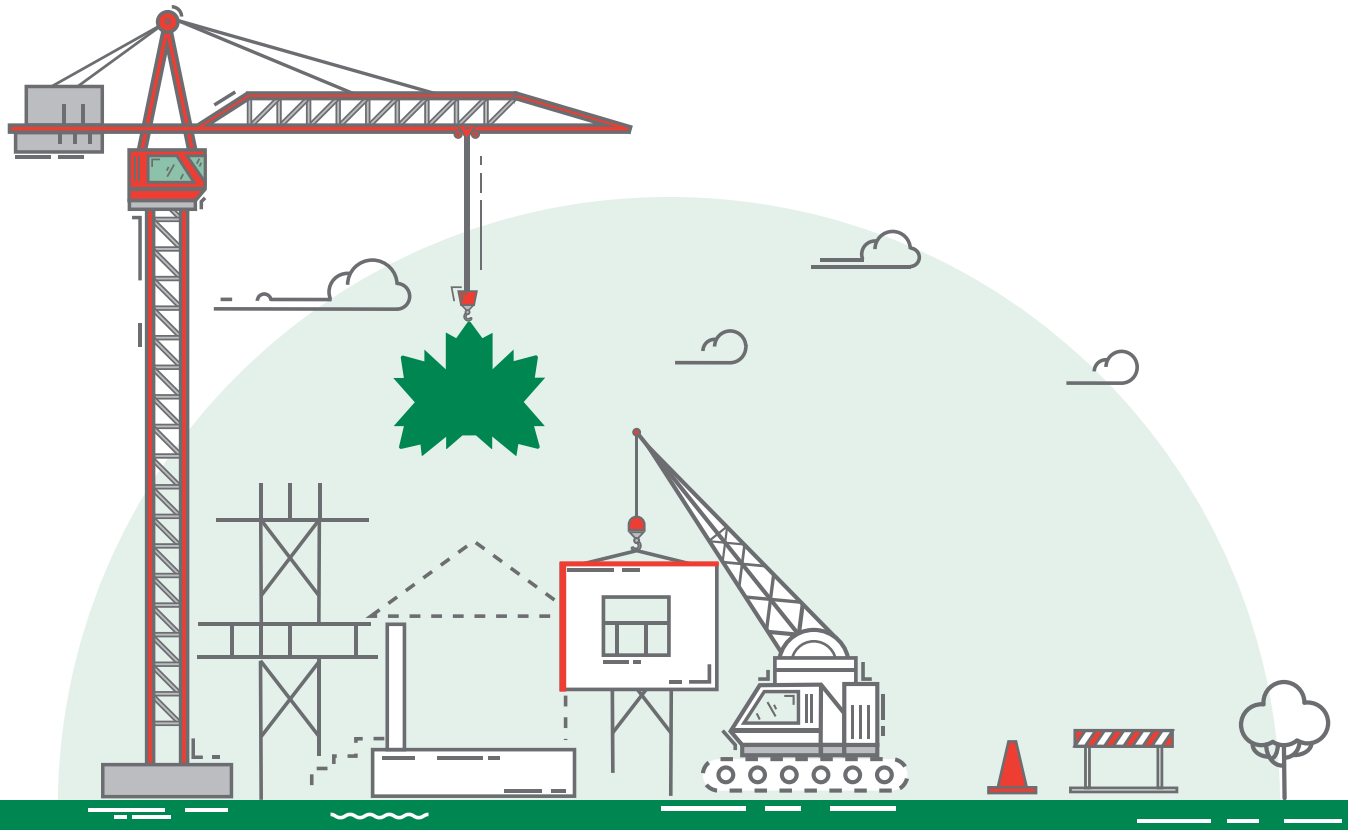
CANADIAN
HOME BUILDERS' ASSOCIATION
BRITISH COLUMBIA

Annual Report
2018



Message
From the President



To say we've been busy this year is an understatement of the hard work and effort across the association. First, a big thank you to the executive committee, board members, staff, and local associations across the province for your contributions to this work.

We are approximately half way into our strategic plan set in August 2017. At that time, we renewed our vision and set some ambitious goals for all of our departments. The core of this plan is to increase membership value in all that we do.

"We are lucky to be a three-tiered association and we need to work closely. There are many opportunities that don't fall solely within the local, provincial, or national realm."

Relationships and partnerships are key drivers of our industry. We can't build homes without government or other industry sectors. In 2018, we continued to strengthen our relationships with government and provide input directly on issues. This is both within the political realm and our bureaucratic leaders. It has to be a symbiotic relationship in order to get things done for our industry and for homeowners, and our work truly matters.

This year, we funded costing studies for our local associations that were designed by their members. They were used in our local areas successfully for productive conversations on the Step Code and other energy-efficiency code changes. We also work with CHBA National where possible to build on existing research we have available. Initiating unique and tangible research is one of the single most important ways we can invest back into the association and leverage our resources.

A final example, one of many others, is greater collaboration with our nine local associations. We are lucky to be a three-tiered association and we need to work closely. There are many opportunities that don't fall solely within the local, provincial, or national realm.

A good example of this was our kickoff event at the National Conference held earlier this year in Victoria. As the host province, this was our opportunity to lead with this new initiative and leverage our partnerships nationally and locally with CHBA Vancouver Island. Based on the packed room, we think it was a big success! This is a trend that I would like to see us expand on into 2019.

Among everything else, I was privileged to be able to attend awards ceremonies, golf tournaments, dinner meetings and events by our local membership. I have been able to see why member volunteers matter from many different perspectives throughout my time on the board and as the president. Thank you for the opportunity.



Matt McCurrach
CHBA BC President 2018-19

Message **From the CEO**



If there's a theme evident throughout the activities and achievements of CHBA BC in 2018, it was the year full of many firsts.

For advocacy, 2018 was the first full year with the NDP government, and their first official B.C. Budget in February. After the budget announcement, we immediately raised our opposition with the Ministry of Finance about the controversial Speculation Tax and its unintended consequences. CHBA BC fought vigorously against the tax, and simultaneously provided data and rationale to show why the tax could have impacted land for development, and that land should be excluded if it went ahead. We were pleased to see a land under development exemption was created for the final legislation, saving builders, the industry, and home buyers millions of dollars in taxes.

> *"CHBA BC was instrumental in getting this exemption that saved builders, the industry, and home buyers millions of dollars in taxes."*

We also held our first Day at the BC Legislature in November – a key priority identified in our *2017-20 Strategic Plan*. Planning for this undertaking began early in the year and we successfully built a model to follow for the future using our experiences from the CHBA National Day on the Hill in Ottawa. We were pleased to have 62 MLAs attend our event either at a meeting or a reception, which is 70% of all MLAs. The full day of training prior to the start and a follow-up debrief session were key to ensure we met our objectives, which by all accounts was a tremendous success. Very quickly we have turned our attention to 2019 and how we continue to grow our ever-evolving advocacy program.

With a new CleanBC strategy launched last year by the provincial government, and a renewed focus on energy-efficiency in place, the importance of our energy programs and technical research will continue to be at the forefront of our activities. As a trusted Service Organization among many municipalities, we are in a position of leadership on this topic with a focus on industry innovation and affordability.

We continue to diversify our course offerings and grow our education department, including a review of all our class materials and course content. In November, we held our first Core Competency Update course for licensed builders, which is an opportunity to keep abreast of the changes related to all seven (7) BC Housing core competency subjects in one day. We also created a new online Renovation Fundamentals course that will launch in 2019.

Lastly, we've developed new approaches for our marketing and communications. We created targeted media op-eds for advocacy issues as well as launched our first targeted digital campaigns connecting CHBA BC information to consumers for Reno Month. We completed new videos that highlight our awards and benefits of membership that help to get the message out on our activities. With a new CHBA BC website coming in 2019, we look forward to including new features and content to help raise awareness of CHBA BC with potential members and the public.

We always remain focused on membership value and the core services we continue to provide year after year. I want to thank our dedicated team of professional staff, Matt McCurrach for the time and advice he has provided during his term as president, members of the executive committee, board of directors, and volunteers who contribute their time to help address key issues and strategic objectives. We have a great team in place and look forward to the challenges ahead.



Neil Moody
CEO

2018-19 Board of Directors

President
Matt McCurrach
CHBA Central Interior

Past President
Lynn Harrison
HAVAN

1st Vice President
Brian Charlton
CHBA Rocky Mountain

2nd Vice President
Joe Hart
CHBA Northern BC

Secretary/Treasurer
Randy Chin
HAVAN

Presidential Appointee
Alex Tavuchis
CHBA Sea to Sky

Presidential Appointee
Larry Clay
HAVAN

Chief Executive Officer
Neil Moody
CHBA BC

Homebuilders Assn. Vancouver
Dan Glavind
Garett Wall
Larry Clay

CHBA Vancouver Island
Mark Bernhardt

CHBA Fraser Valley
Dan Dueck
Peter Loewen

CHBA Northern BC
Joe Hart
Rob Lovely

CHBA Central Interior
Kelly Reid
Jere Lorenz

CHBA Central Okanagan
Cassidy deVeer
Ranvir Nahal

CHBA South Okanagan
Joe Wackerbauer

CHBA Rocky Mountain
Brian Charlton

CHBA Sea to Sky
Chris Bozman

Thank you to the following board members who also served during the 2018 calendar year:
Bev Hasenpflug, Jason Schmidt, Les Bellamy, Rob Lemire, Gordon Bliss, Justin O'Connor.

Committee Chairs as of December 31, 2018

Government Relations
Ron Rapp

Technical Research
Joe Geluch

Marketing
Lynn Harrison

Education
Larry Clay

Renovator's Council
Lesa Lacey

Membership
Joe Hart



Incoming President Profile
Brian Charlton

Brian is an active member of CHBA Rocky Mountain and has served as the local president since 2016. During this time, he has focused on delivering membership value and supporting CHBA's local associations across British Columbia. As provincial president, Brian will continue to bring his valued perspective as a custom home builder both to the provincial government on policy issues and within CHBA.

Brian and his wife Jody have owned and operated JB Charlton Homes in Cranbrook since 2003. Born and raised in the East Kootenays, Brian is a Red Seal Journeyman Carpenter and manages the sites of all building projects. According to Brian, his perfect work day is spent on site framing or finishing with his crew.

Treasurer's Report



I am delighted to report to you on the financial wellbeing of the association for the year 2017-2018. Our auditors, Wolrige Mahon Collins Barrow LLP, have provided a report of our accounts which represent the financial position of the association for the financial year, in accordance with generally accepted accounting and audit practices.

I am pleased to report that in the last twelve months the association has maintained its strong financial position due to the growing support of our key membership activities, including education, energy programs and annual events like the Georgie Awards.

> *"CHBA BC is proud to redistribute $406,200 in revenue sharing, from CPD training, to its member locals."*

My sincerest congratulations to Neil Moody and his team for their fiscally responsible stewardship of the day to day financials this past year. Each month, the Executive Committee receives a comprehensive financial snapshot from Eldon Guenther and his team at Eccounting. These updates continue to demonstrate that CHBA BC is managing within budget and expectations, while mitigating adverse financial risks.

In 2018, CHBA BC's Executive Committee applied even more aggressive budgeting for revenues, yet we continue to see large surpluses driven primarily from education. While there is no immediate concern that these revenue streams will decrease in the short-term, Neil and team are very aware that the association must still work within its means. Continuing to reserve sizable surpluses will safeguard CHBA BC against unexpected headwinds. Our auditors, Wolrige Mahon Collins Barrow LLP, have provided their review of the 2018 financial statements and I am happy to report the review is clean. Our auditors continued to provide strategic advice to ensure that CHBA BC is protected financially for the foreseeable future.

2018 Priorities and Highlights:

- Membership growth, anchored by key regions in the Interior, Vancouver Island and Vancouver
- Strong results from Education, Energy Programs and Events (Builders' Super Week and the ever-popular Georgie Awards)
- Governmental Relations Momentum fueled by the "Stop the Speculation Tax" Campaign and CHBA BC Day at the Legislature
- Staff Growth & Expansion of Training Programs

The Board remains committed to providing benefits to members as a result of accumulated surplus funds. This topic is continually monitored and under examination at Executive Board meetings and has spawned a Special Funding Program that member locals can access by application and based on annual budget availability. Further to this, CHBA BC is proud to redistribute $406,200 in revenue sharing, from CPD training, to its member locals.

I am confident that the association's financial outlook remains very positive. I would like to thank my fellow board members for their strategic thinking over financial issues. I would also like to thank the CHBA BC office team for their ongoing support and dedication to the association. Our outlook for 2019 continues to be encouraging and we are well positioned to deliver value to our more than 2,000 members all across British Columbia.

Randy Chin
Secretary/Treasurer, CHBA BC

Year at a Glance

MEMBERSHIP

2086
MEMBERS
IN DECEMBER 2018

↑ **6 %** Increase over 2017

2018 ASSOCIATION AWARD WINNERS:

New Member Recruitment Award for Highest Percentage Increase: CHBA Central Interior

New Member Recruitment Award for Highest Number of New Members: Homebuilders Association Vancouver

Membership Engagement Award: CHBA Central Okanagan

Member of the Year Award: Bob Deeks (CHBA Sea to Sky/HAVAN)

Executive Officer of the Year: Rose Choy from CHBA Central Interior

Service Award: Gordon Bliss (CHBA Northern BC)

Local Association of the Year: Homebuilders Association Vancouver

EDUCATION

4364
Registrations

239 Classes
ACROSS THE PROVINCE

6 New instructors

First annual Core Compentency Update course

Licensed builders received updates on 7 key areas in one day

Georgie AWARDS

SOLD OUT
2018 AWARDS GALA

Record Number
of Entries for 2019
AWARDS

Streamlined Online Entry System:
New Award Force program

ELIMINATED
PAPER
FLOOR PLAN
requirement

Year at a Glance

ENERGY PROGRAMS

1557

ENROLLMENTS*

*A project registered under one (or more) of CHBA BC's voluntary energy efficiency programs.

644 LABELS PRINTED

4 Energy Advisor Training Sessions

(Kelowna, Victoria, Prince George, Langley)

6 new Energy Advisors
completed their training in 2018

2nd Net Zero Training

webinar included participants from BC, Alberta, and Ontario

netzero home
Qualified Service Organization

Step Code

costing studies under development

GOVERNMENT RELATIONS

1ST LEGISLATURE DAY:

- **33 CHBA BC participants**
- **20 scheduled meetings** with 44 MLAs
- **50+ MLAs** at the evening reception

12+ submissions and consultations

Housing Minister at the 2018 Fall Provincial Meetings to discuss **development approvals in B.C.**

KEY ISSUES:

Speculation Tax
Rental Housing
Clean Growth
Taxation

COMMUNICATION

Media

Media training for Executive Committee and CHBA BC staff

Increased media exposure through targeted op-eds

New Communication and Media Plans

Web

40,969 website users

147,567 page views

Most visited page: New Builder Licence Courses

New website underway

Digital Marketing

New membership videos

Reno Month campaign (128,000 impressions)

Speculation Tax Facebook campaign (1 million impressions)

2018 **Events and Highlights**

The following are events and highlights that CHBA BC supported or attended across the province in 2018.

JANUARY

CHBA Central Okanagan Tommie Awards

FEBRUARY

CHBA Central Interior Keystone Awards

CHBA Fraser Valley Housing Awards of Excellence

CHBA Vancouver Island Building Industry Construction Forum

CHBA BC Media Training

Provincial Government Budget 2018

MARCH

Builders' Super Week, AGM, Provincial Meetings, President's Night, Association Awards

26th Georgie Awards Gala

CHBA 75th National Conference and Pre-Conference Regional Education Program

The CHBA National Pre-Conference Committee and Council meetings (March 19 to 21) were followed by the main Conference (March 21-23), featuring dynamic business sessions, great social events and valuable networking opportunities. Several members from across B.C. participated in the conference and took advantage of the location in Victoria.

CHBA BC hosted a concurrent pre-conference Regional Education Program on March 19 and 20 with CHBA Vancouver Island. This was beneficial to both conference attendees coming from out of town and local Vancouver Island builders. CHBA BC also held a "BC Night" reception on March 19 to open the conference and welcome everyone to Victoria.

We were pleased to have Victoria-Swan Lake MLA and Minister of Education Rob Fleming join us to provide greetings that evening.



All three levels of the association at the 75th Conference! From left to right: CHBA Vancouver Island president Mark Bernhardt, CHBA BC CEO Neil Moody, CHBA National CEO Kevin Lee, and CHBA BC president Matt McCurrach with the Hon. Rob Fleming, Minister of Education and MLA for Victoria-Swan Lake.

APRIL

CHBA Vancouver Island VIBE Awards

HAVAN Ovation Awards

Submission to the Agricultural Land Reserve Consultation

SkillsBC Booth

With the shortage of skilled trades facing our industry, CHBA is actively engaged in promoting careers in residential construction at all levels of the association.

This year, CHBA BC participated as a booth exhibitor with CHBA Fraser Valley at the SkillsBC competition on April 18, 2018, in Abbotsford. This event brings together B.C. youth to compete in various trade and technology competitions, and promotes careers in the skilled trades.

In 2018, CHBA National also signed an official partnership with SkillsCanada, the national branch of the organization, that will lead to further collaboration on promoting the skilled trades in the coming years.



CHBA Fraser Valley member Chris Klaassen, CHBA BC staff member Vanessa Joehl, CHBA FV member Lesa Lacey and CHBA BC CEO Neil Moody at the SkillsBC competition.

MAY

CHBA Fraser Valley Golf Tournament

CHBA National Day on the Hill in Ottawa

Submission to the Rental Housing Task Force

JUNE

CHBA Central Interior Golf Tournament

CHBA BC Board of Directors Meeting in Vancouver

JULY

PNE Prize Home Education Day

CHBA BC held a joint education day with BC Hydro and the Real Estate Board of Greater Vancouver at the Pacific National Exhibition (PNE) Prize Home. This year, the home was built to net-zero energy ready standards and served as a great opportunity to educate REALTORS® and home builders about the features in the home.



Vanessa Joehl speaks to builders about CHBA BC's energy programs at the event.

AUGUST

HAVAN Summer Social

Submission to the Clean Growth Intentions Paper

Stakeholder Relations

In 2018, CHBA BC participated in meetings or events with:

- WorkSafe BC
- Building Safety and Standards Branch
- FortisBC
- BC Hydro
- City of Richmond
- BC Energy Step Code Council
- Union of BC Municipalities (UBCM)
- Building Officials Assn. of BC
- BC Real Estate Association
- BC Housing
- BCIT
- Real Estate Board of Greater Vancouver (REBGV)
- Urban Development Institute
- Community Energy Assn.
- LandlordBC
- Mortgage Brokers Assn. of BC
- Home Performance Skateholders' Coucncil (HPSC)

CHBA BC is a member of or collaborates with:

- Independent Contractors and Businesses Association (ICBA)
- BC Chamber of Commerce
- BC Common Ground Alliance
- Coalition of BC Businesses
- Greater Vancouver Board of Trade
- Canadian Society of Association Executives
- BC Construction Safety Alliance (BCCSA)
- Council of Construction Associations (COCA)

SEPTEMBER

Builders' Education Summit

Provincial Meetings and CHBA BC Fall Social

Net Zero Builder Training

Housing Minister attends CHBA BC September Provincial Meetings to kick off development approvals review

The CHBA BC provincial meetings were held on September 24 and 25. CHBA BC hosted Minister of Municipal Affairs and Housing Selina Robinson, and BC Housing CEO Shayne Ramsay, during the Government Relations Committee meeting for a roundtable on development approvals. The provincial government launched an official Development Approvals Review Working Group in late 2018, and will release a consultation report in Spring 2019. CHBA BC and members are actively involved in the working group at all levels.





Union of BC Municipalities Convention

HAVAN Golf Tournament

Submission to the Land Owner Transparency Act White Paper

Presentation at the China-Canada Symposium on High Performance Energy Efficient Construction

Speculation and Vacancy Tax Campaign

The Speculation and Vacancy Tax Act was announced at the B.C. Budget in February and officially introduced in October 2018. A notable change from the initial announcement was the introduction of several exemptions for development land - a key ask of CHBA BC throughout 2018 in several meetings and policy submissions with the Ministry of Finance. CHBA BC is pleased to see and applauds that the government has recognized the need to create this exemption based on its direct impacts on housing affordability.

For the policy in general, CHBA BC produced an education campaign for consumers to provide information on the speculation tax legislation and our serious concerns. Some of the highlights of the September and October 2018 campaign include: media articles and op-eds, Facebook Ads that reached over 400,000 people with over 800 comments, almost 500 petition sign-ups on the stopthetax.ca website, and 500 postcards distributed at local events.

OCTOBER

Submission and Presentation for BC Budget 2019

HAVAN Annual Election Meeting

CHBA National Meetings

LEEP Innovation Exchange Events

CHBA Northern BC Housing Awards of Excellence

Reno Month Campaign

NOVEMBER

BC Legislature Day in Victoria

From November 5-8, 2018, 30 delegates from all nine of CHBA BC's local associations came together for our first Legislature Day in Victoria. This event was about demonstrating to MLAs the industry expertise our members can provide on housing policy. After a productive training day on November 6, members were prepared to have collaborative discussions in their MLA meetings on November 7.

CHBA BC delegates held 20 scheduled meetings with 45 MLAs from all three parties, including many Cabinet Ministers, and participated in a packed evening reception at the Hotel Grand Pacific on November 7. Minister of Housing Selina Robinson, MLA Sam Sullivan, and MLA Adam Olsen (B.C. Green party) all provided greetings to the guests, which included over 50 MLAs.

After a busy day of meetings and the reception, our members gathered on November 8 to share lessons learned and how we can build on the momentum going forward. We are pleased that so many MLAs took the time to meet with us and it demonstrates that our professional member perspectives on housing affordability are valued and appreciated. In fact, many MLAs indicated they would like to see CHBA BC repeat this and come back—a great sign that the event was a success.







Photos: Training Day on November 6th, HAVAN chair Garett Wall with Minister Melanie Mark, and delegates Rose Choy, Joe Wackerbauer, Jody Tindill, and Lynn Harrison with MLA Mike Morris (second from left).

Net Zero Energy Advisor Training

Core Competency Update Course

Building Officials Association of BC (BOABC) Conference and Industry Executives Panel

DECEMBER

Submission to the Taking Action on Money Laundering Consultation

Development Approvals Review Working Group Meeting #1

CHBA BC Christmas Open House



Thank you to BC Liberal Party leader Andrew Wilkinson for attending our Open House and meeting with members.

From left to right: HAVAN members Rob Capar, Larry Clay, BC Liberal Party leader Andrew Wilkinson, and HAVAN member Erik Jensen.

LOOKING AHEAD TO 2019

GVHBA to HAVAN

In October 2018, as per the CHBA BC By-laws, the CHBA BC Board of Directors officially approved a new name for Greater Vancouver Home Builders' Association to become Homebuilders Association Vancouver (HAVAN). This name change occurred on January 31, 2019.

HAVAN
Homebuilders Association Vancouver

Renovation Fundamentals Course

We developed a new online Renovation Fundamentals course throughout 2018, which represents several "firsts" for CHBA BC Education. It's the first online-only course, the first course to incorporate video-based learning, and the first course intentionally designed to be appropriate for delivery across Canada. This course will launch in 2019.

BC HOUSING

CHBA BC would like to thank BC Housing for its generous support of our programs throughout the year.

Mission

The Canadian Home Builders' Association of British Columbia is the leading advocate of the residential construction industry across the province. We work to the benefit of our members and the public through excellence in government and public relations, education and building innovation.

Vision

The Canadian Home Builders' Association of British Columbia is built on a vision of housing excellence. We provide industry leadership that creates a professional, affordable and profitable housing environment.



604-432-7112 | info@chbabc.org |

chbabc.org

CANADIAN
HOME BUILDERS' ASSOCIATION
BRITISH COLUMBIA