



## KGC Development Growth & Industry Trends

KGC has witnessed explosive growth in firms seeking assistance in distressed and delayed projects throughout the country over the past nine months. Previously unimaginable global Black Swan events have compromised supply chains and labour staffing resources beyond comprehension.

A resulting growth trend area for the firm has been the emergence of inquiries around conducting due diligence on the current state and commercial health of the project documentation during the execution phase. Driving this phenomenon is an enhanced awareness of the possibility of pursuing or defending against additional contract entitlement due to several months of project delays.

The pattern of more troubled projects combined with well-intended government infrastructure investments will likely exacerbate the problem in the short term.

## Commercial Management Training

Staffing continuity challenges to administer and implement prudent Project Contract Administration continue to plague all organizations with no immediate end in sight. KGC is expanding and delivering training directly to companies or through various industry organizations in June, including the Calgary, Edmonton and Vancouver Island Construction Associations.

Association registration details will be provided and uploaded this month.

## LinkedIn Marketing Posts

KGC established a dedicated LinkedIn Website in 2022 to provide helpful content updates in both English & French. As the firm approaches an online following of 500 industry stakeholders, Lenders, Developers, Owners, Lawyers, Builders, and Consultants, we wish to thank those supporters for their impressions and comments; any appropriate additional feedback is welcome.

## Adjudication Update

On February 24th, 2023, ADRIA and its partners (ADRIC & RICS) were formally advised by Service Alberta that the ARCANA (AB) partnership had fully met the Government's requirements and would soon be officially appointed as a Nominating Authority under the PPCLA legislation for Prompt Payment Construction Adjudications in the Province of Alberta.

To promote industry awareness and shore up the transition process, KGC is contributing a \$4,000 Bronze Sponsorship to the Construction Adjudication Prompt Payment Symposium on April 20, 2023, at the Best Western Premier Calgary Plaza Hotel.

The conference's overarching theme will focus on preparing for the transition in Alberta by drawing upon the experience and wisdom of industry professionals from other jurisdictions.



## Meet another KGC expert

### Aileen Provan

Aileen Provan joined KGC Consulting Services at its inception, providing the organization with writing and editing expertise. Her background includes over 15 years of experience in marketing and advertising, during which she led projects for major brands, such as General Motors, Canadian Cancer Society, SickKids Foundation, CNIB, and several central Canadian banks and professional services firms.

At KGC, one of Aileen’s responsibilities is developing this newsletter and managing the creative team that brings it to life visually.

When Aileen is not pounding the keyboard, you’ll find her hitting the trails of the mountain region where she lives or consuming a good book.



## KGC Stars

*KGC Stars* deliver services that exceed expectations and drive project success.

## Public Speaking Events

KGC recently co-presented with FTI Consulting, Revay & Associates Limited, and Ankura Consulting Group (Canada) on The Importance of Strong Project Commercial Management Contract Administration at the BUILDDEX Conference held at the Vancouver Convention Centre.

The participation from industry stakeholders was diverse and far-reaching. The turnout from the Owner representatives was by far the largest segment present. The quantity and intensity of questions well beyond the scheduled program's allotted 1-hour period were evidence of the knowledge-sharing value proposition the presenters and moderator provided for the audience.

With attendance at sold-out maximum seating capacity, Informa Connect, the event organizers are considering the presentation of this topic again in Calgary and Toronto in the fall of 2023.



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