News Release

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FGIA FENBC Region 2023 Industry Summit Covers Commercial, Residential Topics of Interest in British Columbia

SCHAUMBURG, IL – Speakers at the Fenestration and Glazing Industry Alliance (FGIA) FENBC Region 2023 Industry Summit, held virtually April 12, covered topics specific to British Columbia including how to manage price escalation in the commercial contracting sector, an overview of available rebate programs for residential window replacement, and insight into the work being done by [WorkSafeBC](https://www.worksafebc.com/en). The popular Code Talkers Panel Discussion and an introduction to devices for window fall prevention also generated engaging questions and commentary from participants.

“Because FGIA is committed to addressing issues within BC that are of high importance to commercial glazing contractors and residential window manufacturers alike, this one-day event featured content for both of those sectors whose needs are top of mind for the Association,” said Janice Yglesias, FGIA Executive Director. “And we were very pleased to have proudly honored Zana Gordon, former FENBC Executive Director, who retired from the industry in 2022.”

**Price Escalation**

During the commercial track session, Tyler Galbraith of [Jenkins Marzban Logan (JML)](https://www.jml.ca/) presented “Managing Price Escalation and Other Contract Considerations” and gave general legal suggestions for managing expectations, understanding contracts and the importance of documentation on a project.

“Since the pandemic, price escalation has been significant when it comes to the cost of construction and related materials. In BC, the court isn't going to help you out of a bad deal,” noted Galbraith.

This all-day event was valuable experience for those who do business in the fenestration industry in British Columbia and I hope you got as much out of the event as I did,” said Dave Goldsmith (Ply Gem Canada). “Two more FENBC-related events will be happening in 2023, including a FENBC session at the FGIA Summer Conference this June as well as the in-person FENBC Region Technical Summit in Surry, BC on October 18.”

**Window Rebates**

Those with more residential interests learned about leveraging BC window replacement rebates within the sales process and the [Home Performance Stakeholder Council (HPSC)](https://homeperformance.ca/) contractor network qualification for their installer teams. This was led by co-presenters Grant Moonie of the [BC Ministry of Energy, Mines and Low Carbon Innovation](https://www2.gov.bc.ca/gov/content/governments/organizational-structure/ministries-organizations/ministries/energy-mines-and-petroleum-resources) and Greg Bloom of the [Home Performance Stakeholder Council](https://homeperformance.ca/).

“[CleanBC Better Homes](https://www.betterhomesbc.ca/) and the [Home Renovation Rebate Program](https://www.betterhomesbc.ca/rebates/cleanbc-better-homes-and-home-renovation-rebate-programs/) is an integrated offer of financial rebates for residential customers looking to make energy efficient upgrades to their homes. The program’s goals are to help people conserve energy and make their buildings healthier and more comfortable and to accelerate retrofits that help households reduce greenhouse gas emissions (GHGs) and energy use,” explained Moonie.

One important requirement for this program is that the installer needs to be part of the Home Performance Contractor Network (HPCN), which is a database of retrofit contractors in BC that meet specified trade designation and training qualifications and are subject to ongoing review and quality assurance checks. Companies registered in the HPCN are required to submit business documentation, submit references, agree to a code of conduct and complete industry best practice training. The companies and their employees are regularly reviewed for quality assurance and up-to-date qualifications.

**Workplace Safety**

Event participants heard about the construction industry’s workplace health and safety initiatives under WorkSafeBC, as presented by Dave Baspaly, President, and Grant McMillan, Strategic Advisor with the [Council of Construction Associations](https://cocabc.ca/).

“At WorkSafeBC, we try to contextualize regulations with input from the people impacted by them. We are a government agency enacted by law that serves as the historical accord of worker protection,” said Baspaly.

**Code Developments**

The Code Talkers panel discussion addressed changes within the Part 9 residential building code requirements and Part 3 commercial building code requirements., Another session featured a panel of industry experts who discussed window fall prevention as well as the requirements for window opening control devices (WOCDs) and challenges and considerations for balancing fall prevention with emergency escape and rescue in BC and national codes.

**Zana Gordon’s Retirement**

During the opening remarks of the summit, FGIA FENBC Region leaders commended the career of Zana Gordon, who was presented with an award, a bouquet of flowers and a [tribute video from her colleagues and peers](https://www.youtube.com/watch?v=gCoxF72YWM0).

“Zana was my lifeline to the fenestration industry in BC for more than a decade and I have always appreciated her efforts to keep the provincial government informed and included in industry discussions and issues,” said Jun’ichi Jensen of the [Building and Safety Standards Branch](https://www2.gov.bc.ca/gov/content/industry/construction-industry/building-codes-standards) of the Ministry of Housing. “[That relationship] led to very tangible positive impacts for the industry and the public via the code changes that our organizations worked on together. Zana was integral to this.”

Region Board member, Amber Mengede of [Starline Windows](https://www.starlinewindows.com/) said, “[Zana’s] dedication and hard work in this field have made a significant impact, and [her] contributions and skill set will be deeply missed. [She has] demonstrated a wealth of knowledge and expertise, and [her] passion for the industry has been truly inspiring. [Zana] set a high standard for professionalism and excellence, and [her] positive attitude and willingness to help others have been invaluable.”

During the session, others also wished Gordon well in her next chapter.

For more information about the FGIA FENBC Region and its activities, visit [fen-bc.org](https://www.fen-bc.org/).

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