



2022/23 ANNUAL REPORT



PRESIDENT CASSIDY DEVEER



“Together,
we have made
significant
progress in
advocating for
our members”

Dear Members of CHBA BC,

It is hard to believe my year as President of CHBA BC is already ending. It seems like only yesterday I was outlining my vision for the year ahead. Now, as I reflect on the past 12 months, I am filled with pride and gratitude for all we have accomplished together.

We have had a remarkable year, filled with many great memories I will cherish for a lifetime. I am particularly proud of the Provincial meetings we held in Penticton, where we were able to come together as a community and discuss the pressing issues facing our industry. It was inspiring to see so many of you engage in meaningful discussions and share your unique perspectives on how we can improve the housing industry in British Columbia.

It has been really inspiring to travel to our locals and have females come up to me and tell me how proud they are to have a woman as the president. Representation matters and having women see me do it makes them feel they are welcome in the construction industry and that they can do it too.

Seeing the provincial government announce changes and prioritize housing after years of long and strategic advocacy work has been amazing. It speaks to all the hard work we have put in, and we will continue to push for attainable housing in our communities.

None of this would have been possible without the tireless support of the CHBA BC staff. Their dedication and hard work behind the scenes have been instrumental in making our events and initiatives a success. From organizing logistics, delivering unique education programs, managing communications, and supporting our advocacy efforts, they are a true asset to our organization.

As I pass the torch to the next President of CHBA BC, I want to express my sincere gratitude to all of you for your support and commitment to our industry. Together, we have made significant progress in advocating for our members and advancing the cause of responsible and sustainable housing in our province.

Although my time as President may be coming to an end, I know our work together will continue. I look forward to seeing all we will accomplish in the years to come and to continue to be a part of this remarkable community.

Thank you again for allowing me the privilege of serving as your President.

Sincerely,

A handwritten signature in black ink, appearing to read 'Cassidy DeVeer', written over a light grey background.

Cassidy DeVeer

President, Canadian Home Builders' Association of BC
2022-2023

INCOMING PRESIDENT

RANDY CHIN



A highly passionate and authentic leader, Randy Chin is very committed to the real estate industry and the community and has dedicated his time and skills in service to many charitable organizations.

Randy has extensive experience at the local, provincial and national levels of CHBA. He has been an active member of the Homebuilders Association Vancouver (HAVAN) for many years where he was Chairman of the Board of Directors. At the provincial level, Randy served as CHBA BC's Treasurer before assuming the role of First Vice President in early 2023. He has also held roles on the national board along with the Urban Council.

As Regional Manager Mortgage Specialists, RBC Royal Bank, Randy leads a team in Vancouver dedicated to providing residential mortgage advice, specializing in loan origination and working collaboratively across the RBC ecosystem. Randy and his team take a holistic approach to business by strongly collaborating with internal and external partners including Private Banking, Commercial Real Estate and Group Banking. In all, Randy brings well over 30 years of experience in retail banking, credit, leadership and developing relationships with the lower mainland's builders and developers.

He is a graduate of BCIT's Operations Management program and an alumnus of Toastmasters International. Spanning over three decades, Randy also has education and experience in strategic planning, negotiation, and sales.

Randy and his wife live in Langley where they raised their two children. He has been a volunteer coach within the Langley Minor Hockey Association for 13 years and has also volunteered for the Langley Hospital Foundation. Randy and his close friends and family have raised thousands of dollars for Canuck Place over numerous Halloween events and activities.

In his spare time, you will find Randy hiking, paddling, riding his motorcycle or training for and competing in obstacle course racing events such as Tough Mudder and Spartan Race.

A stylized, handwritten signature in black ink, appearing to read 'Randy Chin'.

Randy Chin
Incoming President
2023-2024



Thank you for your support

CHIEF EXECUTIVE OFFICER NEIL MOODY



“With a membership of 2,285 and growing, your input and time volunteered is crucial to our shared success”

I am pleased to report CHBA BC has achieved significant progress toward the prioritized activities in our 2022-25 strategic plan.

The past year included countless submissions and consultations we expect will lead to real change in the building process. Member input is critical in providing us with on-the-ground experience to convey the issues with suggested solutions to the government. The work of our technical research committee and energy step code working group addressed critical concerns while carefully navigating code changes and energy requirements.

We realized the full benefit of investment into a branded portal for our energy programs. The increased efficiency to process builder projects and issue labels led to a significant increase in revenue. We are poised to continue growth in this area by adding staff resources. Our Net Zero training sessions contributed to the overall success, and as more builders choose to build in this space we are responding with additional training.

Celebrating 30 years of the Georgie Awards was a major highlight. The award-winning production saw the return of key sponsors after a decline during the virtual events. The sold-out gala with a Monopoly theme was a spectacular show of entertainment, award presentations and after-party. The recognition the awards offer is a tremendous marketing opportunity for members.

New courses and programs developed by our education team included eight BC Energy Step Code Modules. The launch of hands-on training for high-performance building has proved extremely successful. Our new education website has improved access to training, enabling students to browse course offerings quickly and register easily.

Communications grew significantly with calls for media interviews on the cost of building, the risk of renovating without a contract, labour shortages, the effects of government housing announcements and more. The increased visibility in traditional and social media has raised the association's profile and influence.

The implementation of GrowthZone CRM is complete with all locals fully onboarded. It provides less administrative burden with built-in communication tools to connect with our members. CHBA BC covers the annual cost of this robust CRM to support the efforts of our locals.

With a membership of 2,285 and growing, your input and time volunteered is crucial to our shared success. Thank you to our incredible staff, executive committee, and board, led by President Cassidy deVeer, who spent so much time with meetings, traveling the province and country.

Thank you for your membership. We will continue to work hard on your behalf.

Sincerely,

A handwritten signature in black ink, appearing to read 'Neil Moody', written over a white background.

Neil Moody

Chief Executive Officer

Canadian Home Builders' Association of BC

TREASURER'S REPORT

RANDY CHIN

To the Board of Directors CHBA BC,

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

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.

While education revenues were soft in the first half of the year, they have rebounded nicely to a very healthy volume that will arrive close to budgeted income. Energy programs drove significant revenue beyond budget and are anticipated to continue this trajectory with the intensification of climate action by all governments. Retained earnings continued to grow in 2023 and the association is in a very good financial position.

Our auditors, Baker Tilly WM LLP, have reviewed the 2022 financial statements and have provided a report of our accounts which represent the Association's financial position for the fiscal year, in accordance with generally accepted accounting and audit practices. I am pleased to report the audit is clean. The firm continues to provide strategic advice to ensure that CHBA BC is protected against financial risks.

“The Association has maintained its strong financial position due to the continued and growing support of our key membership activities, including education, energy programs and annual events like the Georgie Awards.”

2022-2023 PRIORITIES AND HIGHLIGHTS:

- GrowthZone payments by CHBA BC on behalf of the locals - \$45,000 per year
- First time funding to a local for an initiative (HAVAN) \$25,000
- Increased funding for meetings with the invitation of additional non-board members from each local
- Sponsorship of local golf tournaments and attendance at local awards by the president
- Membership is now at 2285; membership revenues have grown by 12%
- Added new staff
- Renewed sponsorship agreement with BC Housing and other organizations
- Attendance and sponsorship of the 30th annual Georgie Awards were at a record level

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 and the CHBA BC office team for their ongoing support and dedication to the association. Our outlook for 2023-2024 is very encouraging and the association is well-positioned to deliver increasing value to our nearly 2,300 members throughout British Columbia.

Respectfully submitted,



Randy Chin

Secretary/Treasurer, CHBA BC

LOCAL ASSOCIATION SUPPORT AND SERVICES



GrowthZone Implementation

CHBA BC has successfully implemented GrowthZone CRM, fully onboarded all locals, and covers the annual cost to reduce administrative burden and connect with members using built-in communication tools.

2285
MEMBERS
MEMBERSHIP #S ↑
AS OF MAY 2023

CHBA BC is strengthening its connection with affiliated local home building associations by addressing their needs and providing resources necessary to achieve success.

GOVERNMENT RELATIONS

CHBA BC is recognized as the go-to advocate for the homebuilding industry. Our association is a trusted resource by all levels of government officials and industry stakeholders to address matters of interest and develop solutions to emerging issues impacting housing in BC.

CHBA BC has been sought out to provide consultation on several new pieces of provincial legislation over the past. Significant progress has also been made in raising awareness on industry issues and securing provincial commitments and action to address them.

HIGHLIGHTS

Provincial Executive Council & Parliamentary Secretary Engagements:

- New Premier, Housing Minister & Cabinet Shuffle
- First 100 Days - New action to create more homes faster. Bill 43 - Housing Supply Act to set housing targets for select municipalities
- Five (5) meetings with different Cabinet members
- Housing tour with Minister Bruce Ralston (Ministry of Energy, Mines and Low Carbon Innovation)
- Return to Union of BC Municipalities (UBCM) and Budget Lock-Up
- BC Budget 2023 included a significant \$4.2B in funding for housing

Release of BC Government's Homes for People Plan (April 2023)

- The refreshed housing plan includes many actions CHBA BC has advocated for to get homes built faster, including steps to address restrictive municipal zoning bylaws and slow, arduous permitting processes.

Association Advocacy

- Industry Response to UBCM Housing Supply Report
- Altus Group Housing Supply and Benchmarking Report (Oct. 2022)
- Prompt Payment Deferral

Local HBA & Member Engagements

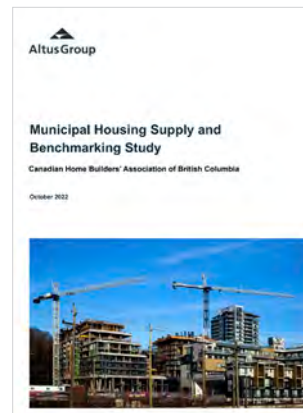
- New Government Relations Chair and new Committee Members

LOOKING AHEAD

CHBA BC will continue to leverage our existing relationships with government officials to ensure our voice is heard on policy and legislation development and implementation, particularly as it relates to the BC government's refreshed housing plan, Homes for People.

NEW
PREMIER, HOUSING MINISTER & CABINET SHUFFLE

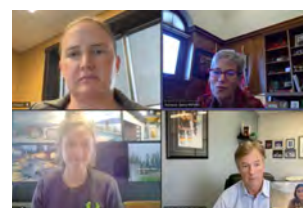
5 MEETINGS WITH DIFFERENT CABINET MEMBERS



Released in October 2022, CHBA BC's Benchmarking Study Revealed an Average 13 to 14 Month Wait Time for Municipal Permits and the Economic Cost of Housing Shortfalls in B.C.



You play a pivotal role in increasing the supply of quality homes available to people in our province." Honourable David Eby at the 30th Georgie Awards



Meeting with Honourable Selina Robinson, Minister of Post-Secondary Education and Future Skills



Meeting with Honourable Ravi Kahlon, Minister of Housing

ENERGY PROGRAMS

CHBA BC is an industry leader in delivering affordable, attainable, and achievable residential labelling programs for energy efficiency and sustainability while supporting the growth, availability of training and licensing of Energy Advisors.

The Energy Programs Department strategic plan targets for 2022-2025 included the goals of:

- Licensing ten (10) new Energy Advisors per year over three years
- Increasing home labelling by 2,000 homes in year one, 3,000 homes in year two and 3,000 homes in year three
- Generating one million dollars in revenue annually



Working with homeowners through the Greener Homes Grant program, having completed **353 projects with 257 enrollments in process**

353
PROJECTS

257
ENROLLMENTS

Bi-weekly meetings with the Greener Homes Grant team at Natural Resources Canada for program feedback, improvement suggestions and adjustments totalling 24 hours

HIGHLIGHTS



18 NEW LICENSED ENERGY ADVISORS

3 NET ZERO BUILDER COURSES DELIVERED TO A TOTAL

2497 COMPLETED ENERGUIDE RATING SYSTEM HOME LABELS

130 STUDENTS

3364 ACTIVE PROJECTS

114 PROJECTS IN PROGRESS

1419 ENROLLED THIS REPORTING PERIOD ALONE

TOTAL
120 CHBA NET ZERO LABELLING PROJECTS

LOOKING AHEAD

Continue to leverage the interest in building energy-efficient homes from governments and consumers towards the goal of one million in revenue annually by increasing the volume in the Energy Programs file portal and the number of licensed Energy Advisors.

Continue to build and support our CHBA BC Energy Advisor Network with professional development opportunities as well as grow and support new home enrollments using the Energy Programs File Portal.

CHBA BC values the voices of our members and industry stakeholders in advancing our understanding of the day-to-day realities, needs and opportunities of regulations, proposed amendments and policies impacting the residential construction industry.

ENGAGEMENT ON CODE DEVELOPMENT

CHBA BC hosted online information sessions to improve access for members and stakeholders across the province:

- Proposed Building Code Changes – Energy Efficiency and GHG Targets
- CleanBC Relaunch of the Better Homes New Construction Program
- Revisions to BC Hydro Service Standards
- National Building Code Public Review
- ReHousing Neighbourhoods – Missing Middle Housing

Insights gathered from our information sessions, Technical Research Committee and Step Code Task Group are used to inform government officials and submissions on how to design and improve policies, programs and services.

2022/2023 Submissions:

- Draft Policy Recommendations for Developing and Implementing Greenhouse Gas Emissions Provisions in the National Model Codes
- Accessibility Standards Canada Public Review: Draft - A Model Standard for the Built Environment - Accessibility
- Demand-Side Measures (DSM) Regulation Amendment
- National Building Code Public Review
- Proposed Revisions to the British Columbia Building Code (BCBC) 2018 Emissions and Energy Efficiency Standards
- Energy Step Code Council: Reducing carbon emissions in new construction
- Budget 2023 Consultation: Increase Funding for CleanBC and Energy Retrofits

LOOKING AHEAD

CHBA BC has established its position as a primary advisor to the provincial government through consultation on building code development, energy efficiency programs, and CleanBC. In the next year, Technical & Building Innovation will continue to deliver value to our membership via webinars and in-person information sessions and consultations to broaden member awareness of evolving building codes and carbon emissions policies that impact the residential construction industry.



CHBA BC POSITION ON THE BC ENERGY STEP CODE

The position speaks to the province-at-large. CHBA local associations are the experts on their local conditions and should be the authoritative voice of the industry during municipal consultations.

We do not fear a tiered code system. It provides predictability and transparency. The biggest challenge is inter-governmental pressures that may drive implementation of higher steps beyond the recommended. Provincial approvals and inconsistent implementation across municipalities. Accelerating market transformation without first reducing market barriers will be problematic for all.

Affordability
Housing affordability should be an overarching principle in Building Code development and addressing greenhouse gas (GHG) emissions in residential construction, by considering capital and life cycle costs that will impact British Columbians. Clear GHG targets must attach objectives or targets, for all housing types, home buyers, and owner zones.

Accessibility
The province must not overlook regional needs and concerns, for robust policy on build with the largest housing needs as the measure of success. Minimal accessibility requirements include training, product availability, and access to qualified professionals.

Alignment
Design measures and guidelines imposed by local governments through bylaws, regulated building schemes and approved contractors may significantly impact energy efficient and low carbon building design. Examples include heritage or character guidelines, setback requirements, the need for unique form and massing, or building consultation on accents or architectural considerations from design panel review. Local governments should maintain policy processes and permitting barriers that unintentionally disadvantage energy efficient, low carbon housing by amending land use and zoning policies.



Step by Step
Any implementation challenges must be resolved before widespread regulation or expansion to higher steps can be considered or supported. If a revised implementation or code target is being considered, a 1.5-year adjusting timeline is needed.

Local governments should be able to follow the Step Code as regulated, to support a consistent approach to implementation that allows the market to gradually build capacity and skills. Measurement only or third evidence for buildings is a critical first step that should not be skipped.

Before implementing the Step Code and related provision standards, state governments should consider:

- Incentives, including density bonus and fast-tracking building permits
- Cost-charge analysis
- Industry knowledge and capacity
- Availability of necessary materials, and
- Proximity of licensed energy advisors to ensure a cost-effective and competitive environment.

Evidence-based Harmonization with National Codes
Proposed changes to the National Code are under development that include a proposed approach to making energy performance targets. Prior to harmonizing national requirements related to the Step Code, careful consideration of evidence is needed to ensure the outcomes are in line with Provincial goals.

Leadership with Home Labelling Programs
CHBA BC is a service organization licensed by Natural Resources Canada. We train and license energy advisors and deliver voluntary programs, including the Canada New Home Energy Labelling Program. (Energy Star for New Homes, and H-2020) which are based on the EnerGuide Rating System.

We are in full support of a standardized, home labelling program for new and existing homes. Innovation, and incentives to find the best ways of achieving higher levels of performance in a cost-effective way to give builders an advantage, and to provide a great product for customers.

Industry Consultation
Industry and government must be in regular communication. While government is the driver of regulation, builders and industry professionals are responsible for implementing changes. Substantive industry needs to be published with sufficient lead time and continued consultation to ensure implementation and prepare for change.

This revised position was approved by the Canadian Home Builders' Association of British Columbia Board of Directors on October 27, 2021.

EVENTS



CHBA BC's Georgie Awards continue to be B.C.'s most prestigious homebuilding, renovation, and housing awards.

The 2023 awards feature nearly 50 categories grouped into six focus areas: Residential Construction – New; Residential Construction – Renovation; Interior Design, Merchandising and Landscaping; Sales and Marketing; Special Achievement Awards; Grand Georgie Awards®.

In addition, CHBA BC is increasing the number and variety of our events to engage our membership across the province.

HIGHLIGHTS

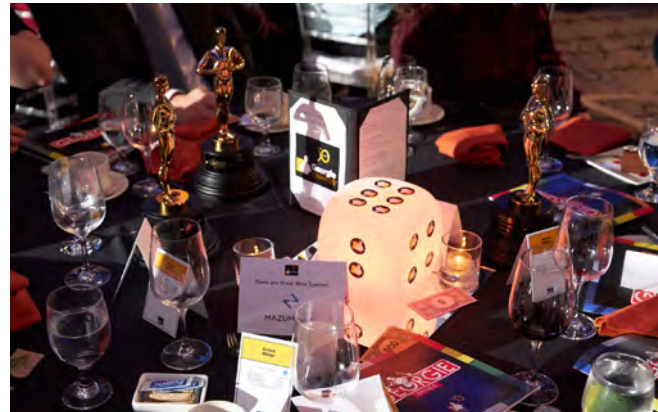
- Another sell-out gala to celebrate the 30th Annual Georgie Awards
- Secured six new Georgie Awards Sponsors
- Georgie Awards wins 10th annual BizBash Award for Best Non-profit event concept
- Finalist in two categories at Canadian Event Awards
- Held the First Winter Mountain Extravaganza in Whistler (Jan. 2023)
- Hosted Craft Beer Tasting & Social Event in Penticton

LOOKING AHEAD:

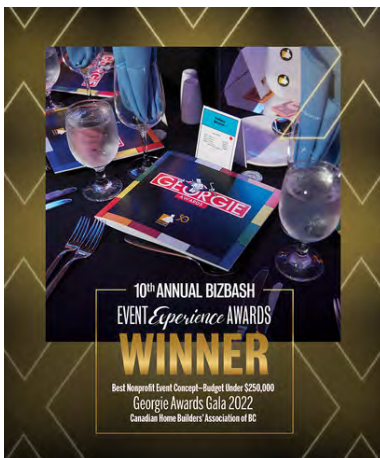
CHBA BC will continue to strengthen the connection with our local homebuilding associations by planning and executing events in partnership, such as the Winter Mountain Extravaganza and other social events held in conjunction with meetings and training sessions.



Emcees Todd Talbot & Erin Cebula



At the 30th Annual Georgie Awards, 49 Awards were presented in front of a sold-out audience



30TH

ANNUAL GEORGIE AWARDS
SELL-OUT GALA

6

NEW GEORGIE
AWARDS SPONSORS

FINALIST

2023 CANADIAN EVENT AWARDS

1ST

WINTER MOUNTAIN
EXTRAVAGANZA IN WHISTLER

EDUCATION



CHBA BC offers online and in-person courses for residential builders and renovation contractors that meet all education and training requirements at every career stage.

HIGHLIGHTS

- Launched BC Energy Step Code e-learning courses, totalling 76 individual lessons over 8 modules, that meet BC Housing’s new requirements for mandatory Step Code Education
- Launched a revised Stage 1 Energy Advisor training program in collaboration with Energy Programs
- Published two new e-learning courses
- New training initiatives where we embarked on two training roadshows to deliver education across the province, with a focus on underserved communities
- We will have visited eight cities before the AGM on May 19, 2023

LOOKING AHEAD

- Five (5) new e-learning courses are under development
- Continuing with education outreach through the roadshows
- Publishing a new BC-specific Builders’ Manual
- Relaunch of the annual Fall Education Summit, a two-day training event. This year’s event will be in collaboration with BOABC

LAUNCHED



76 INDIVIDUAL LESSONS OVER

8 BC ENERGY STEP CODE MODULES

REVISED

STAGE 1 ENERGY ADVISOR TRAINING PROGRAM

2 TRAINING ROADSHOWS FOCUS ON UNDERSERVED COMMUNITIES

2 NEW E-LEARNING COURSES

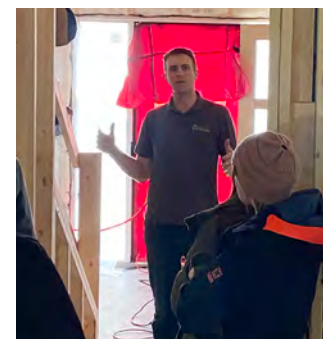


UNDER DEVELOPMENT

FALL EDUCATION SUMMIT

2-DAY TRAINING EVENT

5 NEW E-LEARNING COURSES



COMMUNICATIONS

This year CHBA BC continued to broaden its reach and influence across traditional and social media.

HIGHLIGHTS

Media Appearances

- | | | |
|----------------|-------------|--|
| | 2022 | |
| June 8 | 1 | CBC On the Coast with Gloria Macarenko (Neil Moody) - The impact of the rising cost of homebuilding |
| Oct. 25 | 2 | Op Ed, The Province - Neil Moody: It is taking governments too long to approve the housing we need |
| | 2023 | |
| Jan. 17 | 3 | The Mike Smyth Show 980CKNW (Carmina Tupe) CHBA BC reaction to the BC governments new Provincial Permitting Strategy |
| Feb. 16 | 4 | Global News, Consumer Matters (Neil Moody) B.C. homeowners say they've lost thousands of dollars after local contractor leaves renovation projects unfinished |
| Feb. 28 | 5 | Global News, Consumer Matters (Neil Moody) How protected are B.C. homeowners when home renovation projects go sideways? |
| Mar. 2 | 6 | Global News (Neil Moody) - B.C. falling behind on new housing starts, provincial budget suggests |
| Apr. 3 | 7 | CBC On the Coast with Gloria Macarenko (Neil Moody) - Reaction to the BC government's refreshed housing strategy, Homes for People |
| Apr. 6 | 8 | CASTANET NEWS (Cassidy deVeer) Can BC's new housing plan answer the demand for the 'missing middle' in Kelowna's housing market? |

Weekly Newsletter Distribution Summary



5000+ ACTIVE SUBSCRIBERS | **107%** OPEN RATE

Social Media Summary

 4595 TWITTER FOLLOWERS ↑ 1%	 2061 INSTAGRAM FOLLOWERS ↑ 19%
 1687 FACEBOOK FOLLOWERS ↑ 1%	 1455 LINKEDIN FOLLOWERS ↑ 35%

LOOKING AHEAD

CHBA BC will continue to establish the association as an expert resource via earned media and thought leadership pieces. The association is planning on bringing its newsletter distribution "in-house" to have control over the content, sponsorship and advertising elements.



EXECUTIVE COMMITTEE

President

Cassidy deVeer

Past President

Alex Tavuchis

Treasurer & 1st Vice President*

Randy Chin

1st Vice President**

Kelly Reid

2nd Vice President

Mark Bernhardt

Presidential Appointees

Lesa Lacey and Shay Bulmer

BOARD OF DIRECTORS

CHBA Central Interior

Tom Calne
Chris Crowell
Tom Eggers

CHBA Central Okanagan

Mike Chatham
Krista Paine
Darren Witt

CHBA South Okanagan

Wally James
Ed Olthof

CHBA Vancouver Island

Blaise McDonald
Jim Zsiros

CHBA Fraser Valley

Troy Abromaitis
Steve Atsma

HAVAN

Henri Belisle
Randy Chin
Dave Deamer

CHBA Northern BC

Shay Bulmer
Angèle Heinrichs

CHBA Sea to Sky

Tom McColm

COMMITTEE CHAIRS

Government Relations

Peter Loewen

Renovators' Council

Rob Capar

Technical Research

Mark Bernhardt

Step Code Task Group

Joe Hart

Investment Task Group

Cassidy deVeer

Nominations Committee

Alex Tavuchis

STAKEHOLDER LIAISONS

President, BCCSA

Lesa Lacey

BCCSA

Dom Piluso

CHBA BC IS A MEMBER OF:

BC Chamber of Commerce

Canadian Society of Association Executives

Employer's Forum

BC Common Ground Alliance

BC Construction Safety Alliance

ICBA

Canadian Association of Consulting Energy Advisors

Council of Construction Associations

Urban Land Institute

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* Effective April 2023

** June 2022 - Jan 2023



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CHBA BC

Advocacy & Government Relations

Awards Program

Education

Energy Programs

Technical & Building Innovation