



Greater Vancouver Home Builders' Association

2017-2018 Annual Report





2017/18 YEAR IN REVIEW

GREATER VANCOUVER HOME BUILDERS' ASSOCIATION

MEMBERSHIP



1,115 MEMBERS

▲ 9% ANNUAL GROWTH

GOVERNMENT RELATIONS



679 GRU READERS / WEEK

▲ 5.1% ANNUAL GROWTH

70 COUNCIL MEMBER
DISCUSSIONS ADVANCING BUILDER ISSUES

31 MUNICIPALITY MEETINGS

MEDIA



41 ARTICLES

82 MEMBERS FEATURED

121 MEDIA MENTIONS

SOCIAL MEDIA



10,823 FOLLOWERS

ACROSS TWITTER, FACEBOOK, LINKEDIN,
YOUTUBE, HOUZZ, & INSTAGRAM

▲ 19% ANNUAL GROWTH

EDUCATION & TRAINING



30 IN-CLASS COURSES

1,064 STUDENTS

▲ 66% ANNUAL GROWTH

37 ONLINE COURSES

445 ONLINE STUDENTS

NETWORKING



42 MEMBER EVENTS

17,324 ATTENDEES

5 CONSUMER EVENTS

40,645 ATTENDEES

GIVING



\$82,425 RAISED FOR THE
EASTER SEALS HOUSE LOUNGE RENOVATION

6,000 WINTER ITEMS

& \$1,500 COLLECTED VIA 'COATS FOR KIDS' IN SUPPORT
OF LOWER MAINLAND & SURREY CHRISTMAS BUREAUS

\$4,000 BCIT SCHOLARSHIPS

GVHBA CENTRA CARES SCHOLARSHIPS RAISED VIA
PRESTON MOBILITY FALL CLASSIC GOLF TOURNAMENT

\$1,000 DONATED TO

FRANK HURT & GUILDFORD PARK SECONDARY
SCHOOLS VIA THE PARADE OF HOMES

CONTINUOUS NIGHTSHIFT

STREET MINISTRIES SUPPORT THROUGH VARIOUS
EVENTS & COMMITTEES

WEB



1 NEW WEBSITE

OFFERING A CONSUMER FACING INTERFACE, MEMBER COMPANY PAGES,
IMPROVED SEARCH & ORGANISATION, MOBILE, SEO, & SEM OPTIMIZED



The Greater Vancouver Home Builders' Association (GVHBA) is a symbol of integrity and trust. As Canada's second largest, fastest growing home builder association, the GVHBA's 1,100+ members continue to attract the industry's best, enabling GVHBA to offer leading advocacy, education, and networking initiatives to help our member companies thrive. A not-for-profit association, the GVHBA is proudly affiliated with both the provincial CHBA BC, and national CHBA offices.

The 2017/2018 fiscal saw the GVHBA welcome 187 new members, representing a 9% growth in membership, with a retention level of 90%. Membership is comprised of 35% builder/developers, 20% renovators, and 45% product/services.

Membership highlights include:

- Networking with industry connections via a **record 42 GVHBA B2B events** including the Members' Expo, GVHBA Buildex Booth, Golf Tournament, Legends Dinner, Member Orientations, and socials, with a total of 17,324 in attendance.
- **Connecting with 40,645 targeted homeowners actively looking to build, buy or renovate homes** via five consumer events (Homebuyer Forum, Spring Reno Show, Parade of Homes, Vancouver Fall Home Show, and Coats for Kids)
- **50% increase in Ovation Awards** entries, and 28% increase in entrants, who took advantage of this 12-month marketing program, with 40+ media opportunities, supported by the consumer outreach events.
- **Supporting charities and community initiatives** including renovating the Easter Seals 3rd Floor Lounge (\$82,425), donating over 6,000 items to families in need via Coats for Kids annual campaign, four \$1,000.00 BCIT Scholarships, and \$1,000 donation to the Frank Hurt & Guildford Park Secondary Schools Trade Programs via the Parade of Homes, plus partnering with various fundraising events in support of NightShift Ministries via the Home Builders' Care Program.
- **Advocating and successfully implementing positive industry change** on issues including Dry-wall Tariffs, Speculation Tax, Energy Step Code Implementation, and Permit Approval Times.
- **Opportunity to promote** and build personal company/service connections via the GVHBA's new consumer-facing website offering members a unique URL in the online directory, plus online advertising targeting B2B and B2C pages, and job postings.
- Advancing industry knowledge and building excellence with **30 in-class and 37 online courses totaling over 100 CPD points – all at rates discounted exclusively for members.**

EXECUTIVE COMMITTEE & BOARD OF DIRECTORS

GVHBA members, at the Annual Election Meeting in October, elect an Executive Committee comprised of the following: Chair, First Vice-Chair, Second Vice-Chair and Secretary/Treasurer. The Immediate Past Chair is automatically a member of the Executive Committee and Board of Directors. At the same meeting, GVHBA members also elect a Board of Directors of no less than ten members and no more than twenty, as per GVHBA bylaws. Eighteen Directors are proposed for the 2018/2019 Board, including five on the Executive Committee.

GVHBA's elected leaders have worked diligently to ensure your association continues along a steady track to success and service to its members. Grateful acknowledgment is extended to the exceptional members of the 2017/2018 Executive Committee and Board of Directors:

2017/18 EXECUTIVE COMMITTEE

(also serve on Board of Directors):

Chair: Larry Clay,
Clay Construction Inc.

First Vice Chair: Garrett Wall,
Centra Construction Group

Second Vice Chair: Mark Cooper,
Shakespeare Homes and Renovations Inc.

Secretary/Treasurer: Avtar Johl,
Platinum Group of Companies

Immediate Past Chair: Darren Cranston,
Polygon Homes Ltd.

2017/18 BOARD OF DIRECTORS

Randy Chin,
RBC Financial Group

Rob Currie,
Basement Systems Vancouver Inc.

Jake Fry,
Smallworks Studios / Laneway Housing Inc.

Dan Glavind,
Dick's Lumber & Building Supplies

Robert Griesdale,
Blackfish Homes Ltd.

Lynn Harrison,
Harrison Marketing Resources

Blake Hudema,
via ALLEGRO Development Company Ltd.

Gary Mertens,
Foxridge Homes, a Qualico Company

Ian Moes,
Kuhn LLP

Blake Ponuick,
Preston Mobility

Matt Robinson,
Monarch Floor & Window Coverings

Jason Wolfe,
FortisBC

Janai York,
Glacier Media Group



COMMITTEES, COUNCILS & TASK FORCES

In addition to the governance functions of the Executive Committee and Board of Directors, the GVHBA has a combination of eleven standing, member-driven Committees, Councils and Task Forces, supported by staff. New for 2018 is the Women's Council. Separate reports submitted by the Chairs can be found in the back half of this report.

COMMITTEE AND CROSS-CHAIR COMMITTEE MEETINGS

Committees meet on a regular basis, typically monthly, pre-determined by each of the Committee's terms of reference. Contact the staff liaison for details.

Cross-Chair Committee Meetings are typically held in February and August, to foster communication between committees. Open to Chairs and committee members, it is suggested each Committee must be represented by a minimum of two people to ensure proper representation and to support the need for Committee Chair succession planning.

A Cross-Chair Committee Meeting was held in June 2018. Discussions were focused on sharing updates, successes and challenges with the goal of collaborating to identify cross-committee resources, opportunities and solutions. A large portion of the meeting was used as a forum to discuss the advancements being made by the Marketing and Communications Committee (MCC) in relations to the rebranding of the association. Solid feedback was received, enabling the MCC to advance the rebrand initiative with Board approval received this past September.

Thank you to the 2017/2018 Chairs of the various GVHBA committees, task forces, and members for their dedication to help work towards achieving the goals and objectives of the GVHBA, and their generous time commitment.

COMMITTEE/COUNCIL/TASK FORCE	2018 CHAIR	STAFF LIAISON
Technical Committee	Larry Clay, <i>Clay Construction</i>	Mark Sakai
Development Committee	Nathan Hildebrand, <i>Canadian Horizons</i>	Mark Sakai
Education & Training Committee	Larry Clay, <i>Clay Construction</i>	Dawn Sondergaard
Membership Committee	Cheri Stefanucci, <i>Abstract Homes & Renovations</i>	Renée Auer
Renovation Council	Mark Cooper, <i>Shakespeare Homes & Renovations</i>	Amanda Camara
Under-40 Committee	Mike Cairns, <i>Innotech Windows</i> Henri Belisle, <i>TQ Construction</i>	Vanessa Swanson
Suppliers' Council	Alisa Aragon, <i>Bridgestone Financing Pros</i>	Renée Auer
Golf Committee	Blake Ponuick, <i>Preston Mobility</i>	Amanda Camara
Marketing & Communications Committee	Ralph Belisle, <i>TQ Construction</i>	Dawn Sondergaard
Women's Council (<i>New to 2018</i>)	Laurel James, <i>Novell Design Build</i>	Renée Auer
Ovation Awards Task Force	n/a	Dawn Sondergaard

GVHBA LEADERSHIP AND STAFF

CHIEF EXECUTIVE OFFICER & STAFF EXTERNAL INDUSTRY OUTREACH ACTIVITIES

Bob de Wit, Chief Executive Officer: Serves on the BCIT Technology Management (TMGT) Program Advisory Committee (PAC), Surrey Board of Trade, BC Housing's Industry and Consumer Advisory Council, City of Vancouver Heritage Action Planning Committee, and the board of the BC New Ventures Society.

Mark Sakai, Director of Government Relations: Serves on the Energy Step Council and the BCREA Board of Directors.

Renée Auer, Senior Director of Membership and Sales: Is Director of Sponsorship with CCW, Canadian Construction Women.

GVHBA HAS A SKILLED & COMMITTED PROFESSIONAL STAFF TO SERVE YOU:



BOB DE WIT

Chief Executive Officer
6 Years of Service



WENDY McNEIL

Vice President of Marketing & Education
17 Years of Service



RENÉE AUER

Senior Director of Membership & Sales
16 Years of Service



MARK SAKAI

Director of Government Relations
6 Years of Service



DAWN SONDERGAARD

Director of Marketing Communications
4 ½ Years of Service



CAROLYN BEALE

Manager of Membership & Sales
3 ½ Years of Service



VANESSA SWANSON

Manager of Online Education & Marketing
3 Years of Service



KATRINA ALBERT

Manager of Event Services
2 Years of Service until August 2018



AMANDA CAMARA

Marketing Manager
Covered Wendy McNeil's maternity leave



JUSTINE NADIA

Marketing & Research Intern
1 Year of Service, Returning as Manager of Event Services in October



DANIELLE DELLAMAESTRA

Member Services Coordinator
Joined the Membership Team in August



ELDON GUENTHER

Part-Time Controller
777 Eccouting Systems Inc.



MEMBERSHIP FEES

This past year saw no change to GVHBA membership fees. The process of sending the 2018 membership renewal notices started last month. Thank you in advance for promptly remitting your 2018 fees. Your continued support is greatly appreciated.

CANADIAN HOME BUILDERS' ASSOCIATION (NATIONAL)

GVHBA members are active nationally. This past year there were three GVHBA board members on the CHBA board, including GVHBA Chair, Larry Clay of Clay Construction, who was elected 2nd Vice President, Lynn Harrison (via her role on CHBA BC board); and Randy Chin, who is the GVHBA appointee. Mr. Chin is also the GVHBA representative on the CHBA National Urban Council, which meets twice a year in Ottawa and once during the CHBA National Conference. GVHBA Chief Executive Officer Bob de Wit is a member of the CHBA National Executive Officers Council and is a staff advisor to the National Urban Council.

CANADIAN HOME BUILDERS' ASSOCIATION OF BC

GVHBA has five voting members on the CHBA-BC Board of Directors: GVHBA Director Lynn Harrison, Past-President, CHBA BC; GVHBA Director Randy Chin, CHBA BC Secretary Treasurer; plus GVHBA Past-Chair Darren Cranston, current GVHBA Chair Larry Clay, and GVHBA 1st Vice Chair Garrett Wall. Many other GVHBA members serve on CHBA-BC Committees, Councils, and Task Forces.

ANNUAL GENERAL MEETING & ANNUAL ELECTION MEETING

GVHBA's Annual General Meeting (AGM), including the presentation of the Audited Financial Statements, is held on the first Wednesday in April (April 4, 2018). The auditor is appointed for a one-year term at this meeting. The current auditor is Wolrige Mahon Chartered Accountants. GVHBA's fiscal year-end is October 31, 2018.

The Annual Election Meeting (AEM) – comprising the Election of Officers and Directors, distribution of GVHBA's Annual Report and Committee, Council and Task Force reports – is held each year on the first Wednesday in October (October 3, 2018).

GVHBA STRATEGIC PLAN 2016-2018

This GVHBA Board approved the execution of a two-year strategic plan in 2017 to expand membership, services and overall value for our members, identifying five goals to substantially achieve within the 2016-2018 fiscal years.

GOALS:

- 1. Membership:** Increase the number of new members and energize present members.
- 2. Government Relations:** Continue to build an effective, proactive advocacy at the municipal level to become the trusted voice of the industry.
- 3. Communication:** Increase GVHBA brand awareness and value of the association to members.
- 4. Education & Training:** Become the primary source of residential construction industry knowledge for our members based on areas that are not presently offered by other institutions and associations.
- 5. Operations & Governance:** Carry out association goals and objectives through sound financial management, a strong staff and excellent governance.

To review the entire 2017-18 plan, along with completed actions, members may request a copy from the CEO at bob@gvhba.org. A new plan for the 2018-19 period will be initiated on November 20, 2018.

MEMBERS CONNECTING WITH MEMBERS

GVHBA'S AFFINITY PROGRAM

The GVHBA Affinity Program established in 2013 helps to increase the value of membership and offers “win-win” scenarios promoting trade among members. To be considered an Affinity Partner, a quality product or service, that is either unique in the marketplace or cannot be found at lower prices, is offered by one GVHBA member to other members, and must provide an economic or brand benefit to both parties and the association. Visit www.gvhba.org/GVHBAAffinityProgram for more information.

Affinity offers from our members include **Preston Mobility** (for cell phones and other mobility products), **Federated Insurance** (for property, liability, and group health insurance), **Kuhn LLP** (for legal services), and **Pointbreak Consulting Group, a HUB International Company** (for group health insurance).

GVHBA MEMBERSHIP DIRECTORY

The handy pocket-sized, *Contact 2018* membership directory was published for GVHBA this year by **Glacier Media**. Thank you goes to the generous support of the many members-only advertisers. More than 9,000 *Contact 2018* directories were printed and distributed at consumer seminars, and to consumers, members, government officials, public libraries and various industry stakeholder groups.

Moving forward, we are pleased to announce **Boulevard Magazine** as publisher, who will be introducing a new format for the 2019 edition of the membership directory. To be included in *Contact 2019*, all members must have remitted their 2018/2019 membership fees no later than December 31, 2018.

WEBSITE

The GVHBA's newly designed website launched October 2017. The online ‘Find a Professional’ directory provides the opportunity for members to promote and connect with members (and consumers too), using a unique URL with the capability of showcasing products/services via images, videos, testimonials etc, - endorsed by the GVHBA's trusted brand. Online advertising is also available, with the ability to now target members via B2B pages (245,000 average monthly impressions), plus an actively searched job posting page too.

SPONSORSHIPS

Sponsors are an integral part in driving GVHBA initiatives. This past year we saw exemplary examples of members getting involved for the benefit of others to help advance builder and consumer education, and networking opportunities. Collective efforts, make for greater gains, which shone through at Buildex, the Members Expo, the Golf Tournament, Legends of Housing, member socials, builder education, and the Ovation Awards consumer outreach program to name a few. We would like to give a huge thank you to all of the 2017/18 sponsors for stepping up for the greater good.

MEMBER EVENTS

Opportunities to establish and grow industry connections, build brand awareness, and/or develop careers are what makes the GVHBA events so popular. Built on the three main pillars of the GVHBA; advocacy, networking, and education, each event has a unique set of opportunities. Available each month, often selling out within weeks, the benefits of GVHBA face-to-face events are invaluable in today's digital world.

Highlights include the Members' Expo on May 2, selling out with 90 suppliers showcasing products and services to 700 builder/developer and renovator members and their staff; the Ovation Awards with a 50% increase in entries, 28% increase in attendants, supported by two sold out events; The Finalist 'Oiree on March 1 (200 attendees), and the Gala on April 28 (500 attendees); and the Fall Classic Golf Tournament celebrated 20 Years of Giving to the Forge Properties/Centra Cares BCIT Scholarships to a sell-out crowd with 288 golfers, 400 banquet guests resulting in record breaking silent and live auction bidding, resulting in an increase in funds to be donated to BCIT from \$4,000.00 to \$10,000 in 2019.

GVHBA at Buildex
February 14-15

Collective venture of Supplier members working together under the GVHBA banner, showcasing products and services (at reduced show rate)

Members' Expo <i>May 2</i>	13th annual Members' Expo trade show was held at Hard Rock Casino Theatre Vancouver. Sold out with record-breaking 90 suppliers, and 700 attendees.
Annual General Meeting <i>April 5</i>	2018 Annual General Meeting featured special guest speaker Michael Mortensen, Director, Liveable City Planning Ltd. Includes BCIT Achievement Award presentations. Saw 100 attendees.
Annual Election Meeting <i>October 4</i>	2018 Annual Election Meeting: Special Guest Tom Davidoff, Sauder School of Business, UBC. Includes Awards of Excellence and Handshake Award presentations.
Breakfast Meeting <i>November 1</i>	Featured a panel discussion with Kaye Krishna, General Manager of Development for the City of Vancouver, Jean Lamontagne, General Manager of Planning and Development for City of Surrey, and Emilie Adin, Director of Community Services for City of North Vancouver. Moderated by Randene Neill, Anthem Properties. Includes Rooftopper & Milestone Awards.
Legends of Housing <i>January 31</i>	2018 Legends Dinner Panel: Moderated by Kirk LaPointe, Editor-In-Chief, <i>Business in Vancouver</i> , panelists: Anthem Properties' CEO, Eric Carlson; Macdonald Development Corporation's President, Rob MacDonald, and The Geller Group's President, Michael Geller. Sold out with 200 attendees.
Breakfast Networking Events <i>February, June & Sept</i>	Presenting valuable opportunities for members and prospective members to network with each other and learn about the various services and programs offered by the association at all three levels. Saw 300+ attendees.
New Member Orientations <i>8-per year</i>	Geared towards new members (those joining within the past two years), new employees of member companies, and any member who has not come to any orientation event, these early-morning sessions provide an opportunity to connect with seasoned members and staff to better understand how to leverage association resources. Saw 240+ attendees.
Fall Classic Golf Tournament <i>September 5</i>	Celebrated 20 Years of Giving in support of BCIT Scholarships, to a sold-out crowd of 288 players and 400 banquet guests at Swan-e-Set Bay Resort and Country Club, this annual event sold out in weeks! The Preston team is the winner of the Gary Santini Trophy for the Texas Scramble.
Summer Social <i>August 1</i>	The 5th Annual Summer Social presented by the Suppliers Council and Membership Committee was held in August and attracted more than 200 members for speed networking, foosball, and a delicious taco bar.
BuildSMUGG <i>(Every six weeks)</i>	A Suppliers Meetup Group, this informal pub night has attracted supplier members and contractors to network and learn from one another.
Volunteer Day <i>June 28</i>	Held in conjunction with the cross-chair meeting, the GVHBA hosted all committee members and volunteers to a 'Nooner at the Nat', as a thank you for time and commitment this past year to the GVHBA. Saw 50+ attendees.
U40 Socials <i>(Four times per year)</i>	The U40 Committee delivered four new and exciting social events, with the mission to facilitate meaningful industry connections: The IKONIK Trampoline Dodgeball Tournament, Grand Prix Go Karting, Beer 301: Tasting Tour, and Trivia Night. Saw 80-100 attendees per event.
U40 Mentorship Breakfasts <i>(Three times per year)</i>	The U40 Committee continues to facilitate connections between all ages of the industry. Three mentorship sessions were held with Mark Cooper of Shakespeare Homes & Renovations, Bill Dewinetz of Pacific Rim Cabinets, and the upcoming session will feature Laurel James of Novell Design Build. Limited to 10-13 attendees per event, to facilitate discussion.
Ovation Awards Finalist 'Oiree <i>March 1</i>	A night filled with anticipation, builders entered into the awards await to hear if they would move on to the finals. Held at LoungeWorks in Vancouver, Roaming Dragon Fusions and local brews kept the crowd satisfied as names were announced. Saw 200 attendees.
Ovation Awards Gala <i>April 28</i>	Held at the Parq JW Marriott Hotel, Vancouver's newest luxury hotel, the 2018 Awards ceremony broke records with 50% increase in entries, 28% increase in entrants and a sold out gala of 500 members (70% builders!)
Committee Meetings	With 11 committees to choose from, monthly meetings offer excellent opportunities to connect and work in small groups, creating the environment to form strong working relationships.

CONSUMER OUTREACH

Targeting homeowners looking to build, buy or renovate, the GVHBA offers members five annual consumer outreach events. An Annual Road Map was prepared to bring together all the initiatives and show members the way to an annual marketing campaign via the GVHBA's Ovation Awards Program. Promoting award-winning builders at the Spring Home Reno Show after the Finalists are announced; celebrating the winners with year-round media coverage negotiated with media partners; and providing the opportunity for members to open doors to their award-winning projects on the Parade of Homes are just some of the years highlights.

Vancouver Fall Home Show <i>October 26-29, 2017</i>	Builders Lounge, featuring 360° VR tours, and complimentary seminars. GVHBA Builders working together to deliver consumer education, allowed for show access at significantly reduced rates. Included 14 GVHBA builder/renovators participants and 38,000 attendees over 4 days.
Coats for Kids <i>November 14 - December 1, 2017</i>	Member companies open doors to collect gently used coats and outerwear, plus new toys, helping families in need, saw 6,000 items collected and \$1,500 cash donated to the Lower Mainland and Surrey Christmas Bureaus. Thank you to all sponsors who helped to make this year a huge, heart-warming success. 64 drop off locations, with 150 attendees celebrating at the Caesarstone Christmas Wrap-Up Party.
Homebuyer Forum <i>March 7, 2018</i>	Working with industry experts, in a series of educational panels, presenters covered tactical topics; such as, buying direct from developers, up-and-coming neighbourhoods, rent-to-own options, leveraging the bank of mom & dad, and navigating the world of strata. This event will provide you with strategic tips on how to enter the Metro Vancouver market. Major media coverage earned for event included, Vancouver Sun/The Province, Global News, and News 1130. Thank you to Presenting Sponsor BC Housing and Glacier Media for publishing the <i>Home Buyer Guide</i> . Saw 200 attendees in-person, 160 online streaming, and 764 views on Facebook Live.
Spring Home Reno Show <i>March 17, 2018</i>	Sponsored by <i>Western Living Magazine</i> , GVHBA's Spring Home Reno Show at VanDusen Botanical Garden showcased our award-winning renovators, custom home builders, and designers, offering complimentary seminars and consultations to homeowners looking to renovate. Saw 250 renovation-minded attendees, attending six seminars, and meeting builders in the tradeshow.
Parade of Homes <i>June 10, 2018</i>	The 25th annual Parade opened its doors to all members this year, including a designer and single-family builder. Overall numbers were up, confirming the addition of housing categories showcased, only strengthened attendance. Saw 25 participants (14 Physical Homes Total/ 15 Virtual Tours) with 734 registered homeowners.
Virtual Parade of Homes <i>June 11, 2017 through until the 2019 Parade</i>	An online Virtual Parade was also added, helping to extend awareness, and open additional doors not available for the physical Parade. In first week, general campaign reached 2,700 people and achieved 162 clicks to landing page.

SUPPORTED CHARITIES

Sponsored by the Renovation Council, lead by Rob Capar of maison d'être design/build, and Martin Knowles of MK Photo/Media and Alisa Aragon of Bridgestone Financing Pros leading the Suppliers' Council, GVHBA fundraised cash and supplies totalling \$82,425 to renovate the **Easter Seals** 3rd floor lounge space where families can go after long, challenging, and stressful days at the hospital. Completed in August 2018, the staff, families and volunteers are thrilled with their new space. Monies left over were donated to Easter Seals for the purchase of new furniture.

GVHBA presented four \$1,000 scholarships from funds raised at **The Fall Classic Golf Tournament** to four exceptional second-year students in the Carpentry Apprenticeship program at BCIT at the annual AGM in April. An increase in funds raised at the 2018 tournament will see a significant increase in scholarship donations for 2019.

The Parade of Homes entry fees by donation raised \$650, which was topped up by builder entry fees to donate a total of \$1,000 to **Guildford Park and Frank Hurt Secondary Schools** to help purchase tools, safety gear, and building material for the schools' entry-level carpentry training course.

Ongoing efforts through GVHBA socials and fundraisers at various events continue to contribute to **Nightshift Street Ministry's** Home Builders' Care Program.

GOVERNMENT RELATIONS

The Government Relations goal is effective, proactive advocacy at the municipal level to become the trusted voice of the industry. Objectives and corresponding outcomes are outlined below for 2017/18.

Engage municipal councils in builder issues

- Presentation to Maple Ridge
- Meeting with Burnaby Mayor Derek Corrigan
- LMLGA – 39 discussions with Council members
- UBCM – 31 discussions with Council members and Provincial MLAs

Be the trusted advisor to municipalities and encourage collaboration and consultation (# of meetings November 2017-present)

- Vancouver (7); Surrey (7); Maple Ridge (3); Langley Township (2); Coquitlam (3); Richmond (1); North Vancouver City (2); Metro Vancouver (3); Provincial MLAs, Cabinet (3)

Proactively inform and engage members of key government relations issues and opportunities

- Government Relations Update readership; 679/week; up 5.1% from previous year
- Attended Renovators' Council meeting 26 June
- Personal Twitter account now has 242 followers
- Presented Energy Step Code session at Building Better Buildings all-day seminar
- Activated On-Line Advisory Group
- Attended CHBA National Day on the Hill and Urban Council

Increase breadth and depth of our government relations activities

- Energy Step Code Council (9 meetings)
- Surrey Schools Coalition (3 meetings)
- CHBA BC (7 meetings)
- Public Affairs Association of Canada (2 meetings)
- UDI (Langley Township CACs/DCCs, Economic Impact Study)
- TransLink (DCCs, SWATP)
- BC Housing (MBAR project)
- City of Vancouver (ZEBx, ASAP)
- GVBOT Housing Forum
- Provincial Clean Growth Intentions Papers
- BC Hydro Home Labelling/Realtor Engagement

Leverage partnerships in allied and associated industries to increase voice in municipal and provincial arenas

- REBGV Government Relations Committee (6 meetings)
- BCREA Board of Directors (6 meetings)
- FortisBC EECAG (3 meetings)

Continue the Housing Approvals Study (HAS)

- HAS 2018 Townhouses underway

Developing government relations communications strategy

Deliver inside look at development and builder forums to at least three cities per year

- Will collaborate with UDI to deliver session(s) after October Local Government Elections



(Above): With some of the GVHBA contingent in Ottawa participating in CHBA's Day on the Hill.



(Below): In Victoria for a Spec Tax meeting with Carole James, Minister of Finance.



Housing Approvals Study (HAS): A review of housing approval processes in Metro Vancouver 2017 - Infill Housing

COMMUNICATION TO MEMBERS

GVHBA communicates key information to members including a broad range of opportunities, advisories, updates, and local, provincial, national and international housing-related statistics via e-newsletter, website, social media, digital marketing, and direct mail.

E-Newsletters: *Monday Morning Briefing (MMB)*, a brief issues and events summary written by Bob de Wit, CEO, and *Government Relations Update (GRU)* is a weekly e-newsletter written by Mark Sakai, Director of Government Relations are published weekly to 1,800+ verified emails, with average open rates of 39%, and click through rates of 14-18%.

The strategic plan identified the GVHBA's website (www.gvhba.org) as a primary source of communication for members and consumers. It was determined by strategically targeting homeowners with a consumer-focused website, members would benefit, ultimately adding value to membership.

The Marketing and Communications Committee, in partnership with Red Rocket Creative Strategies rebuilt the website identifying the following strategies:

1. Refresh face of the website to appeal to consumers, for improved user experience
2. Improve organization of content and search capabilities, including updated online member directory
3. Update website to be mobile responsive
4. Ensure new site supports online initiatives (SEO, SEM, online marketing, Google Analytics etc.)

The GVHBA website launched in October 2018 is now SEM and SEO capable. Data is being collected to form baseline for annual initiatives. Ongoing work continues in the back end of the site to support the existing CRM, plus an SEO campaign was launched in May 2018, to help optimize website for homeowners searching topics relating to building, buying, and renovating.

New Opportunity: The new site also features online advertising space, with the ability to target audiences via B2B and B2C pages – an exclusive member-only offer.

GVHBA actively engages on various social media platforms as a mode of communication with its members. A series of strategic plans incorporating boosted posts, and Facebook Live campaigns were implemented this past year to support consumer and member-facing campaigns.

MEDIA & PUBLIC RELATIONS

The changing media landscape continues to see opportunities diminish; however, the GVHBA in partnership with Glacier Media's *Home Buyer Guide*, Community News Papers, and REW.ca, Black Press' *RenoNation*, *Boulevard Magazine* (Chinese and English Editions), *NextHome*, *The Province Newspaper*, *Epoch Times*, and *Western Living Magazine* (both new partnerships for 2018), published approximately 40+ articles, with 121 media mentions and approximately 80 members featured.

GVHBA repurposes published media and content produced to its website where by-lines, articles, industry stats, and member accolades are listed. Social media, including Facebook, Instagram, Twitter, YouTube, Houzz, and LinkedIn are all utilized to repurpose content, extend reach in followers, and help build awareness.



Direct mail was also used to compliment digital campaigns for the Ovation Awards Call for Entries, Education, and media marketing opportunities.

MEMBER EDUCATION & TRAINING

GVHBA saw an active year in education, hosting 30 in-class sessions, with an increase in revenue of 66% over 2017. With demand growing for builder education – our classrooms are filling up, selling 1,064 seats.

Education highlights include:

- Securing GVHBA Education Campuses with Schluter Training Centre, Cosentino, along with Dick's Lumber & Building Supplies to provide members with central convenient locations with ample free parking.
- Created Fall Term marketing program and will be launching Winter/Spring Term Program for 2019.
- Collaborating with NRCAN and BC Housing on the LEEP (Local Energy Efficiency Program) initiatives.
- Bringing Gord Cooke back each fall as an expert of building and marketing High-Performance Homes.
- eLEARN improved online capture and editing to deliver a high-quality product.
- Initiated marketing campaign with notepads and pens to help build awareness for eLEARN.
- Offered eLEARN courses in Punjabi.



**BUILDERS'
BREAKFAST
SERIES**

IN-CLASS COURSES HELD in 2018

Business Planning Management & Admin

- Building a Foundation for Your Brand with Fifth Avenue Real Estate Marketing
- 6th Annual Legends of Housing Panel Discussion
- Business in the Boardroom Series: Professional Selling
- SEO For The Residential Construction Industry – How Do You Rank?
- Public Relations for the Residential Construction Industry
- Social Media for the Residential Construction Industry
- Digital Ads (Facebook + Google) for the Residential Construction Industry
- How to Hire Successfully in a Candidate-Driven Market
- Ovation Awards Workshop: Tips and Strategies to Submit Your Best
- DIY SEO for Higher Google Ranking

Construction Management & Supervision

- GVHBA AGM guest speaker Michael Mortensen, Director, Liveable City Planning Ltd

Construction Technology

- Below-Grade Foundation Drainage and Waterproofing
- Material Selection for Airtight Buildings
- Understanding and Preventing Floor Covering Failure
- LEEP with NRCAN
- Audio seminar with HiFi Centre - on location

- Building Acoustics – Avoiding complaints and meeting/exceeding building code requirements
- Cellulose Insulation and Building Design - BBS
- ICFs, sponsored by Convoy

Financial Planning & Budget Management

- UnF*@k Your Books: The Surprisingly Simple Path to Financial Clarity
- Cash Flow: Maximizing Your Profitability
- Estimating Your Way to Profits

Legal Issues

- Builders Liens (Kuhn LLP)
- Employee Law (Kuhn LLP)
- Contracts 101 (Kuhn LLP)



ONLINE COURSES ADDED TO CURRICULUM in 2018

Business Planning & Management

- Basics of Branding + Web: Building a Foundation for Your Brand with Fifth Avenue Real Estate Marketing
- SEO for the Residential Construction Industry – How do You Rank?
- Public Relations for the Residential Construction Industry

BC Building Code

- Achieving Step Code 2 & 3
- Sitewater Management: With Barr Plastics and City of Vancouver

Construction Technology

- Below-Grade Foundation Drainage and Waterproofing
- Material Selection for Airtight Buildings
- Cellulose Insulation and Building Design

AWARDS RECOGNITION

GVHBA and its members received a variety of accolades this year.

OVATION AWARDS

Offered as a 12-month marketing program, the Ovation Awards featuring upwards of 200 finalist projects and 50 winning projects supports five GVHBA consumer events, with year-round media opportunities, plus two sell-out events: Finalist Reception (200 attendees on March 1) and the Gala (500 attendees on April 28). The ninth annual Ovation Awards Gala was held at the recently opened JW Marriott Parq Hotel – Vancouver’s newest luxury hotel – the perfect backdrop for honouring excellence in new-home construction, renovation, and design in Metro Vancouver. Presenting Sponsor FortisBC and Patron Sponsor BC Housing were joined by Honourable Selina Robinson, Minister of Municipal Affairs and Housing to welcome and congratulate the GVHBA builders/developers, renovators, and designers.



CHBA-BC GEORGIE AWARDS®

The 2018 Georgie® Awards celebrating excellence in home building in British Columbia capped off Builder Super Week to a sold-out crowd. Congratulations to the 26 GVHBA members who took home 31 Georgie Awards® from 45 categories!

Grand Georgie Awards - Multi-Family Home Builder of the Year:
Adera Development Corporation

Grand Georgie Awards - Residential Renovator of the Year:
My House Design/Build Team Ltd.

Grand Georgie Awards Customer Satisfaction - Renovator:
RDC Fine Homes Inc.



CHBA NATIONAL AWARDS

These were presented at the Association’s 75th National Conference in Victoria, BC. Seven GVHBA members won 11 of 39 awards. Congratulations goes to Zenterra Developments Ltd., Marino General Contracting Ltd., My House Design/Build Team Ltd., Forge Properties Inc., Roadhouse Homes Ltd., Marble Construction Ltd., and Adera Development Corporation.

As well, Ron Rapp of Morningstar Homes, and Blake Ponuick of Preston Mobility were both recognized with the CHBA Award of Honour for the many important contributions made to the association and its members over the past years.



CHBA-BC ASSOCIATION AWARDS

GVHBA was recognized for The Continuing Education Award and the Ridgecap Award, presented to the local association with the greatest net increase in members during the year.

GVHBA ASSOCIATION AWARDS OF EXCELLENCE

The following members were honoured with Association Awards of Excellence at GVHBA's 2018 Annual Election Meeting:

Chair's Award of Honour

Rob Currie, Basement Systems Vancouver Inc., Delta
Blake Hudema, via ALLEGRO Development Company Ltd., Burnaby

Builder Member of the Year

Project Mint Developments Ltd., North Vancouver

Corporate Member of the Year

Black Press & Boulevard Magazine, Surrey

Marketing Award

TQ Construction Ltd., Burnaby

Technical Excellence Award

Wilma Leung, BC Housing

RenoMark™ Renovator Member of the Year

maison d'être design-build inc., Vancouver

Supplier Member of the Year

Caesarstone Canada, Burnaby

Sub-Contractor Member of the Year

Teklar Electrical Contracting, Coquitlam

Community Service Member of the Year

Foxridge Homes, a Qualico Company, Surrey

Gary Santini Education & Training Award

Shakespeare Homes and Renovations Inc., North Vancouver

Volunteer of the Year Award

Alisa Aragon, Bridgestone Financing Pros, Coquitlam
Keith Lloyd, The Business Surgeon Consultancy, Coquitlam

Peter Simpson Award

Joe Geluch, Naikoon Contracting Ltd., North Vancouver



EXPANDING OUR INFLUENCE

This past year has presented challenges and opportunities for the residential construction industry in our region. Housing, and in particular, affordable market housing, has been a daily media topic and, in turn, housing policy has grabbed the political spotlight for much of this past year. Government relations – municipally, provincially, and nationally – has become a focus of effort for GVHBA, collaborating where ever possible with our sister organizations, CHBA BC and CHBA.

In spite of attempts by all levels of government to introduce housing policies that deliberately dampen demand for housing with the intent of lowering prices, our industry has continued to grow. Alongside industry growth has been the continued expansion of our membership to more than 1100 builders, developers, renovators, suppliers, professionals and others serving the residential construction industry in the Lower Mainland.

For the fifth consecutive year, GVHBA has been identified as the fastest growing home builders' association (HBA) in Canada. Unofficially, but based on statistics published by the National Association of Home Builders' (NAHB) in the United States, we are also the fastest growing HBA in North America, and now rank as the 7th largest HBA on the continent.

With growth comes greater influence and a greater capacity to deliver new services to all members, whether they joined us in 2018 or 1973. To that end, GVHBA has grown its staff complement to include a newly hired Brand Manager to improve our brand awareness with consumers, as well as a Member Services Coordinator to work on programs to ensure member retention.

The past year has also seen demand for our education programs more than double due to mandatory education requirements for builder licensing, introduced by BC Housing two years ago. Next year, we expect a continued expansion in both our in-person, but especially our online course offerings.

Looking forward, early in the next year GVHBA's board, staff and committee chairs will come together to renew the association's strategic plan for the coming two years. We expect a continued emphasis on membership growth, advocacy and education, but we also anticipate new directions such as a greater emphasis on social impact for the association, and an expanded role in the onboarding of younger members and future members.

This annual report respectfully submitted by,



Larry Clay,
Chair of the Board (2017/2018)



Bob de Wit,
Chief Executive Officer

DEVELOPMENT COMMITTEE

GOALS / ACHIEVEMENTS

GVHBA's Development Committee (DC) continues to advise on the Housing Approvals Study, provides guidance to the association's advocacy efforts, and raises issues for review and action related to zoning, bylaws, permitting and fees/charges among Metro Vancouver's local governments. As well, members of the DC advise on GVHBA's contributions to provincial advocacy efforts, such as the Energy Step Code, Speculation Tax, and Land Ownership Transparency Act.

In the past year, the DC added several new members, including Stephen Duke (Altire Properties), Josh Turner (Infinity Properties), and Charan Sethi (Tien Sher). Other members of the committee include: Michelle Sotomayor (Conwest), Rick Johal (Zenterra), Ryan O'Shea (Miracon), Greg van Popta (McQuarrie Hunter), and Justin Bontkes (Caliber Projects), with staff support from Mark Sakai.

- Submitted by Nathan Hildebrand, Committee Chair

ACTIVE MEMBERS

Chair: Nathan Hildebrand,
Canadian Horizons Development Corp.

Stephen Duke,
Altire Properties

Josh Turner,
Infinity Properties Ltd.

Charan Sethi,
Tien Sher Group of Companies

Michelle Sotomayor,
Conwest Contracting Ltd.

Rick Johal,
Zenterra Developments Ltd.

Ryan O'Shea,
Miracon Development Inc.

Greg van Popta,
McQuarrie Hunter LLP

Justin Bontkes,
Caliber Projects

Staff Representative:
Mark Sakai,
GVHBA



EDUCATION & TRAINING COMMITTEE

GOALS / ACHIEVEMENTS

The Education and Training Committee continued with its successful Builders' Breakfast Series, sponsored by BC Housing (Presenting Sponsor) and FortisBC (Education Sponsor), with Convoy Supplies (Speaker Sponsor for three sessions) providing a continuous, affordable education platform for members. This sell-out series provides members with technical information via monthly seminars, featuring industry experts, sourced when possible from GVHBA's membership.

The Business in the Boardroom Series continues to be well received and represents an integral part of GVHBA's course offerings, to ensure all members have the opportunity to access a well-rounded programming mix, beyond the building science courses. New for 2018 is the addition of GVHBA Campuses: Cosentino's new showroom, and Schluter Education Centre were added to Dick's Lumber Burnaby as the list of member locations capable of offering sufficient space, in a central location with ample parking.

Several full-day seminars were also offered, including the ever-popular Gord Cooke for a Building High-Performance Buildings day in November 2017, and two sessions in partnership with NRCAN and BC Housing to help drive registration for the LEEP (Local Energy Efficiency Program); June focused on builder panels sharing experiences, and the October 2018 two-day session on building high-performance homes with deep dives into mechanical systems and wall assemblies.

eLearn course materials, sourced from both the Builders' Breakfast, Business in the Boardroom Series, and full day seminars have generated 15 new courses, with 585 courses sold, and 155 students enrolled throughout this year alone. Resources and investment into improvements in video capture and editing have been made this past year to ensure quality of product, and timely release. Ten eLearn courses are being translated into Punjabi, providing the option to secure ongoing education in one's native Punjabi language.

A special thank you to the members who volunteered time to serve on this committee, led the seminars as a speaker, and/or sponsored the sessions – your dedication ensures GVHBA's educational programming continues to be relevant, cost-effective, and timely to members and the industry. We encourage all members to provide ideas and input on past, current and upcoming education and training events.

- Submitted by Larry Clay, Committee Chair

ACTIVE MEMBERS

Chair: Larry Clay,
Clay Construction

Lynn Harrison,
Harrison Marketing Resources

Anton van Dyk,
Centra Construction Group

Brad Ricketts,
FortisBC

Steve Kemp,
Kemp Construction

Mike Cairns,
Innotech Windows + Doors

Keith Lloyd,
Business Surgeon

Mike Freedman,
HiFi Centre

Dave Stevenson,
Plasti-Fab

Cynthia Moran,
BC Housing

Einar Halbig,
E3 Eco Group

Michale Boschitsch,
Stairway Consulting

Randy Hnatko,
Trainwest Management

Danny Kerr,
Breakthrough Academy

Wendy McNeil,
GVHBA

Vanessa Swanson,
GVHBA

Staff Representative:
Dawn Sondergaard,
GVHBA



GOLF COMMITTEE

GOALS / ACHIEVEMENTS

This year marked the 20th Anniversary of the GVHBA Fall Classic Golf Tournament, and it was a record-breaking event on all levels. The GVHBA Fall Classic has become the largest golf tournament of its kind in Western Canada, and a premier networking and social event for the residential construction industry. More than 288 golfers enjoyed a fun-filled day on the course, and over 385 people attended the dinner banquet, awards and auctions which support several BCIT Scholarships, and the financial and educational needs of our industry's leaders of tomorrow.

This event could not be possible without the generous support of countless sponsors who helped make this the best Fall Classic Tournament ever. We sold out in just a few weeks, which is unprecedented for a tournament of this size. From a financial perspective, the Fall Classic grown to become a major financial contributor to the GVHBA, supporting member initiatives and programs. This year we surpassed our forecast by 25%, generating over \$75,000 in net proceeds for the GVHBA.

A big thank you to my fellow volunteer Golf Committee members who have helped take the Fall Classic to new levels, always thinking about ways to tweak, improve, and add value to the event and experience for those who attend.

- Submitted by Blake Ponuick, Committee Chair

ACTIVE MEMBERS

Chair: Blake Ponuick,
Preston Mobility

Alisa Aragon,
Bridgestone Financing Pros

Brad Ricketts,
FortisBC

Faye Bork,
Dick's Lumber & Building Supplies

Luke MacKinnon,
Dick's Lumber & Building Supplies

Rob Currie,
Basement Systems Vancouver

Sandra Zhou,
Anima Integration

Veronica Ray,
I-XL Building Products Ltd.

Dawn Sondergaard,
GVHBA

Vanessa Swanson,
GVHBA

Staff Representative:

Amanda Camara,
GVHBA



MARKETING & COMMUNICATIONS COMMITTEE

GOALS / ACHIEVEMENTS

Identified goals, based on the strategic plan are to enhance profile of the association to consumers, bringing increased value to members, ultimately, increasing the value of the association.

The website was identified as the main point of contact, and over the past 18 months, with the help of Red Rocket Creative and Mint Rocket, has been redeveloped to include a new consumer-facing profile, improved organization, for better user experience, and updated site search, with analytical capabilities. The site is also now mobile responsive.

Launched in October 2017, the new site received positive feedback from members, and traffic continues to grow with visitors increasing monthly. An SEO campaign, supported by GVHBA member Jelly Marketing, was launched in May to support the backend of the site, and ensure proper search ranking for homeowners looking to build, buy or renovate. An upgraded advertising program was also added, enabling targeted B2B and B2C advertising capabilities.

Through the design process of the website, it was identified the GVHBA logo, and overall brand, was in need of a refresh. The committee put out an RFP, met with several agencies, and chose Spring Advertising based on their brand experience, and strong history of connecting brands with consumers.

Working with Spring, it has been identified, based on primary and secondary research, our brand's strategic objectives should:

1. Communicate leadership and authority in the industry.
2. Reflect a sense of pride and value for our +1,100 members.
3. Stronger and quicker recognition in the eyes and ears of the general public.

Using the June Cross-Chair Committee meeting as an opportunity to gather feedback from a test-sample of membership, possible name, logo and brand guidelines, provided solid feedback, and ultimately provided direction for the MCC committee to receive board approval in August to move forward with the rebrand.

Next steps include special resolution by members. It is anticipated the rebrand will launch in early 2019.

- Submitted by Ralph Belisle, Committee Chair

ACTIVE MEMBERS

Chair: Ralph Belisle,
TQ Construction

Blake Ponuick,
Preston Mobility Inc.

Lynn Harrison,
Harrison Marketing Resources

Nick Petrie,
Draft On Site Services

Rob Currie,
Basement Systems Vancouver

Laura Anzulovich,
Boffo Developments Ltd.

Sarah Antonich,
My House Design/Build Team Ltd.

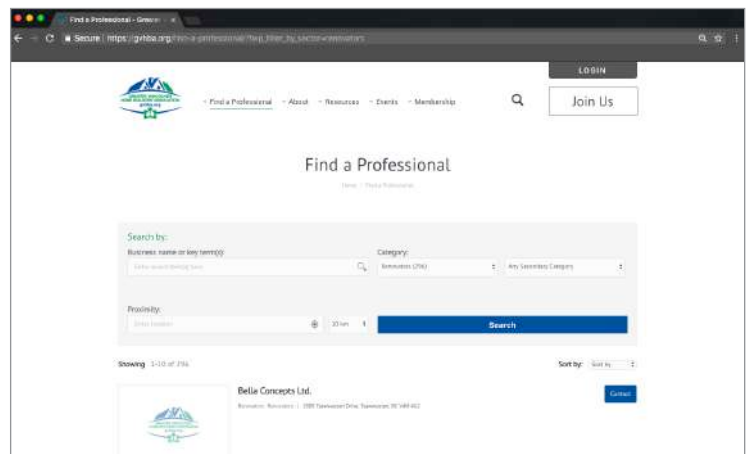
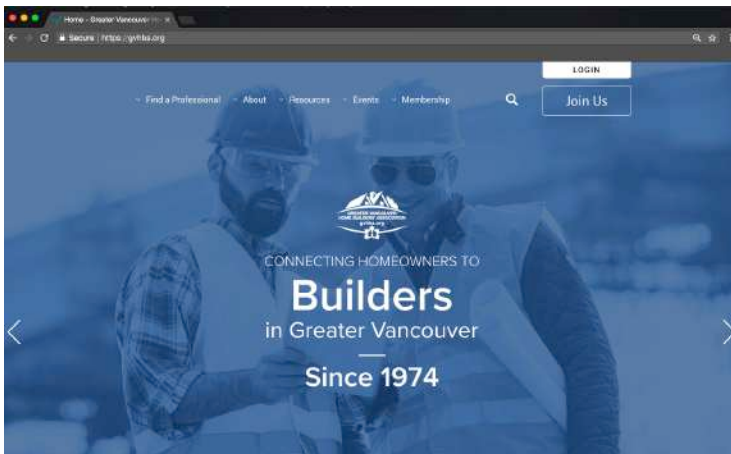
Michael Marsland-Root,
Red Five Design

Bob de Wit,
GVHBA

Wendy McNeil,
GVHBA

Vanessa Swanson,
GVHBA

Staff Representative:
Dawn Sondergaard,
GVHBA



MEMBERSHIP COMMITTEE

GOALS / ACHIEVEMENTS

As always, our team has worked hard to promote the benefits of the GVHBA, which has ensured both new member recruitment and a high rate of retention for our existing membership. We also like to connect the new members with others in the association.

New Member Applications: Again, this year we continue with an upward trend of steady applications. Our current total membership now sits at 1,117 which means we are still the second largest HBA in the Country.

Members' Expo: Marking our 13th anniversary with this event we featured an outstanding 90 Supplier Members exhibiting their goods and services to more than 750 plus attendees. This is one of our best attended events that brings in both suppliers and builder/renovators under the same roof. This event allows for excellent networking and a display of the latest and greatest of supplies, services and technology pertinent to the construction industry.

New Member Orientations: We have consistently held New Member Orientations with many of our committee members and GVHBA staff acting as hosts at a various suppliers' locations. On average we have approximately 30 people come to this event. The invite goes out to anyone who joined our association within the last 2 years. Our format of networking followed by small groups gathering to learn about the operation of the association overall, GVHBA committee activities, the many opportunities to get involved with and what membership in the GVHBA offers. It is also a great time for members to give testimonials on how belonging to the association has benefited their business. We also held 3 GVHBA Breakfast Networking Events, open to members and non-members to learn about GVHBA and to network on purpose by doing the speed networking.

Dinner Meetings: Welcoming you as you arrive! Committee members and volunteers wear their ambassador badges and act as hosts, people connectors and are available to answer any questions.

Membership Committee Social Events: We were at the annual Fall Golf Tournament helping with registration, selling 50/50 tickets and visiting the golfers at various spots along the course. It was a stunning day in full sunshine! We helped raise our largest 50/50 jackpot of \$5,000. This 5th Annual Summer Social at Riverway Golf Course helped raise funds for Nightshift Ministries, allowed members to network at the Taco Bar and play some foosball. The Membership Committee is extremely proud of the work that has been accomplished this past year. We look forward to a new year with new members on our committee and finding new ways to enhance our already successful events and continue to work towards the strategic goals of the GVHBA. One thing new this year, is the Membership Committee is looking to engage with different charities' in our community's and find ways to lend a helping hand.

- Submitted by Cheri Stefanucci, Committee Chair

ACTIVE MEMBERS

Chair: Cheri Stefanucci,
Abstract Homes & Renovations

Secretary: Cassidy Carew,
West Coast Wood Distribution

Bruna Bichara,
Ethical Flooring & Window Design Center

Nick Petrie,
Draft On Site

Bobby Purba,
By Design Construction

Sandra Zhou,
Anima Intergration Corp.

Tilda di Padova,
RJS Stonetops

Manisha Sharma,
Team SM

Kirt Sims,
Dick's Lumber & Building Supplies

Reza Kamrani,
Federated Insurance

Chuck Chang,
Federated Insurance

Staff Representative:

Renée Auer,
GVHBA



RENOVATION COUNCIL

GOALS / ACHIEVEMENTS

The Renovation Council meets the last Tuesday of each month (except for December, July and August), and currently meets at the Joey's Restaurant on Rosser Avenue in Burnaby, the focus of our meetings is to provide meaningful educational content. Topics covered often include, building science, short and long-term business needs, the political landscape, and support and trusted dialogue among peers. The meetings are open to all Renovation/Builder company owners and principals.

The Roundtable meetings allow renovation/builder company owners to openly discuss challenges and solutions unique to their businesses. The meetings have successfully seen a significant increase in participation, and the knowledge sharing has been invaluable to those who attend.

The 2017/2018 year was one of renewed focus on building the Council by engaging more renovator members through its successful roundtable meetings. The Renovation Council's growth is a positive indication of the camaraderie and professionalism among the members, which has led to another successful year for GVHBA activities.

I would like to personally thank the Renovation Council leadership and volunteers, who have contributed to the success of the meetings and Renovation Council events. I strongly encourage all members to get more involved with the Renovation Council and the GVHBA – your voice matters. Also, a special thanks to the GVHBA staff who continue to work tirelessly on behalf of the Renovation Council.

Educational Speakers:

- MLA Jane Thornthwaite discussing Taxation
- Yaegar Law discussing Employment Law
- Suppliers Speed Networking – Highlighting Building Science & Trades
- Mentorship Speed Networking (Pairing seasoned businesses with newer companies within the industry)
- Point Break Consulting, a Hub International Company on Employee Benefits

Consumer Outreach:

- Spring Reno Show
- Parade of Homes
- Vancouver Fall Home Show

Charitable Initiatives:

- Easter Seals – Project completed by maison d'être design build
- Reno Council raised over \$5,000 collectively
- Coats for Kids – Toy Drive

Reno Sub-Committee: A tactical committee working on creating new renovator/builder initiatives.

- Current Project: Consumer Complaint Process
- Future Project: Renovator Education Program
- Lead: Brandon Smith, New Vision Project

- Submitted by Mark Cooper, Committee Chair

ACTIVE MEMBERS

Chair: Mark Cooper,
Shakespeare Homes & Renovations Inc.

Staff Representative:
Amanda Camara,
GVHBA

Sub-Committee Members:

Henri Belisle,
TQ Construction

Erik Jensen,
Sprucehill Contracting

Mark Cooper,
Shakespeare Homes & Renovations

The Reno Council is composed of 40+ members. This council is open to all Renovator Members.



SUPPLIERS COUNCIL

GOALS / ACHIEVEMENTS

The GVHBA Suppliers Council represents all product and service supplier (i.e. non-renovator and non-builder) members of the GVHBA. The focus is to help supplier members be better suppliers and support each other to expand our business. Council meetings attract a wide-ranging group of about 30 to 40 suppliers. In the 2017-2018 season, the Suppliers Council undertook several initiatives, in addition to monthly meetings:

- **Meets, Cheese and CPD's.** With the popular and well attended Members Expo, this new initiative has been introduced that showcase the newest supplier products and provide builders the opportunity to earn CPD points too. This event will be happening in November.
- **Mastermind Group.** This is a new initiative which is a pilot project that started with six supplier business owners. The mastermind group offers a combination of brainstorming, education and peer accountability and support in a group setting to sharpen the member's business and personal skills. Thanks to facilitator Keith Lloyd (The Business Surgeon Consultancy).
- **Roundtables.** With the focus on helping suppliers' members be better suppliers, the Council hosted a "Sales Roundtable" where we had successful sales professional shared their experiences and what has attributed to their success, tips and strategies. The guest panelists were Kris Johnson (Preston Mobility), Luke MacKinnon (Dick's Lumber & Building Supplies), Sean McStay (Siga) and Simone Sunderland (Green Sheet Construction Data).
- **Buildex Booth.** Over 25 supplier members collaborated to create a semi-completed house, which featured displays and demonstration space, as well as opportunities for attendees to learn about the benefits of GVHBA. The booth was organized by a sub-committee led by Nick Petrie (Draft On Site Services).
- **Easter Seals House renovation.** The third-floor lounge was completely renovated, with the collaboration of the Supplier Council, Martin Knowles, maison d'être design-build and the Renovation Council. Thanks to everyone involved and the generous donations of funds, services and materials from GVHBA members, suppliers and friends.
- **Handshake Awards.** The Council continued to refine the Handshake Award. This year, a supplier category was introduced. There are first and second place awarded to builders, renovators and suppliers, who do business with the most GVHBA members over the course of the year. There will be 7 winners announced at the AGM.
- **BuildSMUGG (Build Suppliers MeetUp Group GVHBA)** is an every-6-week informal, drop-in networking event focused on building supplier-to-supplier relationships and is open to the wider community on meetup.com. It has continued to attract about 15-30 people per meeting and will continue in 2019. The group usually meets on a Tuesday from 4 to 8 pm at Sammy Js in Coquitlam.

We will continue to work together within the Supplier Council, the Education and Training Committee and the Renovation Council, to facilitate supplier-generated education for builders, renovators, and suppliers and create opportunities for CPD-granting events in the coming year. The Suppliers Council meets monthly (usually on the 3rd Wednesday of each month), at various locations around Metro Vancouver. Meetings are open to all GVHBA supplier members, and Council activities are sponsored and supported by a large group of committed and active volunteers. We continue to build stronger relationships which has resulted in more business with members.

- Submitted by Alisa Aragon, Committee Chair



ACTIVE MEMBERS

Chair: Alisa Aragon,
Bridgestone Financing Pros

Vice Chair: Chelsea Julian,
Paragon Surfacing

Secretary: Simone Sunderland,
Green Sheet Construction Data

Andrew Gregory,
Euroline Windows

Susan Ford,
Coast Wholesale Appliances

Ken Veach,
Waypoint Insurance

Rob Hughes,
Valley Geotechnical Engineering

Nicholas Petrie,
Draft On Site Services

Simone Sunderland,
Green Sheet Construction Data

Catherine Gwyer,
Surrey Digital

Thalia Sieben,
PurParket

Colton Clark,
Talius

Luke MacKinnon,
Dick's Lumber & Building Supplies

Mike Cairns,
Innotech Windows + Doors

Michael Leonberger,
Tradesmen International

Stephanie Cherny,
Mitsubishi Electric

John Alley,
Custom Building Products Canada Ltd.

Keith Lloyd,
The Business Surgeon Consultancy

Tilde Di Padova,
RJS Stonetops

Lindsay Gallo,
Martin Knowles Photo / Media

Walt Pinder,
NATS Nursery

Jared Cottrell,
Surrey Digital

Tammy Gizen,
Talius

Andrew Luk,
Siga Cover Inc.

John Wilkie,
Lixil Canada Inc.

Mike Freedman,
Hi Fi Centre

Reza Kamrani,
Federated Insurance

Staff Representative: Renée Auer,
GVHBA

TECHNICAL COMMITTEE

GOALS / ACHIEVEMENTS

Over the past year, we have undertaken a 'refresh' of the Technical Committee, refocusing objectives on 'building better homes for less money', and allowing builders to 'push the envelope' as clients demand more high performance homes. As a result, there has been a review of Committee member composition, meeting format, and meeting outcomes.

It is expected that there will be a greater emphasis on dissemination of cutting-edge knowledge, efficient building techniques to achieve higher performance building envelopes and mechanical systems, and approaches to meet Energy Step Code performance targets.

The TC will be providing advice to the Education and Training Committee as to the best topics for future courses and seminars to allow builders to upgrade their knowledge and expertise, to function and thrive in the new Step Code environment.

Existing regular members of the Technical Committee, including Richard Kadulski, David Hill, Mark Gauvin, Arthur Lo, Wilma Leung, and Ken Farrish have been augmented by newer members such as Shaun St-Amour, Nick Petrie, Mike Cairns, and Matt Corbett, with ongoing staff support from Mark Sakai.

- Submitted by Larry Clay, Committee Chair

ACTIVE MEMBERS

Chair: Larry Clay,
Clay Construction

Richard Kadulski,
Richard Kadulski Architect

David Hill,
Eneready Products Ltd.

Mark Gauvin,
Gauvin 2000 Construction Ltd.

Arthur Lo,
Insightful Healthy Homes Inc.

Wilma Leung,
BC Housing

Ken Farrish,
BC Building Info

Shaun St-Amour,
Footprint Sustainable Housing Corp.

Nick Petrie,
Draft On Site Services

Mike Cairns,
Innotech Windows + Doors

Matt Corbet,
Bella Concepts Ltd.

Staff Representative:

Mark Sakai,
GVHBA



UNDER-40 COMMITTEE

GOALS / ACHIEVEMENTS

2017 has been a year of transition for the U40 Committee. Both Matt Robinson and Ian Gillies, among other long-term fixtures in our committee, have transitioned, making room for new members to step up and lead. Mike Cairns took the helm as chair for 2017 through the first half of 2018, captaining us through a cycle of successful events and seamlessly turning leadership over to Henri Belisle to prepare for the coming year. We currently have an engaged group on our committee, with many who are eager to step up into leadership opportunities.

We are proud to have had a string of successful networking and team-building events (The IKONIK Trampoline Dodgeball Tournament, Go Karting, Beer 301: Tasting Tour, and Trivia Night), positioned to create new connections within the association and bring in new members to our committee. We have also partnered with the Education and Training committee to build out courses on effective networking, both online and in person, and aim to continue this collaboration. As a committee we also served at Nightshift alongside the Centra Windows Team and fundraised through 50/50s at various events.

The committee's goals are to be centered around building positive, profitable connections within the industry, bringing rising stars into the GVHBA's sphere of influence, and adding value to GVHBA membership. We aim to continue this trend by continuing to put on our 4 pillar events which are focused around creating connections between members, and hosting three mentorship events per year to create opportunities for the industry's rising stars to connect with potential mentors and learn some of the secrets of their success. We will also continue to explore new opportunities to collaborate with other committees, with multiple committee cross-over memberships.

- Submitted by Henri Belisle, Committee Chair & Mike Cairns, Past Chair



ACTIVE MEMBERS

Chair: Henri Belisle,
TQ Construction

Vice Chair: Katerina Vastardis,
Designs by Katerina & Silvie

Vice Chair: Kyle Darvasi,
K2 Stone

Adam Torris,
Centra Windows

Dave Abercrombie,
604-TRASH-IT

Greg Baarts,
Grenor Homes

Harinder Athwal,
Progressive Warranty

Ian Gillies,
EMCO Corporation

Jennifer Gunson,
Euro Canadian Construction

Matt Robinson,
Monarch Floor & Window Coverings

Mike Cairns,
Innotech Windows + Doors

Risa Nyhuis,
Alair Homes

Robert Rowan,
floFORM Countertops

Ryan Wiebe,
Monarch Floor & Window Coverings

Sarah Antonich,
My House Design/Build Team

Shawn Moran,
Graytek Connected Home Solutions

Silvie Pantsios,
Designs by Katerina & Silvie

Sonia Paul,
Kendall Ansell Interiors

Stephanie Sengara,
Sen Western Wholesale Lumber

Sukhy Dhillon,
Caesarstone Canada

Taylor Boivin,
Novell Design Build

Yana Noor,
Patra Stone Works

Staff Representative:
Vanessa Swanson,
GVHBA

WOMEN'S COUNCIL

GOALS / ACHIEVEMENTS

- Goals are to Engage, Encourage and Empower women in our industry.
- Stated values of inclusion, professionalism, mentorship, connections, leadership and respect.
- Still in the early stages of establishing a framework, goal to host events every two months, with leadership team meeting additionally as required. So far 3 meetings held.
- Attended Art of Leadership for Women conference on June 25, about 20 members attended.
- First official event to be held in November, details TBD.
- Submitted by Laurel James, Committee Chair



ACTIVE MEMBERS

Chair: Laurel James,
Novell Design Build

Co-Chair: Tammy Gizen,
Talius Rollshutters

Alison Hyde,
Glass World

Anne Cochrane,
Kuhn LLP

Bruna Bichara,
Ethical Flooring Ltd.

Debbie Kemp,
Kemp Construction

Cheri Stefanucci,
Abstract Homes and Renovations

Emily Parson,
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