

RENTAL GAZETTE

THE VOICE OF THE RESIDENTIAL RENTAL INDUSTRY

ARLA


**Alberta Residential Landlord
ASSOCIATION**
The Voice of the Residential Rental Industry
 ISSUE 1
VOLUME 27
SPRING 2022


2022 ARLA Landlord Resource Trade Show & Achievement Awards Luncheon

Join us on May 11, 2022 from 9:00 - 5:00. This is our first year for this exciting event. We have 36 exhibitor tables!

Winners have been chosen for the Achievement Awards and our Seminars are ready to go! Cocktail hour will end the day with \$500 cash prize draws from the Trade Show Attendees! We hope to see everyone there!

See page 2 for more details.

CONTACT ARLA

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The opinions expressed in any article in The Rental Gazette are those of the author of that article and not necessarily those of the Alberta Residential Landlord Association.

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4 FREE WAYS GOOGLE MY BUSINESS BOOSTS VISIBILITY

BY YARDI CANADA LTD.

Apartment hunters do most of their research on the internet. That's not a shocking statement, but let's look at some important stats. The 2021 Multi-Res Tenant Survey, conducted by Informa Canada, reveals that more and more renters are searching online for their next rental home. According to the survey, over 50% of the respondents found their rental unit through electronic means such as an ILS or property website. About 70% of renters visited the landlord's website, and almost half said it influenced their decision. In other words, internet visibility is vital to the success of your property management business. This is where Google My Business (GMB) comes in.

This article will tell you what you need to know about GMB, how to set up your free account and which GMB features you should pay attention to.

HOW GOOGLE RANKS BUSINESSES

If you've ever Googled something like "takeout near me," you've seen GMB profiles. They're the business profiles that appear within Google, complete with contact info, ratings, reviews and photos. All locations appear in an order based on three categories determined by Google: relevance, distance and prominence.

RELEVANCE

Relevance is how close your business profile matches someone's search. So, a search for "Chinese takeout" will filter out other types of restaurants. Likewise, a search for "apartments near me" or "apartments in Edmonton" should filter out units that are many kilometers away (the user can adjust for distance).

It's not a good idea to try to appear in irrelevant searches. Doing so is unhelpful to potential renters, and false or otherwise misleading information can actually hurt your rank. Google My Business is on top of this sort of mischief.

CONTINUED PAGE 4



PRESIDENT'S MESSAGE SPRING 2022

BY CHRISTOPHER BATDORF, ARLA PRESIDENT 2022

Welcome to the Spring 2022 Gazette,

Gratitude

I would like to thank all our members who have renewed for the 2022 year and welcome our new professional and service members to the Alberta Residential Landlord Association (ARLA).

I look forward to seeing our returning colleagues and new members at our Seminars and General Meetings throughout this year.

I would also like to express my gratitude for our ARLA staff, Donna Monkhouse and Brittany Dorado, who have worked tirelessly for the past two years to ensure that we as members are served and heard, despite the hurdles of changing restrictions arising and seeming to change almost overnight, at times.

Thank you to my other Board Members, for those new, returning, and retiring, for their commitment and time to ensure that ARLA

represents the current needs of the Residential Rental Industry.

Multi-Family Waste Collection

For those who may not know, the City of Edmonton's Bylaw 18590, "the Waste Services Bylaw", permits that City to monopolize waste services for residential premises, including multi-family buildings. In 2019, the City of Edmonton ended its waste services provided to the Commercial sector, allowing Commercial property managers to contract with best Waste Service provider for their needs.

Currently, Multi-family properties are beholden to the service schedule, waste container size, and monthly rate that the City of Edmonton sets in policy. In 2021, ARLA was influential in having the Utilities Committee of City Council request an alternative business model from City Administration, to investigate the possibility of including Third-Party Waste Service providers, to be received by Council by the end of Q1 2022.

My hope is that the City of Edmonton works with ARLA to understand the benefit that a competitive Waste Services industry will improve the homes and neighbourhoods where our buildings and tenants reside.

End of Restrictions

While I am excited to see the end of restrictions and the opportunity to meet in person, once again, I feel it is important to respect and to acknowledge my support to our colleagues, who might not be able to gather yet.

I found that the best way to maintain a connection with other ARLA colleagues, was to check-in with the ARLA office when I had questions, or to utilize the Service Member list when looking for solutions.

While I don't want to sound like a mimic of Donna, I have determined that I will reach out to ARLA Service Members first and foremost before any google search. So...

Be a Member, Use a Member

Landlord Resource Trade Show & ARLA Achievement Awards Luncheon

- Register for:

 - Evictions How to
 - Tenancy Termination Success

9:00 am - 11:00 am
1:45 pm - 3:45 pm

Each Seminar will run in the morning and the afternoon
- Trade Show - visit 36 Exhibitor Tables!

9:00 am - 3:00 pm
- ARLA Achievement Awards & Luncheon

11:30 am - 1:30 pm
- Networking Cocktail Hour & Prizes

3:30 pm - 5:00 pm

Main Event Sponsors

Email: brittany@albertalandlord.org
Telephone: 780-413-9773
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- Cloverdale Paint
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Prize Sponsors!

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- Servpro of Edmonton Southside
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\$500 Cash Prizes

Landlord Resource Trade Show Table Exhibitors!

- 4Rent.ca
- Affinity Credit
- Canadian Mental Health Association
- Capital Tree Services
- Cedar Tree Flooring
- Centre for Public Legal Education
- Christensen McLean & Roofing
- City of Edmonton Fire Department
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- Logixx Security
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- OAB Reliable Carpet & Furnace Cleaning
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- Paul Davis Restoration
- Payment Quality Consulting Services
- Pop-a-Lock
- PPS Building Services
- ProPra
- Rahall Electric
- Ram Mechanical
- Rapid Response Industrial Group
- Screen Savers
- Service Alberta
- TOK Engineering
- Westland - My Group Insurance/Zipsure
- Yardi



EDITOR'S MESSAGE SPRING 2022

BY RAPHAEL YAU, CHAIR RENTAL GAZETTE

Market Update Spring 2022

Spring is upon us and while pandemic health restrictions are lifting in Alberta and beyond, an unwanted military assault on Ukraine from Russia has put the world in flux and destabilized world order. While Alberta may benefit in the short term due to escalating oil prices, the global uncertainty will no doubt add to looming inflationary concerns and global supply chain shortages. The past year seems to be a series of starts and stops on the economy due to the pandemic and while there is optimism on that front going forward, it seems uncertainty is the only thing we can be certain of. Let us review what has happened in Alberta's economy in 2021 and what to expect going forward.

Oil prices have increased steadily this winter and as of the end of February West Texas Intermediate (WTI) closed around US\$103, with Western Canadian Select (WCS) closing around US\$82. Employment, in Alberta grew in January for the first time since October to 21,000, almost all in part-time work. In Edmonton, the unemployment rate fell one tenth of a per cent to sit at 6.6% compared to 6.5% in December.

Edmonton's unemployment rate is in line to Canada's unemployment rate of 6.6%, while Calgary's unemployment rate is amongst the countries highest at 8.5%.

Housing starts for the month January of 2022 Alberta have decreased 14.2% compared to January of 2021 to 1,775, however year over year they have increased by 13.3%. The purpose-built rental apartment vacancy rate was 7.3% in October 2021, statistically unchanged from October 2020. Rental demand kept pace with supply increases backed by improved labour market conditions, return of students and improvement in international migration. Stability in the vacancy rate resulted from both record growth in the purpose-built universe and record increase in occupancy based on

data dating back to 1990. In comparing the apartment rents from the previous year, rents decreased slightly. Vacancies placed downward pressure on rent levels and landlords continued to offer incentives to attract tenants. Turnover increased as the pandemic entered its second year, with vacancies, lower rents and comparable carrying costs for entry-level ownership options likely contributing. An adequate supply of affordable purpose-built rental options continues to be a challenge for lower-income households, albeit less so than other larger municipalities in Canada.

The total transaction volume for multifamily sales for Edmonton in 2021 was \$614.2 million. Volume was up 35% from 2020 which saw \$561.6 million in sales. Overall walk-up sales per suite have averaged \$114,030, with the sale of a 874 unit portfolio on Hermitage Road being one of the largest multifamily transactions in 2021. Average capitalization (Cap) rates for multifamily decreased to historical lows to 5.11% this year, a rate not seen since 2007. Multifamily land sales in Edmonton in 2021 totaled \$10.5 million, 38% lower than in 2020.

Multifamily vacancy is expected to decrease in 2021 as demand for rental units may increase. As interest rates and inflation put pressure on the markets, multifamily asset sales are anticipated to remain active as investors continue to seek long-term investments with stable cash flow and take advantage of low interest rates before they begin their ascent. Cap rates are expected to remain stable or increase slightly. The Alberta economy is expected to see recovery in the second half of 2022 and into 2023. 2022 is forecast to see a high number of total sales while dollar values are expected to be like those seen in 2021.

Raphael M.H. Yau, B.A. (Econ)
Multi-family & Investment Sales
Cushman & Wakefield Edmonton

Source: CMHC, Cushman & Wakefield Edmonton Research Services, Treasury Board and Finance (Alberta), The Network

ARLA

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FEATURE ARTICLE: CONTINUED FROM COVER

BY YARDI CANADA LTD.

DISTANCE

Search parameters need to match the location of your properties for your buildings to appear.

PROMINENCE

The more information about your businesses there is on the internet, the more likely you are to be highly ranked by Google. Such information includes:

- Third-party links to your website
- Articles about your business
- The number of Google Reviews
- Your overall star rating on Google Reviews
- The completeness of your profile

Now that you know why you need to set up a profile and keep it updated, let's get into the nitty gritty of a GMB profile.

1. Make a Complete Profile

A notable perk of Google My Business is that it's free. For a powerful tool that immediately connects your business with potential renters, that's pretty amazing.

The first thing you'll need to do is set up your profile. GMB lets you pick a category (or categories) for your property manage-

ment business: apartment complex, apartment rental agency, condo community, etc. Pick all that apply. And remember: Do not pick categories that don't apply to your property management business in the hopes that you'll appear in more searches. Doing so can hurt your ranking.

Next, fill out your full contact information (e.g., full name of your company, address, contact info). Be sure to triple-check your work. Once your business information is entered, it becomes semi-permanent. It might take several weeks to see any further edits go live.

2. Keep the Q&A Section Up To Date

Every profile has a Q&A section. It's used for people to ask questions, which can be answered by the business and/or the online community. Be sure to check it regularly and answer questions as they come up.

Don't forget to add questions and answers yourself. This is a great way to boost the prominence of your GMB listing and answer FAQs before prospects even reach your site.

3. Copy Photos from Your Property Website

The best way to keep your GMB profile updated with the latest content is to make

changes on your property website first. Then, upload new photos into your Google My Business profile. How often you do this depends on how often you add amenities or make renovations. Consider updating your GMB assets every other week or every month at a minimum.

4. Post Something New Every Week

Your Google My Business account is the window between a customer and your business. If you can manage a small content update every week or so, you'll be building relationships with prospects before they even email or pick up the phone.

Get the Most Out of Your Online Presence

Add your property website to your GMB profile to further enhance your search engine results.

Don't have a website or looking to update it? The latest property management software offers built-in accounting and reporting tools with your website(s), ILS and resident services, giving you real time information 24/7.

To learn more about your technology options visit YardiBreeze.ca.

Edmonton



PURPOSE BUILT RENTAL MARKET

Vacancy Rate

7.3%

Average Two-Bedroom Rent

\$1,270

DOWN by 0.5%

CONDOMINIUM APARTMENT MARKET

Vacancy Rate

5.3%

Average Two-Bedroom Rent

\$1,412

Data tables from the Rental Market Survey and the Condominium Apartment Survey are available by market by clicking on the link www.cmhc.ca/rental-data-tables



"Important increases in both new rental supply and occupancy kept the Edmonton apartment vacancy rate stable in 2021."
Taylor Pardy
Senior Specialist
MARKET INSIGHTS



EXECUTIVE DIRECTOR REPORT SPRING 2022

BY DONNA MONKHOUSE, EXECUTIVE DIRECTOR

Mark your calendars! Share with everyone! Our Trade Show is coming May 11th and we are excited!

I just wanted to start by saying how excited we are to finally be able to have in person events! Our February luncheon was a great success, and we hope to see more of you out as we move forward.

In March the ARLA office gained a new employee - please take the time to say hello to Kelsy Demeria, our Administrative Assistant.

What do you think of our new Rental Gazette layout and color? It's going to change with the seasons!

We are super busy getting ready for our very first Landlord Resource Trade Show & ARLA Achievement Awards - and we are so EXCITED to be hosting this event. As with any event, we know this will get bigger and better each year. We hope you will all participate and allow your staff the opportunity to attend the trade show (it's free) and you can enter the draw for several \$500 cash draw prizes!

Like many we have changed our direction in some ways and worked hard at ensuring that we stayed engaged with our membership! We have such a terrific community of members and continue to gain more members

each day. Keep those referrals coming! It would be great to have several names in our draw jar every 4 months for a \$100 gift card for referring a member that joins!

The Best Part - we can hug again!

January to March for ARLA was busy - we had a virtual presentation on Insurance from Rob De Pruis in January, CFAA presented a seminar on Fire Inspections on what you should know and then Edmonton's, Fire Chief Joe Zatylny and Deputy Fire Chief Rob McAdams joined us for lunch. March, we held a pest seminar lunch & learn. We are planning the year and look forward to our BBQ in July, our Golf Tournament in September, and our AGM in November along with seminars/luncheons and webinars.

We continue to be involved on committees for the Minister of Housing Committee; Safety Codes Council; ARTAC and issues involving our Municipal and Provincial Governments.

We continue to advocate for the Multifamily industry to gain control of their waste removal from the City of Edmonton's currently monopoly and hire their own private contractor. We hope you have all taken the time to submit the "letter of support" to council that we distributed.

I am sure there will be more municipal issues coming forward. One of our councilors,

Michael Janz is going to be putting forth a motion that would enforce a licensing for Landlords. We will stay on top of this motion and have already started our research. We may call on you to help us with our City initiatives and we appreciate your support.

We are working on a paper that will be sent to Service Alberta on Red Tape Reductions for the RTA with some of our members and as well, we are writing to RTDRS to voice our concerns on some of the issues we have heard from you.

We are always looking for ways we can assist the members and be heard to improve the Residential Rental Industry. If you have any issues that you want to share or would like help with, please let us know and we will do our best to help resolve them.

We would love to hear from you if a member (Service or Professional) did something you want to acknowledge

- just let us know; if someone did a great job for you let us know; if you want to say something about ARLA let us know (nice of course)

we will publish these on our website and ensure they get the recognition they deserve.

Thanks go out to all the members for their continued support of ARLA. We look forward to reuniting with all of you.



Feb 2022 General Meeting
Sponsor & Prize Winner



Fire Chief Joe Zatylny Speaking at
General Meeting Luncheon



Feb 2022 General Meeting
Sponsor & Prize Winner

MEMBER PROFILE: KELSON GROUP LAUNCHES ITS SAFE + SECURE SERIES

BY KELLY FAWCETT, VICE PRESIDENT, KELSON GROUP

Most times when people are looking for an apartment, location, price, and how well suited it is to their need for space and layout are the top priorities. This makes sense because you want to live in a place that is perhaps close to where you work, you need the price to fit your budget, and everyone appreciates enough space to enjoy living and entertaining.

Because these are the top priorities for most of our residents, that means we have a responsibility to focus on two areas that may be farther down their list of priorities: safety and security. As a residential tenant renting an apartment, many times when you sign a lease, you are not able to make additional security or safety additions, which is why we are focused on taking care of that for you.

Some of the work we have been undertaking as a company is focused on both safety and security. Many times, we partner with local se-

curity experts who review our properties and make a recommended list of improvements for us to undertake.

We are constantly enhancing security standards at each property with better lighting, deadbolt systems, secured mailboxes, and storage lockers. We also encourage residents to interact with one another and build community within their buildings to look out for one another. A newer initiative we are looking to expand our involvement in is with the Crime Free Housing program in communities that offer the program. This is where we will partner with local police to work together to keep illegal and nuisance activity off our properties. When it comes to safety, we are focused on designing our buildings and individual suites, especially those with balconies, to employ a high level of safety standards.

Over the course of this year, we are rolling out our Safe + Secure Series which will highlight a special topic on safety and security to help you learn more about what we are doing at Kelson Group, and how you as a resident can participate. If you don't live at a Kelson Group property, perhaps this series will give you ideas on what you can do or ask your landlord to implement. Our goal at Kelson Group is to provide apartments to help you live better, and a part of that is our commitment and focus on safety and security.



ALBERTA PROMPT PAYMENT LEGISLATION: PROCLAIMED IN FORCE

MIKKEL ARNSTON, PARTNER & JENNA CHAMBERLAIN, ASSOCIATE, REYNOLDS MIRTH RICHARDS & FARMER LLP

Significant amendments to the Builders' Lien Act, soon to be the Prompt Payment and Construction Lien Act, and the corresponding regulations will come into force on August 29, 2022.

This gives the industry six months to learn and adapt to the new processes.

The Government of Alberta published a news release on February 25, 2022, when the new regulations were released, which states:

What the Regulations Cover

The new regulations set out the rules for:

- administration of the adjudication process, including eligibility
- training and associated costs for adjudicators
- payment of lien holdbacks
- transition of existing construction contracts
- when change orders are subject to prompt payment rules
- administrative items, including adjudication procedures and timelines, and consolida-

tion of disputes that are subject to prompt payment rules

Quick Facts

The following legislative changes were passed in the fall 2020 and spring 2021 sessions, and will be in force on Aug. 29:

- A new adjudication process for the construction industry to address payment disputes.
- 28-day timelines for owners to pay proper invoices from general contractors.
- Contractors and subcontractors are required to pay their own subcontractors within seven calendar days of being paid themselves.
- Extended timelines (in calendar days) for registering liens from:
 - 45 days to 60 days for the construction industry
 - 45 days to 90 days for suppliers within the concrete industry only
- The oil and gas lien period remains at 90 days.

- New language has been added around public-private partnerships:

- Prompt payment rules only apply to construction, not operations and maintenance.
- Municipal public works projects are subject to prompt payment legislation, but provincial government projects under the Public Works Act are not.
- Clarification was added that the prompt payment rules apply to professional consultant (engineers and architects) contracts.
- Rules for posting a Certificate of Substantial Performance (which verifies that construction work is substantially complete) on job sites were modernized.

The complete news release can be found on the Government of Alberta website.

Both regulations will come into force on August 29, 2022. Our Construction Team will be posting further updates and educational opportunities in the near future.

2022 EVENT CALENDAR

Educational Seminar & General Meeting Luncheon	January 19, 2022
Educational Seminar & General Meeting Luncheon	February 16, 2022
Virtual Meeting presented by CMHC	March 9, 2022
Fundamentals of the RTA Educational Webinar.....	March 11, 2022
Lunch & Learn	March 24, 2022
Educational Webinar.....	April 8, 2022
Educational Seminar & General Meeting Luncheon	April 20, 2022
Landlord Resource Trade Show & Achievement Awards.....	May 11, 2022
Educational Webinar.....	May 26, 2022
Fundamentals of the RTA Educational Webinar.....	June 17, 2022
Educational Seminar & General Meeting Luncheon	June 22, 2022
Member Appreciation BBQ	July 15, 2022
Educational Webinar.....	September 14, 2022
Golf Classic Tournament.....	September 16, 2022
Fundamentals of the RTA Educational Webinar.....	October 7, 2022
Educational Seminar & General Meeting Luncheon	October 19, 2022
AGM & Christmas Luncheon	November 25, 2022
4th Annual Jingle & Mingle.....	December 2, 2022
Educational Webinar.....	December 9, 2022



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ARLA
Alberta Residential Landlord
ASSOCIATION

The Voice of the Residential Rental Industry

ALBERTA RESIDENTIAL LANDLORD ASSOCIATION MISSION, VISION AND VALUE STATEMENT 2022

OUR MISSION

To represent member interests and provide education for the betterment of the Residential Rental Industry.

OUR VISION

To be the collective voice of the Residential Rental Community for our members.

OUR VALUES

To promote the positive contributions of our Association and be the go-to for every Landlord and Service Provider.

WHO WE ARE

The Alberta Residential Landlord Association (ARLA) founded in 1994, is a membership based, not for profit Association, that is dedicated to strengthening the Residential Rental Industry by educating, uniting and advocating for professional members and preferred service members. ARLA represents approximately 90,000 + primary and secondary units in Edmonton and surrounding areas. Together our members employ thousands of people and spend in excess of \$230 million annually on the operational side. Our Association is governed by a Board of Directors and committed staff members who together provide a united voice for the rental housing community in Edmonton and across Alberta.

ARLA offers tremendous benefits and ensures its members are well informed with respect to government legislation, market trends, education and networking opportunities. We have an array of professional landlord forms and notices available for purchase, to help streamline and standardize rental housing business practices for all landlords in Alberta.

The Voice of the Residential Rental Industry



FIND WALDO!

Find Waldo in the Spring Rental Gazette and email us to tell us where you saw him.

You could win a FREE Luncheon or Seminar of your choice!



Landlord Resource Trade Show May 11, 2022

Join Us!

Chateau Louis Conference Centre, St. Micheal Room
9:00 am – 3:00 pm

Entry to the Trade Show is FREE & open to the public!

To purchase tickets, please visit www.eventbrite.ca

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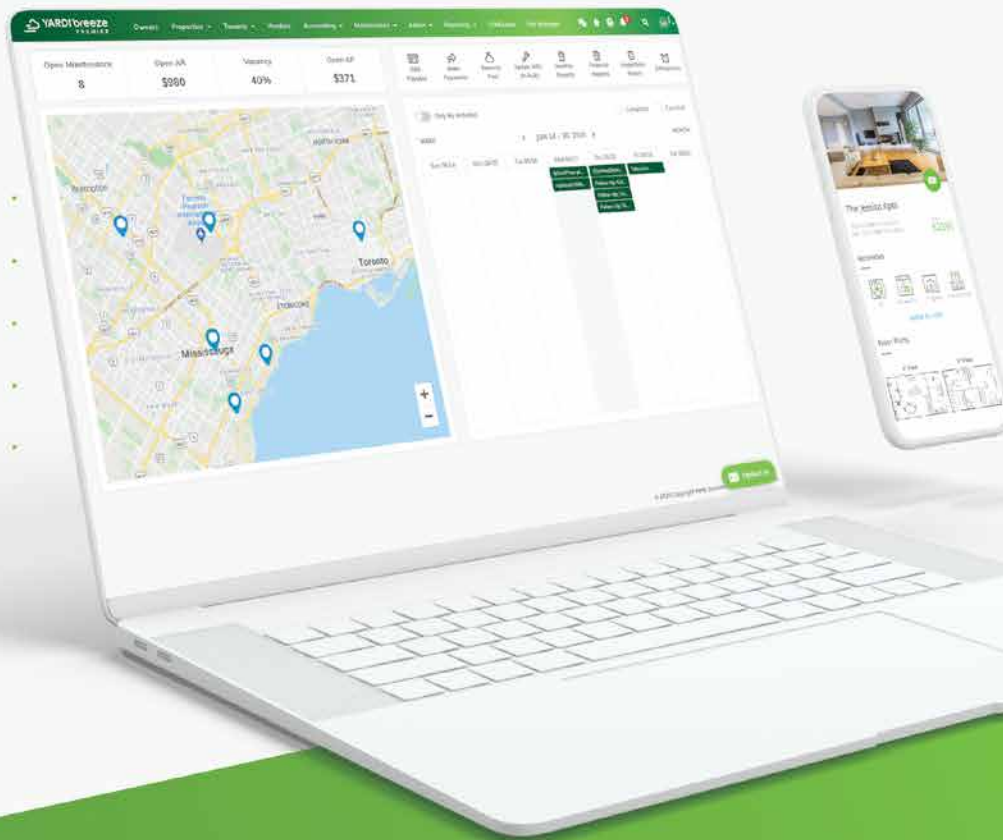
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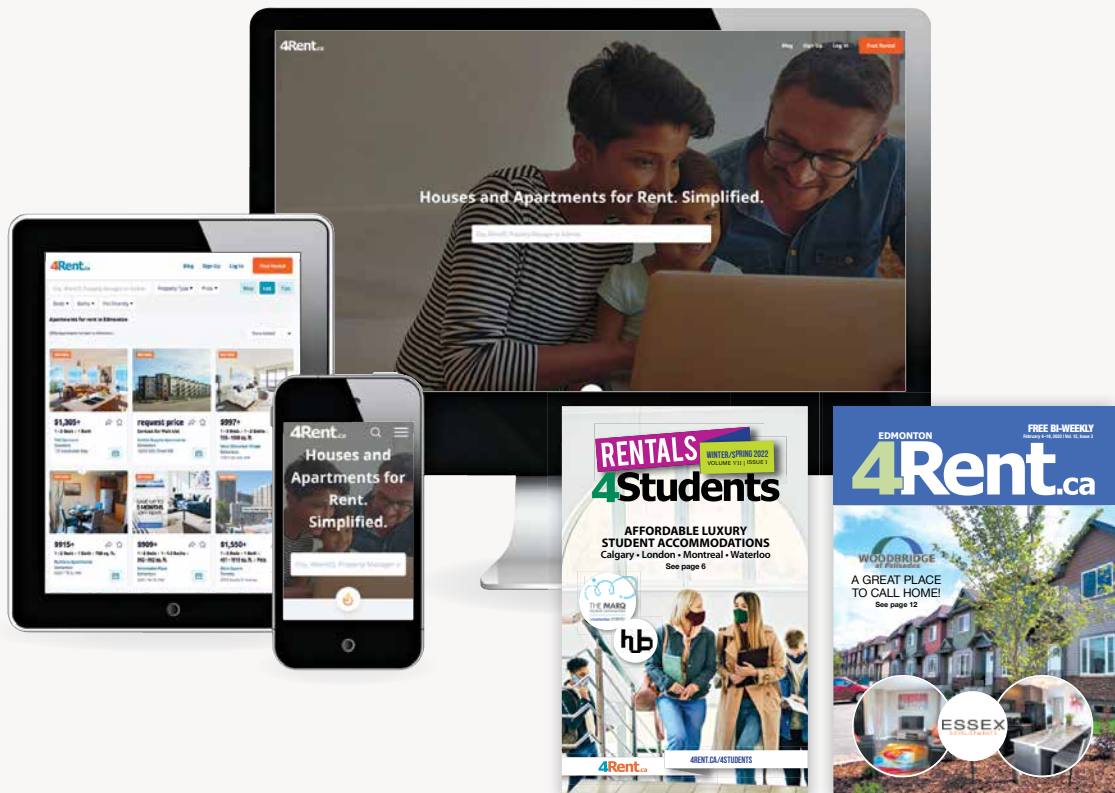
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ALBERTA RESIDENTIAL LANDLORD ASSOCIATION CODE OF ETHICS PROFESSIONAL MEMBER 2022 & PREFERRED SERVICE MEMBER 2022

The following Code of Ethics has been adopted by Alberta Residential Landlord Association's (ARLA) Board of Directors. Any breach of the Code of Ethics may result in the suspension or termination of membership.

It is the mandate that all ARLA Members be informed as to the developments and trends within the industry and render their services and opinions using their full training, qualifications, and experience. Part of our Associations duty is to always protect the public against fraud, misrepresentation, and unethical practices. ALRA Members withstand from seeking unfair advantages over and publicly criticizing the reputation of other industry members or the industry as a whole.

Public confidence in the professionalism and integrity of our Members is of the upmost importance which is necessary for the future credibility and success of the Alberta Residential Landlord Association. This Code of Ethics is not intended to describe the minimum expectation of permissible performance; rather, it describes the optimum performance the public has a right to expect and makes that performance the "norm" for Members of the Alberta Residential Landlord Association. The demand for high standards of professional conduct protects the interests and the rights of the Members within the Association, its clients, and customers. As such, the Code is and will continue to be a demanding document; a plan for professionalism, capable of including and accommodating every change, challenge and controversy which arises.

1. Members shall, at all times, conduct their business and personal activities with the knowledge of and in compliance with applicable Federal, Provincial and Municipal laws and regulations and shall maintain the highest moral and ethical standards.
2. Members shall act in a professional manner and treat all stakeholders with respect, fairness and in kind.
3. Members shall, strive to maintain and continually improve the professional standards of the industry through education, training, and refinement of their unique skills.
4. Members shall, seek to maintain an equitable, honourable, and cooperative relationship with fellow Members.
5. Members must use moral and ethical judgment in all decisions and act honestly and in good faith.





SPRING TREE CARE

BY TREVOR PIHRAG, TRUSTY TREE

Happy Spring!!!

We have survived another Alberta Winter!

The longer, warmer and sunny days are very welcomed!

It's time to talk about Spring Tree Care!

Trees and shrubs are Living Organisms and have endured extreme weather this past Winter. It's now a Great time to have your property inspected by a I.S.A. Certified Arborist for dead, diseased and storm damaged branches. Then arrange for pruning as required. If you have any dead or hazard trees that need to be removed this is also a very good season to have Skilled and Professional Climbers to do this. Remember to check Tree Care Companies for full insurance coverage, complete WCB coverage, a fully accredited Safety Program through the Alberta Construction Safety Association: Certification of Recognition and of course their I.S.A. Certificate. (See the International Society of Arboriculture website for the article "Why Hire An Arborist", and for names of Qualified Arborists and Certified Tree Risk Assessors in your area). www.treesaregood.org/findanarborist

Get a Qualified I.S.A. Arborist to develop a proper maintenance program for your property. Remember, regular maintenance is less costly and safer than a big expensive failure of a tree or infected trees beyond treatment.

The following is a guideline of when to prune what species: Maple and Birch are pruned from June to August AFTER the sap has reached the top of the trees. These trees will "bleed" from their pruning wounds. "Bleeding" doesn't kill a tree but can be messy, especially if the tree is over a parking lot, walkway or deck.

Fruit trees are generally pruned when dormant, from October to April. This is to avoid spreading any diseases such as Fireblight in Apple species or Black knot in Cherry species.

Elm trees are only pruned between October

1 and March 31. This is a precaution because open pruning cuts can attract the Elm bark beetle which spreads Dutch Elm disease. (www.alberta.ca/Dutch-elm-disease.aspx). We do not have Dutch Elm disease currently in Alberta. Most municipalities have bylaws in place for this pruning guideline.

Coniferous trees (Evergreens) are best pruned or sheared (Cedars) after all new growth has emerged. This is usually after mid June.

Flowering shrubs are to be shaped or pruned After they have bloomed. This is also a very good time to develop a tree and shrub fertilization and watering program.

Watering once the soil is thawed out is a good idea. Most snowfall runs off frozen ground. Trees and shrubs need slow soaking water. If Spring showers are minimal watering, is a Must!

Slow-release, root zone injected fertilizer is best. Once a season is adequate for fertilizer if proper fertilizer is used. The fertilizer should be injected out in the drip line area of the tree where the feeding absorbing roots are.

Spring is an excellent time to plan any planting projects you may have. Tree and shrub selection is best at this time of year!

As with trees our Lawns have put up with extreme temperatures in the Winter months and a lot of freeze thaw weather. Spring Lawn Care should be done AFTER the ground has completely warmed up and frost is out of the soils.

It will be necessary to Power Sweep turf areas to remove all winter rock chips and debris. There has been a lot of rock chips used this past winter from all the rain and icy conditions!

Poly bristles on sweepers are much more gentle on turf than steel power rakes. Either type of equipment requires Qualified operators so as not to "rototill" the grass and damage delicate roots. It is a myth to remove tons of thatch every single year!

Turf watering will be important again depending on Spring rains.

Consult with a Turf Care Professional for a proper Fertilization program. Remember, more is not always better. Different locations and situations require different programs. www.landscape-Alberta.com/professional-development/plant-health-care/

Have A Tree-Mendous Spring and Summer!!!

Written by Trevor Pihrag

- ISA Certified Arborist and Certified Tree Risk Assessor for the past 20+ years
- Over 25 years in the "Green Industry"
- Graduate of NAIT Architecture Landscape Program
- Currently at Trusty Tree Services as Sales Manager





ENERGY MARKET UPDATE SPRING 2022

BY CAMERON MITCHELL, VP, FORECASTING & ANALYSIS, 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). As of March 14, 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 fixed rate in place.

Larger consumers 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.

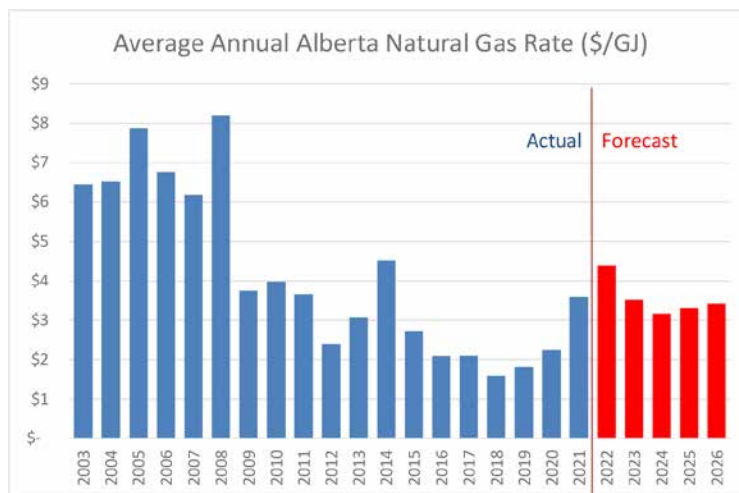
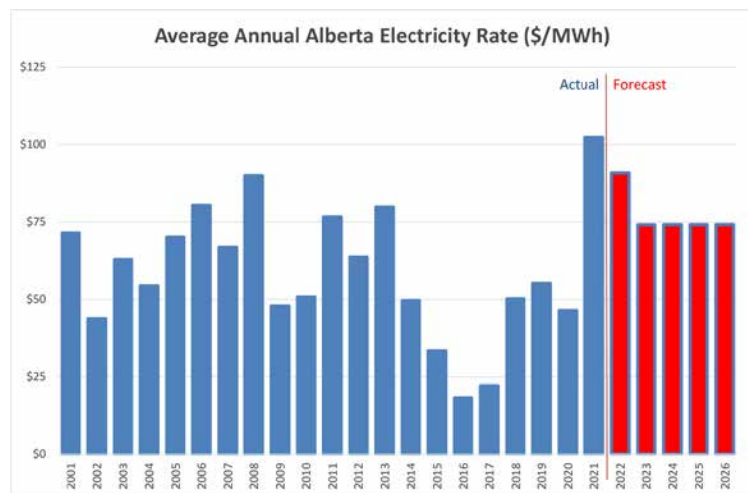
Again, residential and smaller gas consumers (less than 2,500 GJ per year)

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 users, 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!

Cameron Mitchell, B.Sc. (Math & Finance), MBA (Natural Resources & Energy) VP – Forecasting & Analysis, Solution 105 Consulting Ltd. mitchell@solution105.com



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