



Vancouver Regional Construction Association
 Trade Contractors Division Meeting
 MINUTES

Date: 3:30 – 5pm, April 12, 2023

Location: Hybrid via VRCA Boardroom and Microsoft Teams

Attendee	Company	Div	In person	Virtual
Mike Wallis, Trade Contractors Division Chair	Flynn Canada Ltd.	TC	●	
Paul Demeule, Trade Contractors Division Vice Chair	Trotter & Morton Building Technologies Inc.	TC	●	
Derek Fettback, Board Vice Chair	Western Pacific Enterprises Ltd.	TC	●	
Adam Timler	MBG Metal Building Group Inc.	TC	●	
Shawn Wyndham	Western Pacific Enterprises Ltd.	TC	●	
Will Pauga, Board Chair	Southwest Contracting Ltd.			●
Declan McTaggart	Canem Systems Ltd.	TC		●
Sonia Hartwell	Berto Contractors Ltd.	TC		●
Kara Geransky	Berto Contractors Ltd.	TC		●
Maxine Spakowski	Ferro Building Systems Ltd.	TC		●
Michael Sinclair	Ainsworth Inc.	TC		●
Peter Steunenber	Solid Rock Steel Fabricating Co. Ltd.	TC		●
Martin Raffuat	Menard Canada Inc.	TC		●
Jason Skarbo	Menard Canada Inc.	TC		●
VRCA Staff				
Donna Grant, President	VRCA		●	
Erin Wormald, Member Experience Specialist	VRCA	TC	●	



Action Items

Item #	Owner	Action	Timeline
TC230412-1	DG	Additional education on Contract Law <ul style="list-style-type: none"> • How to exercise and apply clauses. • Notice of default payments and/or notice of contractual default. • Provide additional guidance on Contract Law. 	ongoing
TC230412-2	DG	Request Katy Fairley attend next Trade Contractors Division meeting.	2023/06
TC230412-3	DG	Discuss credentialling with SkilledTradesBC for uncredentialed trades. E.g., civil underground	ongoing
TC230412-4	MW	Topics for next Trade Contractors Division meeting: <ul style="list-style-type: none"> • CBA • Misuse and abuse of Change Directives 	2023/06
TC230412-5	DG	Email Katy Fairley’s contact information to the TC Division meeting attendees.	2023/04/28

Agenda:

1. Introductions
2. VRCA Competition Act by Chair
3. VRCA Update
4. Discussion open floor.

VRCA Update

Presenter	Topic	Updates
President	Events	<ul style="list-style-type: none"> • All currently posted VRCA Events – SOLD OUT • Infrastructure BC Spring Brochure Launch – June 1, 2023 • Construction Leaders Forum 2023 “Tools & Opportunities” – SOLD OUT New: on-site podcasters “The Site Visit” will work from conference

Discussion Topics as Presented by Chair

Topic	Discussion Points	Conclusions (if applicable)	Action Item
1. Prompt Payment	<ul style="list-style-type: none"> Update from Chair & President re status of Prompt Payment legislation. Homebuilders Association lobbying against legislation. 	<ul style="list-style-type: none"> Bring a higher level of awareness to the public of the broad impact of not having Prompt Payment legislated has on our province. 	
2. Change Order Management & Contract Law	<ul style="list-style-type: none"> Ongoing delays in getting change orders processed. Trades feel like a bank and are carrying a lot of the financial burden. Lack of contract training from PMs to PCs causing contract issues during project BCCA's Standard Practices Committee will be releasing a Best Practices for Project Kick-Off & Project Closing guide. Mechanical, electrical & roofing contractors jointly have a repository on specific markups to GC's. <ul style="list-style-type: none"> - Risky clauses. We as Trades also must submit change orders in a timely fashion. Katy Fairley, BCCA Standard Practices consultant is a resource for RFP's/Tenders questions or concerns. 	<ul style="list-style-type: none"> Educate companies on change order management. Upfront contract negotiations will save the pain later. Set the rules of engagement. Have the hard conversations at the front of the project so you can get things processed and paid in a timelier fashion. Before submitting pricing identify the agreement you'll be working under. Re-line it and if not accepted, price in the risk to the items that are tangible and foreseeable. Reserve in your budget a retainer for a Construction lawyer each year for lengthy contracts. It's money well spent. 	TC230412-1 TC230412-2
3. Material Escalation	<ul style="list-style-type: none"> Resurgence of Material escalation. <ul style="list-style-type: none"> - Steel – Last 2 years have been difficult. - Clause to put into tenders. - TC quote may not be included in the contract. 	<ul style="list-style-type: none"> Put it in your tender letter that you will accept a variance material costing at a +/-5% without bringing it to the project and anything outside of that over or under 5%. If 	



		<p>it's under 5% there will be a credit to the owner and if it's over 5% we will be seeking a change order to cover that cost. Use the material price index or a government published source that can be agreed upon as reasonable.</p> <ul style="list-style-type: none"> • Make sure your quote or clause is put into the contract. • The more notice you can give the GC on these flag points and how to mitigate them the better. • Set the expectation at the beginning of the contract. 	
<p>4. Labour Shortage</p>	<ul style="list-style-type: none"> • Unskilled trades struggle with recruitment and retention when it comes to general labourers. We don't see this improving. • Similar struggle in skilled trades. • Hard to convince young people to consider construction as a career. • Public outreach in the schools. Very rewarding to volunteer <ul style="list-style-type: none"> - Need to focus on younger than just grades 10-12 that have already potentially chosen a career path. - Speak to the parents and school counselors to promote Construction to the children. • More structure on how to entice the younger generations <ul style="list-style-type: none"> - Buildings are still going to need to be built. - How do we reach them? We need to attract them in a different way. 	<ul style="list-style-type: none"> • Implement a Coaching program within your company. Every new employee is partnered with a Mentor. Give incentives for the coaches. • Email Donna if you are interested in speaking to students as a part of the School Connection program. donna@vrca.ca 	<p>TC230412-3 TC230412-5</p>



	<ul style="list-style-type: none"> • Noticing young people coming out of high school aren't as eager to work. • What can we do as an employer to retain our employees? • Would be great if the government could subsidize a young workers program. • Losing employees for \$1/hour difference • Coast Capital Road to Red Seal program assisting trades pass Red Seal certification • Building Builders Mentorship Program working to pass tribal knowledge and retain workers • Trade credentials needed for some trade sectors that don't currently have them • Questions put forward from GC Division Meeting <ul style="list-style-type: none"> - How is the labour shortage affecting trades and what are trades doing about it? <ul style="list-style-type: none"> * We are seeing labour shortages and doing everything we can. * Hard to bring labourers in due to the cost of living. * Employees want to work closer to home. - How can GC's support Trades regarding this issue? <ul style="list-style-type: none"> * response not identified 		
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New Business

Brought to floor by:	Discussion Points	Conclusions (if applicable)	Action Item
	<ul style="list-style-type: none"> • CBA and Change Directives – Topics to be added to next meeting 		TC230412-4