released on February 24. The budget posts an estimated surplus of \$500 million, driven primarily by natural resource revenue and supplemented by rebounds in corporate and personal income tax revenue. Service Alberta has dedicated \$9 million in 2022-23 to address the Land Titles registration backlog, with the goal of returning to normal turnaround times of 10 to 15 days by the end of December 2022. There is an additional \$10.1 million per year over the next 3 years to modernize registry services.

Condominium Manager Licensing and RECA

On December 1, 2021, requirements for condominium management licensing came into effect. All individuals who professionally practice condominium management must hold a license from the Real Estate Council of Alberta (RECA). Practicing condominium managers who met the eligibility criteria established by RECA and applied to be licensed have been granted conditional licenses, and have until November 30, 2022 to meet the conditions on their licenses.

RECA has set the competencies for condominium manager associates and brokers, and frankly, there is room to improve. CCI North Alberta and CCI South Alberta made a joint submission to RECA when they were developing the competencies, and several of our concerns remain unaddressed in the final draft. We will be advocating for a review as soon as possible to address the length, clarity, and appropriateness of the competencies and address several typographical errors. We are also going to continue to dialogue with RECA about improving pre-licensing education and making sure practice exams are released.

Meeting with the Deputy Minister

In February our chapter was invited to meet with the Deputy Minister of Service Alberta as a stakeholder of RECA. President and Government Advocacy Co-Chair Anand Sharma attended along with Chapter Chair Susan Milner and Executive Director Amanda Henry. We had a frank and productive discussion about the work RECA is doing to create and oversee a licensing regime for condominium managers, the lessons learned so far, and the challenges and opportunities ahead. We stressed the importance of RECA having meaningful two-way communication with stakeholders.

Disappointing Update on Condominium Dispute Resolution Tribunal

On March 9, condominium stakeholder organizations were invited to a meeting with the Minister of Service Alberta. Minister Glubish confirmed that while the government remains committed

to implementing the Condominium Dispute Resolution Tribunal, the resources are not available to move forward this year.

Though we were hoping to see more progress on this issue, we do appreciate that Minister Glubish took the time to deliver this news himself and take questions from condominium stakeholders. Minister Glubish committed to continuing to collaborate with stakeholders to develop a model for a tribunal that will meet the needs of the condominium community and one that will be affordable and effective.

We also discussed some other items that will be of interest to our members. Updates will be shared in the weekly e-newsletter.

Insurance & Collaboration with Nunavut Condominium Community While many condominium corporations are still struggling with rising insurance costs, the introduction of deductible chargebacks and best terms pricing have helped alleviate at least some of the pressure. Based on consultations and research we have conducted over the past year, CCI North Alberta is going to continue our effective advocacy efforts on this issue, and work with experts to develop tools that condominium corporations can adopt to play their part in addressing insurable risks.

Our chapter has also continued our participation in a 'solutions lab' for the Nunavut condominium industry. Government Advocacy Co-Chair Hugh Willis has been especially involved in this exercise. We were invited to participate in a series of consultations to share our insights on the condominium insurance market and support the development of solutions for the Nunavut condominium market.

Committee Update

We would also like to provide some updates on committee roles. At our last meeting we welcomed Jeremy Dalgliesh (Converge Condo Management) to the committee. Jeremy has been on the board of CCI North Alberta for a little over a year and he brings a wealth of experience to the Government Advocacy Committee. The committee has been very busy for several years now as we saw numerous changes to legislation that affect condominiums as well RECA and condominium management licensing. To ensure continuity, the committee decided to add Vice Chairs. I would like to thank and congratulate Jeremy Dalgliesh and Amber Nickel for taking on these important roles.

Once again thank you to our volunteer committee of condominium lawyers Hugh Willis (Willis Law), Victoria Archer (Gledhill Larocque), Amber Nickel (Willis Law), Todd Shipley (Reynolds Mirth Richards & Farmer), as well as Dawn Mitchell with HUB International for their ongoing work and dedication.

Anand Sharma & Hugh Willis
Co-Chairs – Government Advocacy Committee



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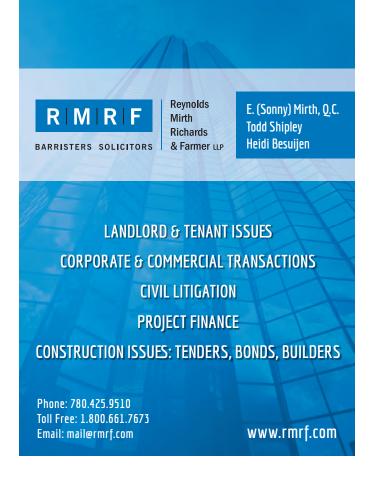
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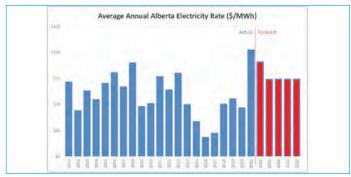
ENERGY RATES IN ALBERTA – WHAT TO DO?

BY CAMERON MITCHELL. SOLUTION 105 CONSULTING LTD.

Electricity

With record electricity prices seen in Alberta in 2021, what does the remainder of 2022 hold? Well, in brief, more of the same. 2021 saw electricity rates soar to the highest levels since deregulation began in Alberta in 2001.

2022 is expected to be a bit softer, and yet rates are still expected to come in over 9 cents per kWh... super high. Thankfully, there are several good retail offers available to residential and small commercial consumers (those who use less than 250,000 kWh/yr). For condominiums, this could be individual suites (if your suite has a utility-grade meter where you need to choose a retailer) or the condo as a whole (if there is no submetering, or submetering with revenue-grade metering through a competitive supplier). As of March 18, we are recommending many small electricity consumers to move to Enmax's EasyMax 5-year rate of 7.49 cents per kWh if they do not already have a better fixed rate in place.



Larger consumers (whole condos that are larger than ~80 suites) will have a bit harder time finding such a good rate. We are presently working with large users and are seeing 1-year rates in the 10 cent per kWh range, 3-year rates in the mid 8 cent per kWh range, and 5-year rates in the mid 7 cent per kWh range. From our perspective, a 5-year term offers initial savings compared to the current market, and long-term stability – but one size does not always fit all.

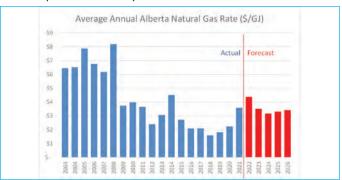
Natural Gas

Natural gas rates have also increased dramatically compared to the last few years, with rates in the \$4/GJ range. However, this is not too far outside where gas rates have been if we look back beyond the last 10 years.

The one big difference is the addition of the Carbon Tax. This presently sits at \$2.103/GJ and will jump to \$2.629/GJ on April 1, 2022.

Again, residential and smaller gas consumers (less than 2,500 GJ per year – think condo complexes with less than ~40 suites)

could be well served by Enmax's EasyMax 5-year rate of \$4.09 per GJ... And, no, we are not in any way paid by Enmax :) – they just happen to have the best options for now. For larger condos, we have seen even better fixed gas rates available in the competitive marketplace.



If you are looking for expert independent advice, feel free to get in touch with our team at Solution 105!



ALBERTA CONSTRUCTION COST OUTLOOK 2022

Normac's research shows that all regions of Canada faced residential construction cost increases outpacing those of recent years or standard inflation. Statistics Canada's most recent Construction Price Index (December 2021) indicates that construction costs for residential properties have increased by 21.7%, surpassing previous record highs.

Most notably, Calgary and Edmonton, alongside Toronto and Ottawa, faced the largest national residential construction cost increases with Calgary leading the country overall.



What is causing the increase in construction costs?

COVID-19

Construction temporarily halted in 2020. Productivity on worksites slowed as physical distancing measures and increased health and safety policies came into practice. Additional slowdowns were caused by continued disruptions to supply chains and materials shortages, scheduling inefficiencies, and reduced worker densities across the country.

Material Cost Increases

The cost of materials continues to rise with the global supply chain unable to meet demand expectations. The Alberta labour shortage in the construction industry has added to the mounting pressure on prices. In Q3 2021, Alberta saw a 138% increase in construction job vacancies compared to Q4 2020 despite an 8.36% increase in wages.

▶ Lumber Increases. Poor weather, closures of sawmills, and increased demand have all contributed to a major jump in lumber costs for 2021. Although prices have stabilized in recent months, softwood lumber prices are still 76% higher than pre-pandemic levels (October 2019).

▶ Concrete prices and its associated components, including reinforcing steel have increased. The rise in the price of concrete contributed the most to higher costs of building high-rise apartments (building foundations) and construction delays due to the sheer supply and demand disparity.

The increase in housing starts as well as infrastructure demands for concrete in Alberta, Canada, and globally have further challenged the industry. With demand unrelenting and a shortage of workers, concrete prices are forecasted to continue to increase.

- ▶ Plastic resin prices have increased due to manufacturing capacity disruptions from severe weather events earlier in 2021. Plastic resin is used in various building construction materials, from electrical wire to engineered wood and PVC piping products.
- Raw steel prices have gone up due to supply constraints that include longer delivery times and shorter price guarantees. This has a far more significant impact on non-residential buildings.

▶ Window frames. The pandemic resulted in labour manufacturing constraints and a significant slowdown of foreign supply lines which support the raw materials needed to build windows. Overseas production facilities witnessed a huge disruption due to the COVID-19 crisis, thereby disturbing the overall supply of the window and door frame market globally.

The local Calgary window industry has reported significant cost increases, erratic shipment arrivals, and extreme delays/lead times.

Other common building materials such as insulation, drywall, and roofing products are all experiencing landing delays.

Demand for Housing

RBC has reported that builders have started the highest number of housing units (260,500) since 1977. This represents a 26% (or 53,600-unit) increase relative to the 2015–2019 average (206,900 units). Demand for housing will persist for the near future due to an increase in purchasing power (high household savings rates) and ambitious federal immigration targets.

Alberta has seen an 14% increase in investment in building construction year over year (December 2020–2021). Most notably, the value of building permits in Calgary has gone up 73.8% in this same time period. The demand for housing has created a hot residential market overall with the national value of building permits experiencing the strongest annual growth ever recorded.

Capital Projects

In addition to higher housing starts, capital spending for the construction of non-residential structures adds pressure to the already strained material and labour supply. The transportation and energy sectors particularly add to this strain.

Demolition Costs

Normac's research for 2021 shows that wood frame developments are seeing higher costs for demolition than previously documented. On the other hand, concrete high-rise construction has experienced a triple-digit percentage increase over the past few years. Other factors affecting demolition and removal costs include location, size, and age of building.

At Normac, we are construction cost experts. We monitor construction costs and update our databases on a quarterly basis. We have our fingers to the pulse of the residential construction industry and offer the most reliable and accurate appraisals in the industry.

Additionally, while the current market reflects price growth for construction materials and the challenges faced in the labour market, Normac will be the first appraiser to report when the tides change and the upward market trends wane and decrease. Just as we always safeguard that our clients are insured to full replacement cost value and are not at risk, we simultaneously ensure that our clients are not over-insured and paying for premiums based on an excessive valuation.

Case Study: The Dangers of Underinsurance

A condominium in Chilliwack, British Columbia, has learned the devastating impacts of being underinsured. Like the Alberta Condominium Act, the BC Strata Property Act requires that condominiums be insured to full replacement cost value.

After a damaging fire resulted in a total loss, homeowners discovered that their condominium was underinsured by \$3.2 million. To make up for the shortfall, homeowners were each charged a special assessment between \$36,000 – \$57,000. This expense, in addition to their personal losses and displacement from their homes, devastated homeowners during an already tumultuous time.

Tony Gioventu, Executive Director of the Condo Homeowners Association of B.C., affirms that, "Condo buildings need regular appraisals to make sure the true replacement costs are covered."

Underinsurance is avoidable and can be prevented with a replacement cost appraisal conducted annually by a reputable and experienced insurance appraisal firm. Additionally, in this extraordinary time faced by the construction industry, it is critical to ensure your appraiser has extensive knowledge of current construction costs and market trends. Hiring a firm that does not have this skillset leaves condo owners vulnerable to financial devastation in the event of a catastrophe.

 $\textbf{Article:} \ \text{https://www.cbc.ca/news/canada/british-columbia/condo-insurance-fire-1.5829511}$





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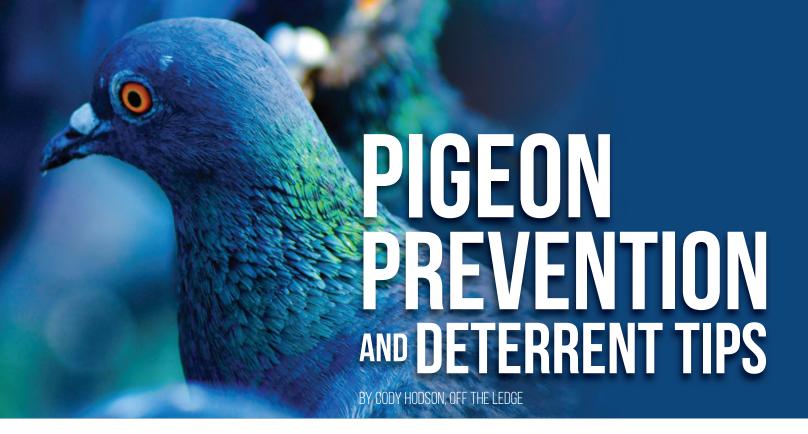
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There's no denying that spring is an amazing time of the year but it isn't all sunshine and rainbows.

Spring is the peak breeding season for feral pigeons and as many homeowners know, when these winged menaces decide to gather on your property many problems soon follow. Nesting and roosting pigeons often leave behind feathers, fleas, bird mites, and LOTS of droppings. Pigeon droppings can be a serious health concern as they have been linked to several diseases, including cryptococcosis, histoplasmosis and psittacosis. Droppings are also acidic and can lead to property damage when left over time. They can eat away at stone, corrode metal, deteriorate car paint, disintegrate shingles, and stain awnings. Deterring pigeons after they have roosted can be exceptionally difficult, but not impossible.

GETTING RID OF PIGEONS ON A ROOF

Deterring pigeons from roosting on a roof can be a very time-consuming and difficult task. Simply mounting a plastic owl often won't cut it. Pigeons aren't dumb. They know their environment, they know real threats, and they can recognize when plastic replicas don't ever move.

Gables are often prime locations for roosting pigeons as they provide shelter from wind and protection from rain. Reflective tape can be used to discourage pigeons from roosting in these areas. Pigeons primarily rely on eyesight to identify threats and when sunlight flickers off reflective surfaces it annoys and frightens them. Combining a motion-activated noise device with a reflective device can also increase the effectiveness of the deterrent.

Bird spikes and bird wire discourage pigeons from landing. Window ledges are a prime location where these devices can act as an excellent deterrent. When it comes to roofs, placing spikes or wire on all surfaces where pigeons may gather becomes increasingly difficult and often impractical. Attempting to do

this can also create more problems. Sparrows and other small birds often view spikes as a great location to create a nest. Keep this in mind when placing spikes under a roof ledge or inside an eavestrough.

Nets can be used to make an entire area inaccessible for pigeons and other troublesome animals. Netting off areas becomes very effective when the roosting area or flock is large. Nets can be difficult to install and specialized personnel will often be required to ensure they are placed correctly.

GETTING RID OF PIGEONS ON A BALCONY

Similar to roofs, reflective devices are often effective at deterring pigeons from balconies. The smallest draft can rustle these devices and encourage pigeons to take flight.

Bird spikes or bird wire can be used to discourage pigeons from landing on railings or on balcony edges. Wire is often the preferred choice for these locations as it is lower profile and it does not act as a nest supporting device for small birds.

If worse comes to worse, netting off an entire balcony is a very effective method. Nets can be an eyesore and they also take away some of the perks of having a balcony, but they do keep pigeons away. Once the pigeons find a new home, replacing the net with well-placed bird wire may be a more ideal long-term solution to prevent future pigeons from roosting.

GETTING RID OF PIGEONS UNDER SOLAR PANELS

Solar panels are often seen as a prime location for pigeons as they provide excellent shelter and security from predators.

Placing netting around solar panels works well as it will ultimately make it impossible for pigeons to access the panel system. While effective, this protection method is often time consuming and costly to install.

Bird spikes and bird wire can be an affordable option but similar to the challenges of deterring pigeons from roofs, there are many different locations to perch. Placing spikes under solar panels may also encourage sparrows or other small birds to set up shop.

UNINTENTIONAL FOOD SOURCES

Pigeons often roost near a food source and while removing the food source may not completely deter already roosting pigeons, it will make the area less attractive. This can be as simple as ensuring pigeons can't access pet food, keeping trash in tightly locked containers, and replacing traditional bird feeders with pigeon proof bird feeders.

WHEN TO CONTACT A PROFESSIONAL

Pigeons should be discouraged from roosting and nesting as soon as possible. If pigeons are left undisturbed, they will often become harder to get rid of, not to mention that the problems encountered from roosting pigeons will often get worse when ignored. If left too long, condominium tenants may even take it upon themselves to take drastic measures to rid their property of these flying pests. Despite it being ill-advised, tenants may resort to using poison and inhumane traps. Tenants may also be unaware of the health risks associated with pigeon droppings and try to clean up the mess themselves.

A professional will help determine the best and most humane method to get pigeons off of your property. Once the deterrents are in place a professional should also be contracted to dispose of the pigeon droppings. Spring has a lot of great things to offer and constantly worrying about pigeon problems should not be one of them.

Cody Hodson is one of the co-founders and co-owners of Off The Ledge Inc. in Edmonton, Alberta. He has been providing exterior maintenance solutions to condos for over 15 years.

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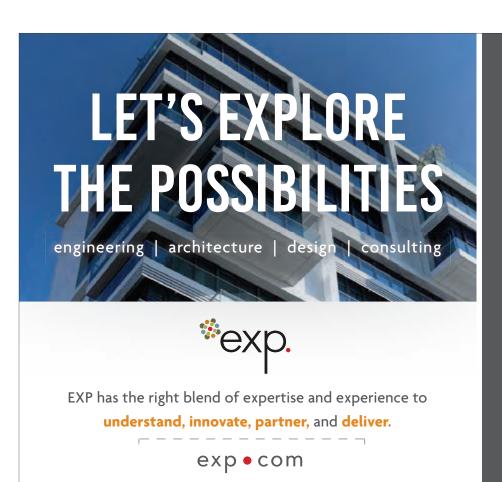
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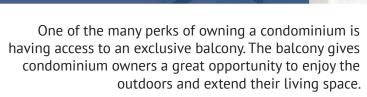
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BEING ON TOP OF YOUR BALCONY

BY STEVEN DELUCA, PROJECT MANAGER, EXP ENGINEERING



Although the balcony has its positives, it also can come with a very expensive price tag to repair and replace. There are several different components and details of the balcony to be considered that affect the longevity and safety of the balcony structure.

The balcony structure (columns, beams, joists and sheathing) consists of wood or concrete and is protected by a sheet membrane or a liquid applied membrane on the surface of the balcony. The quality of the membrane and the sequencing of the installation greatly impacts the life expectancy of the balcony. We have completed repair projects for balconies ranging in age from 5 years to 35 years. To this day, it still amazes us how much damage water can cause to wood balcony structures over time.

The concept of installing a continuous water-resistant barrier to protect the balcony structure seems very simple. You require continuity and positive lapping of water proofing materials. On sloped roofs this is viewed as very simple, shingle lapping. On balconies, it can be more complicated due to the different transitions from the walls, columns and fascia but the concept remains the same – positive lapping of materials similar to shingles on a sloped roof.

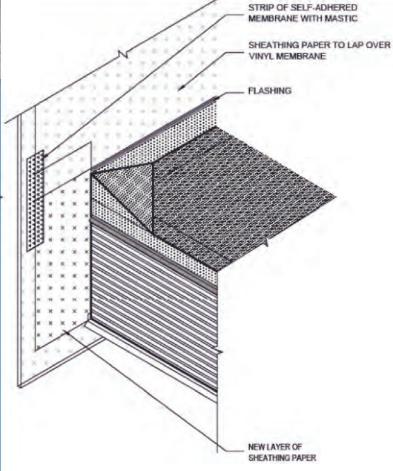
Balcony membranes often require replacement before the adjacent cladding. The cladding is typically finished tight to the surface of the balcony which poses challenges for proper membrane installation. We have come across some projects where the Condo Board tries to cut costs by leaving the cladding in place and hires a contractor to just install a new membrane butting up to the cladding. This installation provides no lapping in behind the cladding and weather resistant barrier. See photo on right. In the first year, the balcony membrane was likely tight to the cladding. However over time, the balcony membrane curled away from the wall leaving a large gap for water entry and created significant damage to the underlying wood components resulting in a very costly balcony repair project for the owners.



Continued on next page >

Another critical detail for balconies is a diverter or "cheese wedge" at the balcony to wall interface. The diverter is a simple detail but very effective component that deflects water away from the balcony to wall interface, a very vulnerable location for water entry. This detail will prevent water from entering the cladding and direct water away from the building.

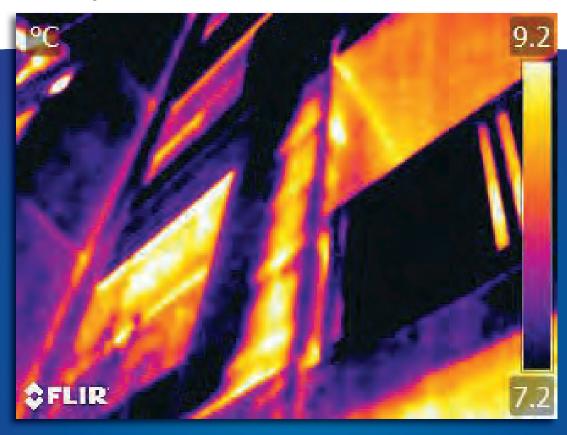
Another key detail is sloping the balcony surface away from the building. Ideally this slope is a minimum of 2% to allow water to drain away from the building and off the edge of the balcony. I have come across several properties where the balconies are either flat or sometimes have negative slope towards the building. This in combination with no diverter and poor detail at the balcony to wall interface has led to extensive moisture damage. The photo below is an example where a bank of balconies on the northwest corner of the building had negative slope back towards the building to the corner resulting in extensive moisture damage behind the stucco. During the building envelope condition assessment for this property, a contractor was on site washing the glass railings on the balconies and we watched the water go from the front edge of the balcony to the balcony to wall interface in behind the stucco illustrating the poor slope.





Another key success of any building envelope and balcony structure is drainage and drying potential. It is naive to think you can have a 100% waterproof structure especially in our harsh freeze-thaw climate. Thus, it is important to ensure the cladding adjacent to the balcony has a proper drainage plane and flashings installed such that water can escape and the assembly can dry. The infrared photo below shows an example of a nine year old building where there was no drainage plane installed behind the cladding.

These balconies even had diverter flashings installed but lacked continuity of the weather resistant barrier between the balcony fascia and the wall as well as no drainage plane behind the cladding. As a result, over the young life of the building, water entry occurred leading to extensive moisture damage to the wall sheathing and studs.



These balcony details seem simple, but getting these details correct are very critical in the longevity of balconies. The success of any project starts with having the right team to deliver the project – a qualified consultant and contractor.

This will allow the balconies to be properly inspected, designed and built to ensure the balconies are safe for condominium owners to enjoy their extended living spaces for a long time. ●



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DOES THE CONVERTED PROPERTY STUDY ACTUALLY REPLACE THE DADO

BY JUSTIN TUDOR, KELLER ENGINEERING

From 2015 to 2021, developers of new condominium buildings in Alberta were required to have a Building Assessment Report (BAR report) prepared by a qualified person, such as an engineer, technologist, or architect.

The BAR report was meant to provide some measure of consumer confidence that the condominium had been built to commonly acceptable standards and that risks associated with poor construction practices were identified and disclosed to new purchasers. What the BAR report regulations ultimately required was a milquetoast letter from a 3rd party, usually an engineer, usually stating that there are some visible deficiencies that need to be resolved, that all design professionals had signed off on the work, and that this report should be provided to the Board of Directors of the condominium.

This reporting approach had multiple shortcomings, such as no requirement for inspections during construction, unclear requirements for the inspector to determine scope and causes of deficiencies, and a misaligned incentive to provide the report directly to the builder, rather than the new board of directors.

These weaknesses became apparent quickly after the reporting requirements were introduced and were appropriately targeted for improvement or replacement by the provincial government over the last year. After thorough review, the BAR reporting requirements were ultimately repealed in 2021.

As of July 1,2021, converted property studies (CPS) are advertised to replace BAR reports for condominium conversions. A new condominium will not need a BAR, nor a CPS. This reporting format is envisioned only for existing buildings that have been converted into condominiums. The regulations for the CPS attempt to make up for shortcomings in the BAR reporting process and clarify some items that BAR inspectors had been looking for.

What's in a CPS?

Upon conversion of a condominium from another use, developers must obtain a CPS from a professional engineer

or registered architect. The provider must be at arms' length and the developer is not permitted to retain them for any other purpose. The CPS provider is required to identify and inspect the real estate of the corporation, all common areas, and all managed property in the building. The CPS is to include a survey of any residents of the building.

Amongst other things, a CPS must contain the following:

- The date of original construction of the building, and a list of all previous uses of the building
- The dates on which any physical modification, if any (other than for normal wear and tear) was commenced and completed
- A description, estimated remaining service life and statement as to whether it was replaced during the conversion, refurbished or left in its existing condition of the following building elements:
 - all delivery and distribution systems in the building and any mechanical system that serves two or more units
 - all mechanical systems in the building
 - the building envelope, including roofs and sub-roofs
 - the surface water drainage system around the building
 - plumbing line and electrical wiring material
 - the load-bearing parts in the building when the building was built
- The inspector is to assess:
 - moisture ingress and abnormal staining, based on a visual inspection, and any recommendations for further analysis
 - the areas tested for hazardous materials and the result of all tests conducted including any asbestos or other hazardous materials detected

Continued on next page >

- any areas that were remediated a copy of any report or plan required under the Occupational Health and Safety Act regarding the building
- any other building deficiency observed, or content considered relevant by the person engaged to prepare the CPS
- A description of the manner in which the building inspection and a survey of occupants were performed.

Foreseeable Issues

It seems that the CPS inspector is to apply their professional judgement in terms of how much, where, and when to inspect in order to satisfy the requirements of the regulations. This does, however, leave room for errors, despite the inspector's best intentions. What if the developer accidentally conceals moisture ingress prior to when the inspector chose to attend the site?

There is no standard of inspection, only that the inspector is to report on any building deficiency that they observe. Conceivably this should mean that an inspector will proceed in a reasonable manner, however, it would have been easy to point to the ASTM e2018 Baseline Property Condition Assessment Process standard to use as a reference for what a competent inspector should do. With the regulations as they are, it's unclear whether an inspector needs to visually see every room, any wall, or even a single window rough opening during construction.

An uncommon but problematic issue with buildings converted to condominiums is if the building being handed over contains undisclosed asbestos or designated materials. If abatement of these materials is ever required, these costs may be borne by the new owners of the condominium.

Although the CPS regulations appear to address this issue, it only requires that the results of areas that were tested or remediated be disclosed in the reports. It's conceivable that a portion of the building that was not remediated as part of the conversion may contain unknown problematic materials that would not be identified within this CPS.

Does the CPS actually replace the BAR?

It's hard to envision the CPS as a replacement of the BAR report. For one, BAR reports were never available for conversions and future new-build condominium owners, who would have benefited (even partially) from the BAR report, have not been provided with a replacement. They've only seen the BAR disappear entirely, with no plan for reformation in sight.

The greatest strength of the CPS is that it should serve as a clear and concise document indicating what modifications were made to the building as part of the conversion and what the condition is of those elements that remain.

Although the CPS may provide some measure of assurance to purchasers of condominium conversions, it unfortunately does not appear to go far enough yet to create a standard for identifying construction deficiencies or potentially costly repairs to abate designated substances in the future.

The CPS and the BAR report were meant to serve completely different types of condominium projects. One does not replace the other. At best they are cousins, and although the junior has had the ability to learn some things from the fumblings of its senior, it may not be enough to actually provide the kind of consumer protection that Alberta's condominium owners require.





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HOARDING — HOW TO DEAL WITH A MESSY SITUATION BY AMBER NICKEL, WILLIS LAW



What is the first thing that comes to mind when you hear the word "hoarder"? For many, it is a clip from a popular television show of a person navigating their way through a home in total disarray, with belongings stacked to the ceiling. For some, that memory may not be from television, but from an experience in real life.

Hoarding tendencies can vary between individuals, however the underlying behaviour is consistent. The term "hoarder" is used to describe a person who keeps excessive contents within their living space that interferes with (or completely prevents), day-to-day functions and/or use of rooms. Medical professionals have linked hoarding tendencies with various mental disorders. Severe cases often take a long time to emerge, but when it does happen there are many additional risks and concerns that surface.

It is safe to say that when living in a condominium, your lifestyle affects those around you, and vice versa. This applies to what occurs both inside and outside a unit. Sadly, hoarding can go far beyond an annoyance or nuisance; it can present safety issues for residents and risk to the real property of the condominium corporation, creating (sometimes significant) financial burden on the corporation.

Continued on next page >

There are many steps, costs, and considerations involved with clearing out, cleaning, sanitizing, and eliminating hazards within a hoarded unit.

Before any steps are taken to address suspected hoarding, it is important to remember that a messy resident is very different than a hoarding resident. If the Board of Directors has reason to believe there is a hoarding resident, action must be taken quickly. Consult with the corporation's legal counsel to review the matter. The following is a non-exhaustive outline for dealing with a hoarded unit:

INFORM

Prepare an inventory of information available to the corporation

- How the Board became aware of a potential issue;
- Complaints received by other residents;
- Anticipated damage(s) in the unit;
- Copies of communication with the unit occupant, etc.

Keep the information inventory up to date throughout the matter.

INSPECT

Schedule an inspection of the unit

- Review the corporation's bylaws to confirm any requirements for a unit inspection are met
- It is advisable to have a representative from the Board of Directors attend the inspection, as well as another agent of the corporation
- Upon gaining access to the unit, visually assess if there are any hazards or if it is safe to enter
- If entering the unit, be mindful and respectful of the feelings and privacy of the occupant
 - it is their personal living space and having people in the unit can be distressing
- Take photos and make written notes to document the condition of the unit (do not forget any outdoor exclusive use areas)
 - Ensure photos and notes are related to the hoarding
 - Any photos, notes, records, etc., must be stored appropriately and in accordance with the corporation's privacy policy

Hoarded units can pose physical health and safety risks, including falling contents, unattended elements such as uncovered electrical wires, mould, exposure to human and/or animal waste, etc. If at any point during an inspection a safety concern arises, stop, and immediately exit the unit. Do not reenter until proper arrangements can be made with the relevant professionals so the inspection can continue safely.

ASSESS

Once an inspection is completed, the Board will have a better idea of what the corporation is facing and what resources will be required.

It is very common for occupants or assisting friends/family to request the opportunity to remove the contents and clean the unit themselves, with the belief that the problem can be solved by a thorough cleaning by either themselves or a cleaning company.

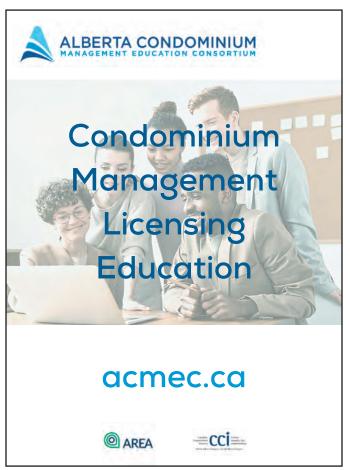
 A biohazard assessment needs to be performed by a certified biohazard company in any hoarding situation to

- evaluate potential risks contained in the unit. The presence of mould, insects, vermin, human and/or animal waste, require biohazard services.
- Other services that may be required include: content removal, content storage, pest control, mould remediation, asbestos abatement, trades (i.e. plumbing, electrical), etc.

There is no one-size-fits-all checklist for how to handle hoarders in condominiums. The technical elements and number of moving parts involved can be overwhelming. Continue to consult with the corporation's legal counsel throughout the process for quidance to avoid potential missteps.

Dealing with a hoarding situation is challenging for condominium corporations as it requires striking a balance between compassion and the enforcement of the bylaws, legislation, and protection of other occupants and owners.







#101, 1 Carswell Street St. Albert, AB T8N 7N5 Ph: (780) 756-4222 Toll Free: 855-879-1513 Fax: 1-855-287-2212

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To assist you with any of your claim handling needs, or if you like further information on our SIUD program, please contact either:

Paul Whitman, FCIP 780-756-4222, Ext. 221 paul@diverseclaims.ca Mike Eisbrenner, CIP 780-756-4222, Ext. 237 meisbrenner@diverseclaims.ca



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Nick Trovato MEng, P.Eng., FEC, FGC (Hon.) ntrovato@rjc.ca Jamie Murphy RET, P.L.(Eng), CCCA, LEED® AP imurphy@rjc.ca



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Email: insite@ccinorthalberta.com

ADVERTISING RATES 2021/2022

Ad Type	*Size	Mem	per Pricing	Non-Member Pricing	
Business Card	3.33"w x 1.83"h	gst	\$181.50 \$9.08	gst	\$363.00 \$18.15
		Total	\$190.58	Total	\$381.15
1/4 Page	3.5"w x 4.75"h	gst	\$392.70 \$19.64	gst	\$785.40 \$39.27
		Total	\$412.34	Total	\$824.67
			\$786.50		\$1,573.00
1/2 Page	7.0"w x 4.75"h	gst	\$39.33	gst	\$78.65
		Total	\$825.83	Total	\$1,651.65
			\$1,179.20		\$2,358.40
Full Page	7.0"w x 9.5"h	gst	\$58.96	gst	\$117.92
		Total	\$1,238.16	Total	\$2,476.32
			\$1,356.00		\$2,712.00
Full Page Premium	7.0"w x 9.5"h	gst	\$67.80	gst	\$135.60
(Page 2, 3, or Inside Back Cover)		Total	\$1,423.80	Total	\$2,847.60
Back Cover	7.62"w x 8.48"h	gst	\$1,512.50 \$75.63	gst	\$3,025.00 \$151.25
Dack Cover	1.02 W X 0.40 II	Total	\$1,588.13	Total	\$3,176.25

Please note: Advertising prices are subject to change at the beginning of each fiscal year. We will endeavour to notify all advertisers of any rate changes in a timely manner.

Note to Advertisers:

Submit your artwork in a digital file, or provide camera-ready copy. Digital files are accepted in .EPS, .AI, .PSD formats, or high quality PDF or TIF (minimum 300dpi).

All artwork must be produced in CMYK colour.

*Please check the ad dimensions above to be sure your ad size is correct. If in doubt, consult with your editor or production team to be sure your files are acceptable.

All advertising requests will be subject to approval and space availability. Advertising copy and payment MUST be received by CCI - NAC prior to the submission deadline

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Advertising & Article Submission Deadlines				
ISSUE 1	SSUE 1 Aug 15, 2021			
ISSUE 2	Nov 6, 2021			
ISSUE 3	Feb 9, 2022			
ISSUE 4	May 8 2022			

It is the advertiser's responsibility to provide the correct version of the ad for printing by the Advertising & Submission Deadline.

If edits are required to your artwork after submission, we reserve the right to charge a nominal fee for our magazine designer to make the requested changes (if applicable).

BUSINESS DIRECTORY



SPRING 2022

Company	Full Name	Phone	E-mail
ACCOUNTANTS & BOOKKEEPERS			
Amzad Amiri Professional Corporation	Amzad Amiri	(780) 489-8450	amzad@aapc.pro
Barbara L. Surry Chartered Professional Accountant, CMA	Barbara Surry	(780) 467-0562	blsurry@blsurrycma.com
Donnelly & Co. LLP	Pei San Chan	(780) 488-7071	peisan@donnellyco.ab.ca
Heather Zeniuk Professional Corporation	Heather Zeniuk	(780) 463-8425	heather@hzcpa.ca
Ho LLP	Luu Ho	(780) 448-7317	lho@hollp.ca
KBH Chartered Accountants	Mohini Kumar	(780) 463-8101	m.kumar@kbh.ca
Metrix Group LLP	Yulian Korataiev	(780) 489-9606	ykorataiev@metrixgroup.ca
Radke Professional Corporation	Edwin Radke	(780) 424-2844	eradke@radkeca.com
Rutwind Brar LLP	Sukhi Brar	(780) 483-5490	sbrar@rbpa.ca
Scott Dalsin Professional Corp	Scott Dalsin	(780) 439-9646	scottdalsinpc@telus.net
Special Office Services	Christine Schultz	(780) 240-5755	schuchris@outlook.com

Company	Full Name	Phone	E-mail
BUILDING MAINTENANCE			
4-Way Inspection Services Ltd.	Travis Olinek	(780) 473-8464	travis@4wayinspections.com
Acclaimed! Heating, Cooling & Furnace Cleaning	Mallory Caudron	(780) 413-1655	mallory@acclaimedfurnace.com
Alltron Systems	Angela Parkes	(780) 414-0194	anglea.parkes@alltronsystems.com
Antrim Construction Ltd.	Ruth Kelly	(780) 487-2330	ruth@antrimconstruction.com
BROJAM Construction & Maintenance Ltd.	Jamie Brown	(780) 757-5512	admin@brojamconstruction.com
CertaPro Painters Edmonton Ltd.	Barb Forth	(587) 598-5679	bforth@certapro.com
Classic Elevator Interiors Ltd.	John Blackstock	(780) 478-4014	sales@classicelevatorinteriors.ca
Custom Sweep	Melissa Bossel	(780) 451-4010	customsweep19@outlook.com
Dryer Vent Scrubbing, Summit Fireplaces Heating & Cooling	Adriaan Van Papeveld	(780) 819-4527	dryerventscrubbing@gmail.com
Karlen-Elecom Ltd.	Mickie Poon	(780) 453-1362	mp@elecom.ca
Lock & Door Works Inc.	Joe Maksymiuk	(780) 818-0513	ldworks@shaw.ca
Mosaic Home Services	Steven Knight	(780) 910-6688	steven@getmosaic.ca
NB Benny's Contracting Ltd.	Rebekah Barron	(780) 660-2888	rebekah@nbbennys.com
Taylor Construction	Kristine Opp	(403) 244-5225	office@taylorconstruction.ca
The Restorers Group Inc.	Dean Amundson	(780) 239-6760	dean@restorersgroup.ca
United Supreme Group	Mark Lunnin	(403) 891-1454	mlunnin@unitedsupreme.ca

Company	Full Name	Phone	E-mail
CONDOMINIUM MANAGEMENT			
113 West Management Ltd.	Anand Sharma	(780) 784-3001	anand@113west.ca
20/20 Management	Katie Ekroth	(780) 714-0812	katie@2020management.ca
AIM Real Estate Corporation	Dan McDaniel	(780) 424-0397	dmcdaniel@aimrec.ca
Alberta Property Management	Georgina MacNeil	(780) 715-7270	accounting@apmsi.ca
Solutions Inc.	-		
AV8 Solutions	Brett Binnie	(780) 352-9277	brett@av8solutions.com
Ayre & Oxford Inc.	Roseanne Evans	(780) 448-4984	roseevans@ayreoxford.com
Bella Management and Realty Ltd.	Alison Pon	(780) 444-2665	info@realtybella.com
Blueprint Condominium Management	Ibrahim Butt	(780) 665-5350	ibrahim@blueprintmanagement.ca
Inc. Braden Equities Inc.	Braden Paquette	(780) 429-5956	info@bradenequitiesinc.com
Bridgegate Property Management	Tamara Langille	(780) 266-2778	tamara@bridgegate.ca
Group Inc.	Tamara Langine	(700) 200-2770	tamara@bridgegate.ca
Burk Management & Realty Inc.	Shannon Dennis	(780) 421-9995	info@burkmanagement.com
Celtic Group of Companies	Keri Roszko	(780) 784-0028	keri@celticmanagement.ca
Condo Management Solutions Inc.	Carrie Plett	(780) 278-8373	carrie@cms2020.ca
Converge Condo Management Inc.	Jeremy Dalgliesh	(587) 920-3550	jeremy@convergecondo.com
CorBec Management Group Inc.	Laura Lindbeck	(780) 445-4928	laura@corbecmanagement.ca
Core Realty & Management Group Inc.	Don Brown	(780) 651-1577	don@coremanagement.ca
Coutts & Associates Inc.	Peter C. Coutts	(780) 756-9222	peter@edmontonpropertymanagement. ca
CS Management Inc.	Curtis Siracky	(780) 760-6197	curtis@csmgmtinc.ca
Divine Property Management	Israel Ademola	(780) 420-1095	I.ademola@divineproperty.ca
Durston Properties	Alan Durston	(587) 590-1535	alan@durston.ca
Esquire Management Group	Michael McNeil	(780) 414-0390	info@emgroup.ca
FirstService Residential Alberta Ltd.	Robert LaParque	(780) 784-2888	robert.leparque@fsresidential.com
Fort Management Ltd.	Becky MacKlem	(780) 791-3948	becky@fortman.ca
Gleniffer Lake Resort	Tammy Campbell	(403) 728-3010	tammy@mylakeresort.com
Group Three Property Management Inc.	Michele Curtis	(780) 641-0222	mcurtis@groupthree.ca
Hallmark Management	Darcie-Lee Rea, ACM	(780) 819-2108	darcie@hallmarkmanagement.ca
Homestead Property Management	Shirley & Ted Appelman	(780) 203-4105	ted.hpm@hotmail.com
Inland Property Management Ltd.	Kate Brisson	(780) 461-1177	kate@inlandpropertymanagement.ca
JLR Condo Specialists Inc	Lisa Wallbridge	(587) 521-2090	lisa@jlrmgmt.ca
KDM Management Inc.	Brian Fischer	(780) 460-0444	bfischer@kdmmgmt.ca
Key Investment Property Management Inc.	Karen Schoepp	(780) 833-5555	info@keyproperty.ca
Laidley Management	Nancy Ternowski	(780) 423-1516	info@laidley.ca
Larlyn Property Management Ltd.	Michael Holmes	(780) 424-7060	larlyn@larlyn.com
Mayfield Group Management	AJ Slivinski	(780) 451-5192	aj@mmgltd.com
McLeod Realty & Management Ltd	Robert F McLeod	(780) 453-1108	info@mcleodrealty.com
More Property Management Inc.	Travis More	(780) 488-5401	travis@moreproperty.ca
Pivotal Property Management Inc.	Jamie Shima	(780) 701-4300	pivotal@pivotalpm.ca
Premier Asset Management Inc.	Ross Keenan	(780) 414-0297	info@premierassetmanagement.ca
Premiere Group	Brent Graham	(780) 756-2840	brent@premieregrp.ca
Prime Property Management	Kathleen Bildson	(780) 513-3060	kathleen@gpprime.net
Prince Property Inc.	Sandi Danielson	(780) 416-9098	sandi@princeproperty.ca
Progressive Property Mangement Ltd.	Jo-Anne Syskasis	(780) 473-5474	js@progressivepropertymanagement.ca
Realtegic Management Solutions	Beverley Matthias	(780) 987-2900	bev@realtegicmgmt.net

Company	Full Name	Phone	E-mail
CONDOMINIUM MANAGEMENT (CONTINUED)			
Realty Canada Inc.	Donald King	(780) 434-2222	don@realtycan.com
Re/Max Commercial Capital Property Management	Scott Hughes	(587) 525-8900	admin@rccpm.ca
Roots to Peak Management Ltd.	Melissa Southorn	(780) 860-6707	melissa@rootstopeak.com
Royal LePage Summitview Realty	Nancy Caul	(780) 852-5500	jasper@royallepage.ca
Royal LePage, The Realty Group Grande Prairie - Property Management	Angie Peters	(780) 532-3400	angiepeters@royallepage.ca
Shift Management Services	Kelly Bertrand	(780) 872-4556	info@shiftmanagement.ca
Simco Management (Edmonton) Inc.	Ray Pratt	(780) 455-4111	simcomanagement@telusplanet.net
Skyline Property Management	Seang Hem	(780) 994-3100	shem@skylineproperty.ca
Stellar Condominium Management Ltd.	Alicia Jentner	(587) 937-2655	alicia@stellarcondos.com
Strategic Condo Management & Consulting	Diane Drew	(780) 739-6619	diane@strategiccondo.com
TEGA Property Management Ltd.	Susan Milner	(780) 757-7828	smilner@tegapm.ca
The Realty Store	Tamara Janzen	(403) 341-5554	condos@therealtystore.ca
Victorian Property Management	Anthony Canada	(780) 463-0066	anthony@victorianmanagement.ca
Western Realty Group Inc.	Jordan Gogal	(780) 437-2900	jordan@realtygr.com

Company	Full Name	Phone	E-mail
CONSULTANTS & MEDIATORS			
Bylaw Consultants	Gary Caouette	(587) 991-0959	bylawconsultants@gmail.com
CK Condominium Consultants Ltd.	John Setterlund	(780) 729-0031	johns100@shaw.ca
Condo Check	Bernie Winter	(403) 509-2250	bernie@condo-check.com
Excel Bldg. Inspection & Consulting	Stuart Schechtel	(780) 464-5634	excelins@telus.net
HRS Condominium Consulting	Helena R. Smith, ACCI, FCCI	(780) 433-8058	helenarsmith1@gmail.com
Rosetree Mediation, Arbitration and Consulting Services	Gerrit Roosenboom	(780) 982-4355	rosetree.g@gmail.com
SBE Management	Robert Jago	(587) 597-5246	sbem@telus.net
Skyline QS Consultants Ltd.	Maeve Duggan	(780) 920-9962	mduggan@skylineqs.ca
Todd Brand Consulting	Todd Brand	(403) 608-2710	toddbrand@hotmail.com

Company	Full Name	Phone	E-mail
DISASTER RESTORATION			
Belfor Property Restoration	Nikita Cooze	(780) 908-2469	nikita.cooze@ca.belfor.com
Canstar Restorations	Cory Hislop	(587) 989-3417	chislop@canstarrestorations.com
Complete Care Restoration	Jayson Wood	(780) 370-8997	jayson@completecarerestoration.ca
Damage Inc.	Colin Jones	(780) 589-0023	colin@damage-inc.ca
Delnor Restoration Services	Leanne Smith	(780) 929-4004	info@delnorrestoration.ca
First General Edmonton	Moe Barzagar	(780) 903-0402	moe.barzagar@firstgeneral.ca
Kalloway Property Services	Ken Allman	(780) 436-8090	kenallman@kalloway.com
Lydale Construction	Leeanne Booth	(780) 443-8851	lbooth@lydale.com
On Point Restore	John Wegner	(780) 701-3891	contact@on-point.ca
Paul Davis Restoration	Ryan Bubenko	(780) 454-4047	ryan.bubenko@pauldavis.com
Pure Restoration	Tyler Scarlett	(780) 475-7044	tyler@purerestoration.ca
Restruction Alberta Ltd.	Janu Subramaniam	(780) 454-7762	janus@restruction.ca
ServiceMaster Restore	Jason Miller	(780) 443-4338	jason.miller@svmrestore.ca
Titan Construction	Brandon Van Unen	(780) 483-3426	bvanunen@titan89.com
TRU North Restoration	Michael Anderson	(780) 994-0504	michael@trunorthrestoration.ca

Company	Full Name	Phone	E-mail
ENGINEERING			
Aegis West Engineering Inc.	Garett Cochrane	(780) 238-3418	garett@aegiswest.ca
C3 Engineering Technology Inc.	Cliff Swain	(780) 940-5578	C3Engineering@Shaw.ca
Elements Roof Management Consulting Ltd.	Allan King	(780) 486-2828	aking@ermc.ca
Entuitive Corporation	Brian Shedden, BSS	(780) 902-9119	brian.shedden@entuitive.com
EXP	Steven DeLuca	(780) 203-8605	steven.deluca@exp.com
	Adam Crawford	(780) 554-5835	adam.crawford@exp.com
HGC Engineering	Ian Bonsma	(587) 441-1583	ibonsma@hgcengineering.com
Keller Engineering	Andree Ball	(403) 471-3492	aball@kellerengineering.com
Morrison Hershfield Ltd.	Bereket Alazar	(780) 483-5200	balazar@morrisonhershfield.com
Read Jones Christoffersen Ltd.	Nick Trovato	(780) 452-2325	ntrovato@rjc.ca
TCL Engineering	Ted Hagemann	(780) 907-5554	thageman@telus.net
Tree of Knowledge (TOK) Engineering	Martin Bankey	(780) 434-2376	mbankey.tok@shaw.ca
Wade Consulting Inc.	Billy Huet	(780) 977-5437	bhuet@wadeconsulting.ca
	Derek Zilke	(780) 486-2828 x238	dzilke@wadeconsulting.ca
Williams Engineering	Marla Snoddon	(780) 910=9968	msnoddon@williamsengineering.com

Company	Full Name	Phone	E-mail
EXTERIOR MAINTENANCE			
AAA Striping	Dorian Andrews	(780) 435-2214	info@aaastriping.ca
Ardent Roof Systems Inc.	Derrick Lukin	(780) 488-4900	derrick@ardentroof.ca
Capitall Exterior Solutions	Craig Hatt	(780) 757-3930	craighatt@capitall.ca
Christensen & McLean Roofing Co. Ltd.	Phil Roy	(780) 447-1672	phil@cmroofing.ca
Donewell Property Services	Cam Massie	(780) 906-9495	cam@donewell.ca
Eenie, Meenie, Miny Mow	Jose Martinez	(587) 432-1780	jose@emmmow.com
Elements Roof Management Consulting Ltd.	Allan King	(780) 486-2828	aking@ermc.ca
G & J Construction Group LP	Grant Wall	(780) 454-0700	services@gjconstruction.ca
Integrity Window Cleaning Inc.	Tanner Bayn	(780) 667-5432	contact@integrityclean.ca
Mutts Rope Access Division (R.A.D.) Ltd.	Freddy Mena	(780) 263-1656	fmena@muttsrad.com
NB Benny's Contracting Ltd.	Rebekah Barron	(780) 660-2888	rebekah@nbbennys.com
Off The Ledge	Cody Hodson	(587) 873-2020	cody@offtheledge.ca
Osco Mudjacking & Shotcreting Ltd.	Don Moroz	(780) 469-1234	don@oscomudjacking.com
Paneless Window Washing Inc.	Matthew Stewart	(780) 707-8385	contact@panelesswindow.com
Pyramid Concrete & Consulting Ltd.	Cole Goshulak	(780) 481-0808	cole@pyramidconcrete.net
Ship Shape Property Solutions Ltd.	Marc Fehr	(780) 619-2000	info@shipshapeyeg.com
Trusty Tree	Kolton Canning	(780) 860-5500	info@trustytree.ca
United Supreme Group	Dwayne Wallace	(403) 708-1800	wallace@unitedsupreme.ca
Westeco Coatings	Michael Howell	(403) 598-3591	michael@westecocoatings.ca
West Edmonton Window Cleaning	Tyler Bayn	(780) 481-4988	contact@wewc.ca

Company	Full Name	Phone	E-mail
FINANCIAL SERVICES			
BMO Bank of Montreal	Dejan Dimic	(780) 408-0416	dejan.dimic@bmo.com
Canadian Western Bank	Marie Hilton	(780) 458-4001	marie.hilton@cwbank.com

Company	Full Name	Phone	E-mail
FINANCIAL SERVICES (CONTINUED)			
Condominium Financial	Jim Wallace	(780) 952-7763	jim@condominiumfinancial.com
Servus Credit Union	Chad Clarke	(780) 496-2000	chad.clarke@servus.ca
Qube Investment Management Inc.	Michael Baker	(780) 463-2688	michael@qubeinvest.ca
VersaBank	Karl Neufeld	(604) 984-7564	karln@versabank.com
Company	Full Name	Phone	E-mail
INSURANCE			
Arthur I Callaghar Canada Limitad	Michael Arnold	(403) 200 1602	michael arnold@gig.com

Company	Full Name	Phone	E-mail
INSURANCE			
Arthur J. Gallagher Canada Limited	Michael Arnold	(403) 299-1692	michael_arnold@ajg.com
BFL CANADA Insurance Services Inc.	Hamish Farmer	(780) 229-3780	hfarmer@bflcanada.ca
Coast Claims Insurance Services	Amber Bamford	(587) 990-5232	abamford@coastclaims.com
Diverse Claims Adjusters Ltd.	Paul Whitman	(780) 756-4222	paul@diverseclaims.ca
HUB International Insurance Brokers	Dawn Mitchell	(780) 453-8407	dawn.mitchell@hubinternational.com
Katherine Hanna Insurance Agency Inc.	Katherine Hanna	(780) 464-6858	katherine@katherinehanna.ca
PRIMELINK Insurance Brokers Ltd.	Murray Dadswell	(780) 435-3632	Mdadswell.prim-01@insuremail.net
RiskTech Insurance Services	Jason Ploof	(780) 453-9840	jploof@excelrisk.ca
	Carly Gartner	(780) 732-6880	cgartner@excelrisk.ca
T&L Adjusters Ltd.	Cory Gilliam	(780) 395-2222	cgilliam@tladjusters.com

Company	Full Name	Phone	E-mail
INSURANCE APPRAISERS			
Balance Valuations	Cassidy MacDonald, AACI, P.App, CRP	(780) 296-2323	cassidy@balancevaluations.com
Gardiner Appraisals Inc.	Cheryl Gardiner, AACI, P.App	(780) 413-9070	info@gardinerappraisals.ca
Go West Valuations Corp	Pete West	(587) 356-1555	pete@gowestcorp.com
Normac	Omar Khan	(780) 935-8258	omar@normac.ca
Northern Lights Appraisals	Gerhardt Klann	(780) 757-2060	info@northernlightsappraisals.ca
Reliance Asset Consulting Inc.	Harold Weidman	(780) 702-7068	info@relianceconsulting.ca

Company	Full Name	Phone	E-mail
JANITORIAL SERVICES			
Cleaning Extraordinaire	Rhonda Koenig	(780) 982-2223	rhonda@cleaningex.com
Sunshine Cleaning Services Ltd.	Robert Hennigan	(780) 477-7067	sunshinecleaningsltd@gmail.com
TKO Services Ltd.	Tasha Crowley	(780) 777-3055	info@tkoclean.com

Company	Full Name	Phone	E-mail
LAWYERS			
Birdsell Grant LLP	Mark Dudar	(780) 968-1213	mdudar@birdsell.ca
Field Law	Erin Berney	(780) 429-7856	eberney@fieldlaw.com
Gledhill Larocque	Victoria A. Archer	(780) 465-4852	archer@gledhill-larocque.com
Miller Thomson LLP	Roberto Noce	(780) 429-9728	rnoce@millerthomson.com
	Michael Gibson	(780) 429-1751	mgibson@millerthomson.com
Ogilvie LLP	Robert P. Assaly	(780) 429-6243	rassaly@ogilvielaw.com
PDS Law	Shane Parker	(780) 444-8404	sparker@pdslaw.ca
Reynolds Mirth Richards & Farmer LLP	Todd Shipley	(780) 497-3339	tshipley@rmrf.com
	Emmanuel Mirth	(780) 425-9510	emirth@rmrf.com
	Heidi Besuijen	(780) 497-3327	hbesuijen@rmrf.com
Sharek Logan & van Leenen LLP	David van Leenen	(780) 413-3100	dvanLeenen@sharekco.com

Company	Full Name	Phone	E-mail
LAWYERS (CONTINUED)			
Shourie Bhatia LLP	Arun Shourie	(780) 438-5281	ashourie@sb-llp.com
Willis Law	Hugh Willis	(780) 809-1888	hwillis@willislaw.ca
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	Rachael Hovan	(780) 809-1888	rhovan@willislaw.ca
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Company	Full Name	Phone	E-mail
MECHANICAL & ELECTRICAL			
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Enercare Home and Commercial Services	Warren Kuchta	(780) 884-2742	warren.kuchta@enercare.ca
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Multigas Detection & Instrumentation Services Group Inc.	Shiku Patel	(780) 980-0799	shiku@multigasinc.com
Nordic Mechanical Services Ltd.	Rene Cloutier	(780) 469-7799	rene@nordicsystems.ca
Polar Electric Contractng Ltd.	Cory Peters	(587) 985-6403	info@gopolar.ca
Renew Services Inc.	Richard Nelson	(780) 544-8060	info@renewservicesinc.ca
The VETS Group	Erin Rayner	(780) 434-7476	erayner@vetsgroup.com
Viking Mechanical	Adam Hansen	(780) 455-0181	office@vikingmechanical.ca
Weiss-Johnson Heating, Air Conditioning & Plumbing Services	Dennis Johnson	(780) 463-3096	Dennis.Johnson@weiss-johnson.com

Company	Full Name	Phone	E-mail
PROPERTY & TECHNOLOGY SERVICES			
Axe Fire Protection and Contracting Inc.	Karim Champsi	(780) 757-4862	sales@axefpc.ca
BuildingLink Canada	Max Pharaon	(604) 561-0231	max@buildinglink.com
CondoGenie	Rafal Dyrda	(800) 274-9704	rafal@condogenie.com
CondoVoter	Sean McKim	(647) 689-7507	sean@condovoter.com
Edmonton Eviction Services Inc.	Donald Gray	(780) 974-8427	don@edmontonevictionservices.com
GetQuorum	Mark DiPinto	(877) 353-9450	contact@getquorum.com
MaxTV Media	Erik Kehat	(780) 652-0200	info@maxtvmedia.com
Pop-A-Lock of Edmonton	Ron Murray	(587) 672-5625	ron.murray@popalock.ca
SafewithUlli o/a Safe With Ulli Inc.	Ulli Robson	(780) 288-2986	ulli@safewithulli.com
TELSCO Security Systems	Kristin Krysa	(780) 424-6971	kristin@telsco.com
Unico Power Corp.	Cooper Holmes	(778) 886-6290	cholmes@unicopower.com

Company	Full Name	Phone	E-mail
REAL ESTATE			
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Company	Full Name	Phone	E-mail
RESERVE FUND STUDY PROVIDERS			
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Reserve Fund Planners Ltd.	Brian Barlund	(403) 348-5444	bbarlund@reservefundplanners.ca
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Tree of Knowledge (TOK) Engineering	Martin Bankey	(780) 434-2376	mbankey.tok@shaw.ca
Wade KH Reserve Fund Planners Ltd.	Shantel Kalakalo	(780) 486-2828 x232	shantel@wadekhrfp.ca
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UTILITY MANAGEMENT			
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Company	Full Name	Phone	E-mail
WINDOWS & DOORS			
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Capitall Exterior Solutions	Craig Hatt	(780) 757-3930	craighatt@capitall.ca
Lock & Door Works Inc.	Joe Maksymiuk	(780) 818-0513	ldworks@shaw.ca
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