



# HAVAN

Homebuilders Association Vancouver

## ANNUAL REPORT 2020-2021

**Trusted.  
Local.  
Homebuilders.**

Photo: Barrett Group Custom Builders

# 2021 YEAR IN REVIEW

## MEMBERSHIP

 **1,110** MEMBERS

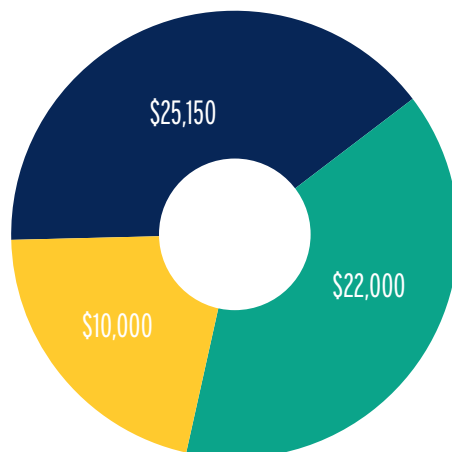
## SOCIAL MEDIA

 **2,631** LIKES **5,486** FOLLOWERS **296** SUBSCRIBERS  
▲ 54% ANNUAL GROWTH **2,660** FOLLOWERS **7,555** FOLLOWERS  
▲ 79% ANNUAL GROWTH

## EDUCATION & TRAINING

**680** WEBINAR ATTENDEES**12** LIVE WEBINARS**82** ONLINE COURSES**853** ONLINE STUDENTS

## GIVING

**\$57,150** IN DONATIONS ♥ **\$25,150** RAISED FOR CHRISTMAS BUREAUS  
VIA COATS FOR KIDS **\$22,000** RAISED FOR EASTER SEALS  
VIA 28 HAVAN HEROES AT THE DROP ZONE EVENT **\$10,000** RAISED FOR BCIT SCHOLARSHIPS  
VIA THE FALL CLASSIC GOLF TOURNAMENT

## GOVERNMENT RELATIONS

**2** QUARTERLY REPORTS**27** CITY COUNCIL MTGS

## EMAIL & WEBSITE

**4** WKLY EMAILS TO **2,400** PPL **14,000** WEB PAGEVIEWS  
AVG PER MONTH

## EVENTS

**34<sup>+</sup>** MEMBER EVENTS**3** CONSUMER EVENTS

## PODCAST

**5,000** DOWNLOADS**27** GUESTS OVER 2 SEASONS

## HAVAN AWARDS FOR HOUSING EXCELLENCE

**345** ENTRIES SUBMITTED**1,600<sup>+</sup>** GALA VIEWS



# HAVAN

Homebuilders Association Vancouver

## 2020/21 Membership Highlights

HAVAN, the Homebuilders Association Vancouver, attracts the industry's best. Connecting members with industry and homeowners, offering education and advocacy to help our member companies and communities thrive, HAVAN is the industry's trusted resource, since 1974.

Across Metro Vancouver, our network sets the standards and provides the assurance of work done right for the benefit of homeowners and communities. Consumers turn to HAVAN to source local builders, designers, and renovators to build their homes, helping shape the communities where people want to live. Members chose to join HAVAN to connect, educate, advocate and lead. A not-for-profit association, HAVAN is Canada's second largest home builder association, and proudly affiliated with both the provincial CHBA BC, and national CHBA offices. Together, we can build excellence.

The 2020/2021 fiscal saw HAVAN welcome 138 new members, with a renewal level of 89%. Membership is comprised of 35% builder/developers, 20% renovators, and 45% product/services.

Membership highlights include:

- **Networking and building industry connections** via HAVAN B2B events including HAVAN's Fall Classic Golf Tournament, Legends of Housing, New Member Orientations, Committee Meetings, and HAVAN Awards for Housing Excellence, and education to name but a few.
- **Connecting with homeowners actively looking to build, buy or renovate homes** via HAVAN's podcast Measure Twice, Cut Once (5,000+ downloads), the online Parade of Homes (178,334 engagements, 176 users), the HAVAN Awards for Housing Excellence, and Homebuying 101 Video Series (4,157 views).

- Despite another COVID year, **345 entries were submitted into the 2021 HAVAN Awards for Housing Excellence**, who took advantage of this 12-month marketing program, with 30+ media opportunities, supported by consumer outreach events.

- **Supporting charities and community initiatives** through donations and volunteer efforts, including: Easter Seals Drop Zone (\$22,000), Coats for Kids (\$25,150), BCIT Scholarships to the School of Construction and the Environment (\$10,000).

- **Advocating and successfully implementing positive industry change** on issues including: a pragmatic approach to Step Code implementation; contributions to the Provincial Development Approvals Process Review (DAPR) and the Development Financing Review Committee (DFRC). Significant time and energy has been spent on dealing with numerous issues in the bigger cities, including addressing crisis level delays in Vancouver and provincial regulation interpretations causing problems in Surrey.

- **Advancing industry knowledge and building excellence** with 12 live webinars and 82 courses on eLearn, totaling almost 150 CPD points - all offered to members at discounted rates.

# EXECUTIVE COMMITTEE & BOARD OF DIRECTORS

HAVAN 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 HAVAN members also elect a Board, no less than ten members and no more than twenty, as per HAVAN bylaws. Sixteen Directors are proposed for the 2021/2022 Board, including five on the Executive Committee.

HAVAN's elected leaders worked diligently to ensure your association continued along a steady track to success and service to its members over the course of the year.

## 2020/21 EXECUTIVE COMMITTEE

(Also serve on the Board of Directors):

**Chair:** Robert Griesdale,  
*Blackfish Homes Ltd.*

**First Vice Chair:** Randy Chin,  
*RBC Financial Group*

**Second Vice Chair:** Dave Deamer,  
*Polygon Homes Ltd.*

**Secretary/Treasurer:** Avtar Johl,  
*Platinum Group of Companies*

**Immediate Past Chair:** Mark Cooper,  
*Shakespeare Homes and Renovations Inc.*

## 2020/21 BOARD OF DIRECTORS

Blake Ponuick, *Baka Communications*

Alisa Aragon, *Bridgestone Financing Pros*

Garett Wall, *Centra Construction Group*

Larry Clay, *Clay Construction*

Dan Glavind, *Dick's Lumber & Building Supplies*

Jason Wolfe, *FortisBC*

Gary Mertens, *Foxridge Homes, a Qualico Company*

Lynn Harrison, *Harrison Marketing Resources*

Andrew Delmonico, *Kuhn LLP*

Matt Robinson, *Monarch Floor & Window Coverings*

Henri Belisle, *TQ Construction*





# COMMITTEES, COUNCILS, & TASK FORCES

In addition to the governance of the Executive Committee and Board of Directors, HAVAN has a combination of twelve standing, member-driven Committees, Councils and Task Forces, supported by staff. 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 Committee's terms of reference. Contact the staff liaison for details. Cross-Chair Committee Meetings are typically held in April and November, to foster communication and resources 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 November 2020, with plans for the next meeting to be held in November of this year. Discussions focused on committee updates and the impact of doing business during a pandemic. Thank you to the 2020/2021 Chairs of HAVAN's committees, task forces, and councils, and to the committee members for their dedication to help work towards achieving HAVAN's goals.

COMMITTEE/COUNCIL/TASK FORCE	2021 CHAIR(S)	STAFF LIAISON
Technical Committee	Shaun St. Amour, <i>475 High Performance Building Supply</i>	Jay Chadha
Government Relations Committee	Nathan Hildebrand, <i>Canadian Horizons</i>	Diana Dilworth
Education & Training Committee	Shaun St. Amour, <i>475 High Performance Building Supply</i> and Keith Lloyd, <i>The Business Surgeon</i>	Wendy McNeil
Membership Committee	Steve Chandra, <i>Alleylane Homes</i>	Renée Auer
Renovation Council	Mark Cooper, <i>Shakespeare Homes &amp; Renovations</i>	Sonali Rayas
Under-40 Committee	Katerina Vastardis, <i>Designs by KS</i>	Vanessa Swanson
Suppliers' Council	Alisa Aragon-Lloyd, <i>Bridgestone Financing Pros</i>	Renée Auer
Golf Committee	Blake Ponuick, <i>Baka Communications</i>	Dawn Sondergaard
Marketing & Communications Committee	Ralph Belisle, <i>TQ Construction</i> and Michael Marsland-Root, <i>Red Five Design</i>	Dawn Sondergaard
Women's Council	Laurel James, <i>Novell Design Build</i>	Carolyn Beale
HAVAN Awards Task Force	n/a	Wendy McNeil
Designers Council	Sarah Gallop, <i>SGDI</i>	Dawn Sondergaard



# HAVAN STAFF

HAVAN has a skilled and committed professional staff to serve you.



## RON RAPP

Chief Executive Officer  
2 1/2 Years of Service



## RENÉE AUER

Senior Director of Membership  
& Sales  
19 Years of Service



## DIANA DILWORTH

Director of Government  
Relations  
11/2 Year of Service



## VANESSA SWANSON

Manager of Online Education  
& Marketing  
6 Years of Service



## JAY CHADHA

Government Relations  
Associate  
2 1/2 Years of Service



## WENDY McNEIL

Vice President of Marketing  
& Education  
20 Years of Service



## DAWN SONDERGAARD

Senior Director of Marketing  
Communications  
7 1/2 Years of Service



## CAROLYN BEALE

Manager of Membership & Sales  
6 1/2 Years of Service



## SONALI RAYAS

Brand Manager  
3 1/2 Years of Service



## LATECIA EBERHARDT

Membership Assistant  
11/2 Years of Service



## MEMBERSHIP FEES

The process of sending the 2021 membership renewal notices started last month. Thank you in advance for promptly remitting your fees. Your continued support is greatly appreciated.

## CANADIAN HOME BUILDERS' ASSOCIATION (NATIONAL)

HAVAN members are active nationally. This past year there were three HAVAN board members on the CHBA board, including Robert Griesdale, *Blackfish Homes Ltd.* as Local HBA Board Rep - Largest HBAs, Randy Chin, *RBC Financial Group* as Director, and Larry Clay of *Clay Construction* as national President, CHBA.

## CANADIAN HOME BUILDERS' ASSOCIATION OF BC

HAVAN has four voting members on the CHBA-BC Board of Directors: HAVAN Director Randy Chin, CHBA BC Secretary Treasurer; Joe Geluch, Naikoon Contracting Ltd, Presidential Appointee; past HAVAN Chair Mark Cooper, and CHBA President, National CHBA, Larry Clay. Many other HAVAN members serve on CHBA-BC Committees, Councils, and Task Forces.

## ANNUAL GENERAL MEETING & ANNUAL ELECTION MEETING

HAVAN's Annual General Meeting (AGM), including the presentation of the Audited Financial Statements, is held on the first Wednesday in April. The auditor is appointed for a one-year term at this meeting. The appointed auditor is *KPMG*, noting HAVAN's fiscal year-end is October 31, 2021.

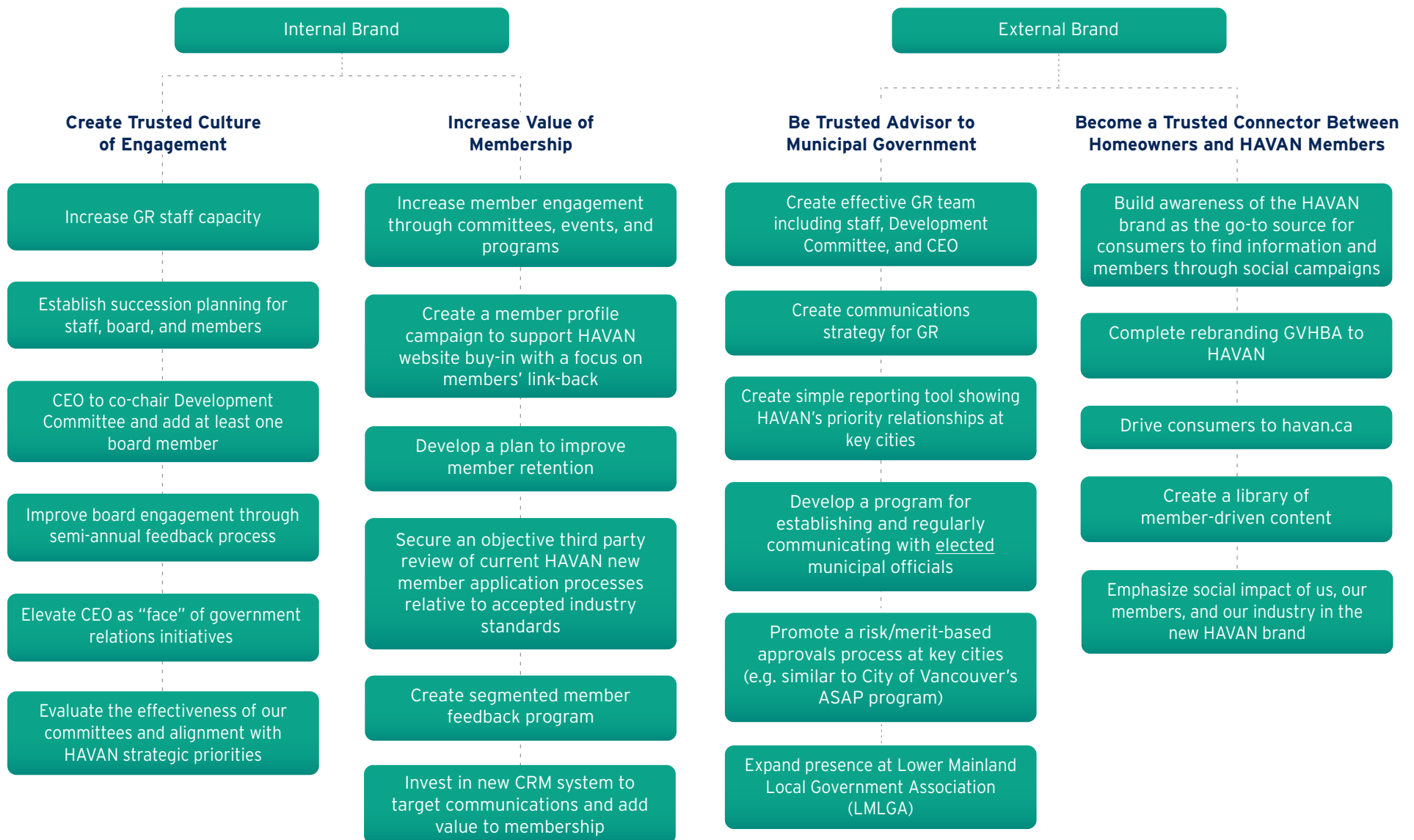
The Annual Election Meeting (AEM) - comprising the Election of Officers and Directors, distribution of HAVAN's Annual Report and Committee, Council and Task Force reports - is held each year on the first Wednesday in October.

## HAVAN STRATEGIC PLAN 2020-2022

We are heading into a strategic planning year with October 2021 slated as the month to bring together the Board of Directors and staff to review the existing plan in the context of moving forward in a COVID-19 environment and its affects on events, education and networking opportunities.



## GOAL: Establish HAVAN as a Trusted Brand





# MEMBERS CONNECTING WITH MEMBERS

## HAVAN'S AFFINITY PROGRAM

HAVAN's Affinity Program 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 HAVAN member to other members, and must provide an economic or brand benefit to both parties and the association.

2020/2021 Affinity Partners include **Federated Insurance** (for property, liability, and group health insurance), **Kuhn LLP** (for legal services), **Pointbreak a HUB International Company** (employee benefits), **Baseline Processing** (payment processing systems), and **Virusolve Solutions Inc.** (protection against viruses and bacteria to help keep workplaces safe).

Visit [havan.ca/affinity-program](https://havan.ca/affinity-program) for further details.

As a HAVAN member you are also eligible for discounts and special offers on a range of national brand products and services through CHBA's "[National Advantages](#)" program.

## HAVAN MEMBERSHIP DIRECTORY

HAVAN's membership directory, Contact 2021, continues to be a highly sought after resource for homeowners and industry alike. With cancellation of the Home Shows due to the pandemic, 9,000 copies have been successfully distributed via members' retail outlets including *Cloverdale Paint*, *Dick's Lumber and Building Supplies*, *Pacific Rim Cabinets*, *Cooper Equipment Rentals*, and *UPPAL Building Supplies*. We are excited to be returning to the Fall Home Show in partnership with *Trail Appliances* this October as the Official Sponsors of the Information Kiosk, where directories will be provided to homeowners looking for resources to complete their home projects.

**Published by Boulevard Magazine, a Black Press Media company, HAVAN's Contact Directory has a print circulation of 9,000. A link to the online directory is available via [www.havan.ca/find-a-professional](https://www.havan.ca/find-a-professional)**



## WEBSITE

HAVAN's online '[Find a Professional' directory](#) provides the opportunity for members to promote and connect with consumers and members. Each member company has a unique URL with the capability to showcase products/services via images, videos, testimonials, and accolades - endorsed by HAVAN's trusted brand.

The strength in our ranking helps our member companies rank higher in Google searches. Due primarily to the 10,000 linkbacks, we thank all members who choose to share the HAVAN logo on their site, with a link included to [www.havan.ca](http://www.havan.ca). The success of [www.havan.ca](http://www.havan.ca)'s domain authority is a perfect example of the power of members working together, and how HAVAN's brand can empower member businesses.

[Online advertising](#) is available via the HAVAN website, with the ability to select either B2C or B2B pages, to deliver you a targeted audience of home building industry professionals and or engaged homeowners. (20,044 average monthly impressions).

The online [Find a Career Page](#) is available to members via paid listings and is actively searched.

To ensure members have access to the most up-to-date resource to navigate operating businesses during the pandemic, a specific [COVID-19 Resource page](#) was created to list government and industry updates and resources.

Websites are anything but static. As technology advances, HAVAN, in partnership with *Mint Rocket IT Services*, continues to evolve the website features with a stronger online directory, improved event and blog pages, and the incorporation of the HAVAN Awards site into HAVAN's site.

## SPONSORSHIPS

Sponsors are an integral part in driving HAVAN initiatives. Helping to raise the profile of our events, sponsorships also provide key opportunities for members to showcase their brands. This past year we saw a wide variety of member companies getting involved for the benefit of others to help advance builder and consumer education, and to help raise the bar of our networking opportunities.

Collective efforts make for greater gains, which shone through at the Fall Classic Golf Tournament with 60 sponsors returning, the Legends supported by 5 sponsors and the HAVAN Awards by 35 sponsors, to name but a few. We would like to extend a huge thank you to the 2020/2021 sponsors for staying the course with HAVAN during Covid-19 as events have been redesigned to accommodate pandemic requirements.

# MEMBER EVENTS



Opportunities to establish and grow industry connections, build brand awareness, and/or develop careers are what makes HAVAN events so popular. Built on the three main pillars of the association; advocacy, networking, and education, each event has a unique set of opportunities. Available year-round, primarily online this past year due to the pandemic, often selling out within weeks, the benefits of HAVAN events are invaluable in today's world.

## Luncheon Meeting

*November 4, 2020*

Special guest speaker, Jean Lamontagne, General Manager Planning & Development, City of Surrey, provided members with insight to Surrey's market. Milestones, Rooftopper Awards and Leadership Awards (formerly known as the Association Awards of Excellence) were presented.

## Legends of Housing

*February 10, 2021*

Held online, over the noon lunch hour, 2021 Legends included Beau Jarvis, President of *Wesgroup Properties*, Deana Grinnell, Vice President, Real Estate (British Columbia and Ontario), *Canada Lands Company*, and Ryan Beedie, President of *Beedie*. The moderator was Kirk LaPointe, *BIV Publisher/Editor-in-Chief*.

## HAVAN Awards Finalist Event

*March 11, 2021*

Zoomed out, the Finalists' Reveal adapted into a trivia question game to get to know our amazing sponsors, win prizes and unlock the video to see this year's finalists. -- get your team to work together! The participant who answered the most questions correctly won a natural gas BBQ from our presenting sponsor, *FortisBC*!

## Annual General Meeting

*April 7, 2021*

The 2021 AGM was conducted online due to restrictions imposed by the pandemic. The agenda included HAVAN's audited 2020-21 financial statements, approved by the auditors. Recipients of HAVAN's BCIT Scholarship program, sponsored in part by Centra Cares, were also announced.

## HAVAN Awards Gala

*April 30, 2021*

Working with Covid mandates, and capitalizing on engaging online with a larger audience, the HAVAN Awards for Housing Excellence was a hybrid event, hosted LIVE from an exclusive home in North Vancouver built by *Good Castle Real Estate Development*.

## Fall Classic Golf Tournament

*September 8, 2021*

Selling out within weeks, a record 60 sponsors at the 23rd annual Fall Classic were on course as activities were once again permitted. The banquet was moved on course and to the Wimbledon Lawn for a dinner post game, to accommodate COVID-19 regulations, Golfers teed off every ten minutes to play a round of Texas Scramble, with *BA Robinson's* team taking home the coveted Gary Santini Fall Classic Trophy.

## Annual Election Meeting

*October 6, 2021*

2021 Annual Election Meeting is being held online, with the proposed Slate of Officers for 2021/2022 up for membership approval.

## U40 Mentorship Series

*Six Per Year*

The U40 Committee continues to facilitate connections between all ages of the industry. Six mentorship sessions were held, plus one 'Transitioning into Leadership' panel, all online.

## New Member Orientations

*Eight Per Year*

Geared towards new members (those joining within the past two years), new employees of member companies, and any member yet to come to an orientation event, these online sessions provided an opportunity to connect with seasoned members and staff to better understand how to leverage association resources.

## Committee Meetings

*Monthly Meetings*

With 12 committees, councils and task forces to choose from, monthly meetings offer excellent opportunities to connect and work in small groups, creating the environment to form strong, lasting, working relationships.

[View all 2021 Event Photos on HAVAN's Flickr Account](#)

# CONSUMER OUTREACH

The HAVAN Awards of Housing Excellence form the foundation of all consumer outreach programs. Working in a pandemic environment, with the closure of home shows, HAVAN's Marketing and Communications Department, supported by the MCC Committee, continued to adapt events to promote members' award-winning work online.

Events such as HAVAN's Heroes, the Parade of Homes, and podcast Measure Twice, Cut Once help build awareness for our members, while driving homeowners looking to connect with members to [www.havan.ca/find-a-professional](http://www.havan.ca/find-a-professional).

## Measure Twice, Cut Once Podcast

*Spring 2021*

Season two launched in the early spring of 2021 and explored whole-home renovations, aging in place, adaptability solutions, new high-performance and passive homes, duplex designs, small housing solutions, and redesigned, award-winning character homes. Co-hosts Mike and Jennifer-Lee interviewed 27 members and guests, over 18 episodes for a combined total of 5,000 downloads over the two seasons. [www.havan.ca/measuretwiccutonce](http://www.havan.ca/measuretwiccutonce)



## Homebuying 101 Forum

*March 2021*

Working under Covid constraints, the 2020 Homebuying 101 video series was leveraged by extending the campaign into 2021. New video content is currently in production featuring industry experts offering advice via a Masterclass format. The series is due to be released November 2021!



## Home Shows

*October 14-17, 2021*

Excitement is building as we look to return to the first in-person Home Show since the onset of the pandemic. HAVAN has elected to sponsor the Information Kiosk as a means to showcase our Ask the Experts and HAVAN brands, distribute Contact 2021 directories while providing 10 expert members access to the show at a fraction of the cost, as compared to paying for a booth.

## Parade of Homes

*June 5-13, 2021*

Coming back from a canceled Parade in 2020 due to the pandemic, the 27th annual Parade of Homes was reinstated with a 9-day virtual edition, sponsored by *Western Living*, *Daily Hive* and *Postmedia*, to showcase and celebrate the beautiful, award-winning homes built by Metro Vancouver's premier builders, designers, and renovators.





# SUPPORTED CHARITIES

HAVAN leadership and members believe strongly in outreach activities that assist charitable and community-based organizations. A good way to support the communities where our members work and live, volunteer connections benefit everyone, and help to demystify the stereotypical image our industry can sometimes portray.

**HAVAN Heroes** - you don't have to leap off a building to be a hero in our books, but this year 20 HAVAN members did! Leaping off a 30-storey Metrotown Office Tower in Burnaby helped to generate **\$22,000** in support of Easter Seals working to help kids of all abilities! Amazing heroic efforts! Team work at its finest.

HAVAN presented Centra Cares BCIT Scholarships to four exceptional students in the School of Construction and the Environment, at HAVAN's AGM on April 7. Valuing **\$10,000**, funds were raised at the Fall Classic Golf Tournament.

Faced with office closures during the pandemic, many members were unable to open their doors in support of collecting coats for kids. And although the annual wrap up party had to take a miss this year, Coats for Kids carried on with 37 members with 52 drop-off locations across 12 Metro Vancouver municipalities collecting coats and toys in support of the *Lower Mainland and Surrey Christmas Bureaus*, which help families in need. In addition to providing coats and outwear, sponsoring companies and participating members collected **\$25,150** in cash donations, to help make Christmas a little brighter.









# GOVERNMENT RELATIONS

The Government Relations goal is to assist HAVAN members with advocacy on issues, including government policy and regulations related to housing affordability; municipal fees and charges, green building and sustainability checklists; and licensing, building and development application processes.

**Advocating and successfully implementing positive industry change** on issues including: a pragmatic approach to Step Code implementation; contributions to the Provincial Development Approvals Process Review (DAPR) and the Development Financing Review Committee (DFRC). Significant time and energy has been spent on dealing with numerous issues in the bigger cities, including addressing crisis level delays in Vancouver and provincial regulation interpretations causing problems in Surrey.

Building upon the successes created in previous years, the government relations committee and staff team have been able to maintain a momentum of communications and a higher level of engagement with local government stakeholders, despite the COVID-19 pandemic conditions we continue to work within.

## **Engaging with City Councils and Staff**

Participated in Development Liaison Committees of Township of Langley (2 meetings), City of Coquitlam (5 meetings), City of Maple Ridge (2 meetings), City of North Vancouver (4 meetings), City of Richmond (6 meetings) and the City of Surrey (6 meetings). The City of Delta held its inaugural DLC in late 2020 and has held 2 meetings.

## **Be the Trusted Advisor to Municipal Governments**

HAVAN took the opportunity to meet and/or correspond with municipal staff and elected officials to provide feedback through numerous consultation processes and direct outreach. These included:

- City of Vancouver: Participation on Regulation and Redesign Committee
- City of Vancouver: Extensive participation with Internal Task Force on Permitting Improvements
- City of North Vancouver: Mayors Roundtable on Business and Development
- City of North Vancouver: Mobility Strategy
- City of Burnaby: Ongoing participation in development of the City's Housing and Homelessness Strategy
- City of Maple Ridge: Bylaw Restrictions to Tandem Parking
- City of Surrey: Tandem Parking, Neighbourhood Planning, Water Act

HAVAN staff are active participants at the provincial level as well with membership on the BC Energy Step Code Council (6 meetings), the Provincial Development Approval Process Review (DAPR) Technical



Committee (2 meetings) and the related Development Financing Review Committee (DFRC); all three reconvened after pandemic related absences during 2020.

### **Increase Breadth and Depth of Government Relations Activities and Brand Awareness**

- The weekly Government Relations Update (GRU) continues to be a valued member benefit with over 700 members reading the timely curated information from metro municipalities, media, and stakeholder organizations.
- Participated in a virtual CHBA-BC Day at the Legislature (May 2021) and looking forward to potential in-person events in 2022.
- Two quarterly reports were developed with broad distribution this year: Housing Industry Economic Benefits individualized by municipality and BC Energy Step Code Adoption Summary. A 3rd Quarter report updating the previous “Are We Building Enough Housing Supply” document.
- Changes have been made to the GR webpage to provide timely relevant information for members.
- GR hosted two BBS sessions focused on local government and one webinar (co-hosted with CHBA BC) on Better Understanding the Water Act.

### **External Committees and Working Groups Participation**

- BC Energy Step Code Council
- Real Estate Board of Greater Vancouver Government Relations Committee
- Vancouver Energy Regulation and Redesign External Committee
- FortisBC External
- CHBA-BC Government Relations Committee

### **Professional Development and Learnings**

Diana and Jay participated, collectively, in over 12 UDI webinars/luncheons. UDI has offered GR staff complimentary attendance at almost all of their events.

Attended the 2020 Virtual Housing Central Conference in addition to the Lower Mainland Local Government Association (LMLGA) and the Union of BC Municipalities (UBCM) Convention.

### **Taking it to the Next Level**

Last year’s government relation goals focused on enhanced relationship building with government officials and staff, looking for additional opportunities to engage and connect, introducing quarterly reports and the development of webinars. Additionally, a strong and measurable workplan was developed as a framework to follow.

The Government Relations Committee will be reviewing a proposed workplan for 2022 including recommendations to invite our members to assist HAVAN with its advocacy efforts and becoming more visible in addressing challenges and barriers that exist within regional city halls.



# MARKETING & COMMUNICATIONS

Based on the strategic plan, the overarching goal of HAVAN's marketing initiatives are to establish the association as a trusted brand. Aligning all marketing materials to the brand standards for cohesive messaging, the programs developed support the three main pillars of the association: Advocacy, Networking, and Education, while encouraging respective campaign 'buy-ins'.

Membership and member engagement has been supported via the continuation of the Member's Benefit Campaign. Member highlights promoted through various marketing initiatives include [Spotlights](#), [Builder Blog](#) and [Design Build Blog](#) Posts, the HAVAN Awards program, and the HAVAN website with unique [Find a Professional](#) URLs for each member listing.

Education has seen multiple online campaigns support HAVAN's unique industry tours, eLearn courses plus the grant funded IDP Campaign, to help builder members adopt the Integrated Design Process as the preferred path to reach the newly required Step Code targets.

Consumers were treated to an 'out of the box' video (HAVAN's first foray into entertainment as a means to educate), with a knight from the 16th century walking through a custom-built home, discovering the benefits of a high-performance home. Sponsored by *BC Housing*, and launched at the HAVAN Awards Gala, the video and concept received rave reviews. A series of sound bites, running in social campaigns, direct viewers to [www.havan.ca/high-performance-homes](http://www.havan.ca/high-performance-homes) for information and resources.

Advocacy efforts have been supported with in-house design and communication support for media releases, and the quarterly release of the GR update.

Communication via strong vertical channels include weekly emails (Monday Morning Briefing (MMB), Education & Training Update, Government Relations Update (GRU), and Sunday Connections.) Our consumer email list continues to grow as virtual events drive online registration.

HAVAN continues to work with media partners to showcase award-winning members and advocate on behalf of all members and the communities where our members work and live. This past year the awards dominated our media coverage.



# MEMBER EDUCATION & TRAINING

HAVAN is an advocate for continuing education and delivers industry-relevant, cost-effective sessions throughout the year.

All courses remained virtual this year, which allowed attendees to learn from their home, jobsite or abroad. Virtual classes have also made course access easier for industry around the province, and HAVAN continues to invite members from other local homebuilder associations to attend any of its live seminars. See the list of upcoming courses at [havan.ca/industry-education](https://havan.ca/industry-education).

**eLearn**, which was launched in March 2016, has seen a surge in activity. HAVAN's online learning platform houses more than 82 CPD-approved courses.

## QUICK STATS

- As of September 30, HAVAN had 680 people attend 12 live webinar sessions.
- eLearn features 82 paid and free courses, with 20 added this fiscal year, and has a total of 853 users, of which 173 joined this year.

## EDUCATION HIGHLIGHTS

- Builders' Breakfast Series (BBS) expanded its course topics to include municipal updates, futureproofing home design, mitigating the cost of lumber, and prime contractor responsibilities for safety, in addition to high-performance building.
- eLearn has seen a huge growth this year, with July recording the highest number of course enrollments since launching in 2018.
- HAVAN created a "Complimentary Courses" section on eLearn, which provides free resources on topics such as site tours of building high-performance homes, digital marketing and the Water Sustainability Act.

HAVAN would like to acknowledge two key sponsors who have supported the professional development programming for this association:

1. **FortisBC**, who has been the presenting sponsor for our educational programming, including the successful Builders' Breakfast Series webinars. Their support has allowed HAVAN to create comprehensive programming that brings in a different perspectives, strategies and topics to members.
2. **BC Housing** has been the patron sponsor for education, supporting the Builders' Breakfast Series webinars.



# AWARDS RECOGNITION

HAVAN and its Members Received a Variety of Accolades This Year

## HAVAN AWARDS FOR HOUSING EXCELLENCE

Building on 11 years of industry excellence, the HAVAN Awards for Housing Excellence, presented by *FortisBC* and with patron sponsor, *BC Housing*, continued to elevate its program for entrants, sponsors and its connection to consumers through its extensive media exposure. An impressive 345 entries were submitted this year, from spectacular home renovations and custom homes to luxurious condominiums and community-oriented townhomes, there was a spectrum of home types and values suited for all consumer preferences.

With pandemic restrictions still in place, the HAVAN Awards pivoted its in-person Finalists Soiree and launched an interactive online trivia game on March 11, having entrants answer questions about sponsors with answers found on their respective websites. Upon completion of the trivia game, members would unlock the weblink to watch the pre-recorded Finalists' Announcement from the comfort of their homes and offices. To incentivize members to participate in the Finalists Announcement, grand prizes were up for grabs, including an exclusive *Sky Helicopters* Tasting Tour, generously sponsored by Silver Sponsor, *Trail Appliances*.

Leading up to the virtual Gala, HAVAN's much-anticipated party boxes filled with sponsored swag, including bluetooth earphones from *FortisBC* and a custom-crafted cocktail from Gold Sponsor, *Pacific Art Stone*, were delivered in-person to finalists, creating opportunities for sponsors to meet with these members. On Friday, April 30, the HAVAN Awards Gala: At Home Edition went live again on location at a member's home in West Vancouver, broadcasting to more than 310 viewers that evening. Streaming on HAVAN's new event platform - Socio - and to YouTube, with live updates on Twitter and Instagram, the virtual awards program was hosted by a new MC Kaitlyn Herbst, a former *GlobalBC* TV on-air personality. In addition, the show featured live entertainment with chef segments with @yoshfood, mixology with *Mainland Distillery*, and a live band performing from a secondary location to ensure the production remained compliant with provincial health orders. To date, there have been more than 827 views of the broadcast on HAVAN's YouTube channel, delivering greater than anticipated brand exposure for our members.

### The Winners of the Grand HAVAN Awards were:

Best Residential Community: Single-Family: Latimer Heights, *Vesta Properties Ltd.* (Langley)

Best Residential Community: Multi-Family: Wilder Crossing, *Infinity Properties Ltd.* (Langley)





Interior Designer of the Year (NEW AWARD FOR 2021): *Sarah Gallop Design Inc.* (Delta)

Residential Renovator of the Year: *My House Design/Build Team Ltd.* (Surrey)

Custom Home Builder of the Year: *Barrett Group Custom Builders* (North Vancouver)

Single-Family Home Builder of the Year: *Vesta Properties Ltd.* (Langley)

Multi-Family Home Builder of the Year: *Infinity Properties Ltd.* (Langley)

For the full list of finalists and winners, visit [www.havan.ca/awards](http://www.havan.ca/awards). HAVAN would like to thank the generous and forward-thinking sponsors for supporting the journey of the HAVAN Awards this year. For the 11th consecutive year, *FortisBC* is the Presenting Sponsor, with *BC Housing* as the Patron Sponsor. Sponsors' unwavering support ensured the show not only went on but also reached new heights.

#### **Sponsors also include:**

Gold Sponsor *Pacific Art Stone*; Silver Sponsors *Trail Appliances* and *E3 Eco Group*, Premium Gala Sponsor *floForm Countertops*; Creative Sponsor *Ballistic Arts Media Studios*; Print Sponsor *Minuteman Press*; Bronze Sponsors *Cantu Bathrooms and Hardware*, *Dick's Lumber and Building Supplies*, *Federated Insurance*, *I-XL Building Products*, *MNP*; Supporting Sponsors *Harris Rebar*, *BCIT*, *RBC*; Audit Sponsor *777 Eccounting Systems*; Legal Sponsor *Kuhn LLP*; Technical Sponsor *Preston Mobility*; Media Sponsors: *Boulevard Magazine*, *The Vancouver Sun* and *The Province*, *NextHome*, *Daily Hive*, *Western Living*, *Black Press*, and *Glacier Media*.

The 2022 HAVAN Awards Call for Entries opens the end of October, so whether you are considering entering or sponsoring for the first time or 12th, stay tuned for the launch.

## **CHBA-BC GEORGIE AWARDS®**

The 29th Annual Georgie Awards® Gala was held virtually on March 20, 2021, in Vancouver. HAVAN members captured a stunning 37 of 51 awards, including the coveted Customer Satisfaction - Renovator Award (Twin Lions Contracting Ltd), Grand Georgie Awards®: Custom Home Builder of the Year (Shakespeare Homes & Renovations Inc), and Grand Georgie Awards®: Residential Renovator of the Year (My House Design/Build Team) Award. [View Winners Here](#)

## **CHBA NATIONAL AWARDS**

The 2021 CHBA National Awards for Housing Excellence, a competition that recognizes excellence in new homes, renovations, community development, and residential marketing, saw over 700 entries submitted into 53 categories this year. Twelve of the 55 awards were won by HAVAN members, noting Twin Lions Contracting Ltd. took home the coveted Renovation Excellence Award. [View Winners Here](#)





## HAVAN LEADERSHIP AWARDS

Every year, HAVAN presents its Leadership Awards (formerly the Association Awards of Excellence) to honour members for their service to the association and the homebuilding industry, as nominated by their peers. Congratulations to the recipients of 2020.

**Chair's Award of Honour:** Doug Langford, *JDL Homes Vancouver*, Vancouver

**Builder Member of the Year:** *Caliber Projects Ltd.*, Langley

**Corporate Member of the Year:** *Trail Appliances Ltd.*, Richmond

**Marketing Award:** *Red Five Creative*, Burnaby

**Technical Excellence Award:** Shaun St-Amour, *475 High Performance Building Supply*, Vancouver

**RenoMark™ Renovator Member of the Year:** *Sasen Homes*, Burnaby

**Supplier Member of the Year:** *Quad-Lock® Building Systems / Airfoam Industries Ltd.*, Surrey

**Sub-Contractor Member of the Year:** *Lower Coast Building Group*, North Vancouver

**HAVAN HERO of the Year:** *Centra® Windows Exteriors Restorations*, Langley

**Gary Santini Education & Training Award:** Anton Van Dyk, *Centra® Windows*, Langley

**Volunteer Of The Year Award:** Reza Kamrani, *Federated Insurance*, Burnaby

**Peter Simpson Award:** Lloyd Hughes, *Park Ridge Homes Inc.*, Surrey

**Best Use of HAVAN Logo Award:** *Penfolds Roofing Inc.*, Coquitlam

# LETTER FROM THE CHAIR & CEO

Almost two years into the world wide COVID-19 pandemic our industry, and association has stood firm and continued to contribute to our economy and communities. There is no doubt that C19 was the driver of some significant changes in the ways we operate, and interact with each other, but the industry and every HAVAN member has reported that they are as busy as they ever have been. While effectively coping with C19 we do not wish to minimize the seriousness of the epidemic or the impact it has had on all of us, and our hearts go out to all who have suffered the loss of loved ones, or seen those close to us seriously ill.

The course of my time as the Board Chair for HAVAN has been under the shadow of C19 and that significantly limited the activities that could be attended in person and the chance to meet and engage with members directly. The business of HAVAN carried on though, and continued to provide service and value to members within the framework of health orders which often expanded and or contracted as we moved through the peaks and valleys of successive waves of the virus.

The HAVAN team led by Ron Rapp undertook a real-time review of the limitations imposed by C19, and then delivered with meetings and events on the virtual world, and limited in-person formats. This included the annual Legends presentation, the HAVAN Awards "Home Edition", the HAVAN Fall Classic Golf Tournament, Board and committee meetings, AEM, AGM among others, and many educational offerings allowing members to continue earning the CPD points required for builder licensing.

While certainly a bit different the noted signature events did not lack for quality, content, and or participation. In many cases events like the HAVAN Awards in April not only attracted an online audience as the show was broadcast live from a beautifully staged member's home, but it has also attracted over 827 views on YouTube, and our 2020 presentation has gathered almost 3,000 views since the June broadcast, both of which will continue to grow in viewership over time. The Golf tournament in September returned to Swaneset GC, and in a "tee time" format hosted 304 golfers and 60 volunteers including staff, with sponsors on course, a prime rib dinner following the round, and all staged in an open air, masked, and socially distanced manner.

It should be noted that the Golf Silent Auction raised over \$10,000 to fund four scholarships to be awarded to students in the BCIT trades education program, and that our team of HAVAN Heroes who rappelled down a 30-storey building in Burnaby raised over \$22,000 for Easter Seals of BC and Yukon.

Staff worked hard throughout these challenging times to ensure that all of HAVAN's presentations not only delivered pertinent and quality content but did so with very strong production values. A good example is Measure Twice, Cut Once featuring a number of HAVAN member professionals sharing their



insights, and knowledge in this consumer focused podcast, with Season 1 and 2 downloaded over 5,000 times. C19 required that staff, who have always staged great events, become 'directors' and 'producers' expanding their experience and resources, a Covid silver lining that will serve members well moving forward.

Membership has also remained strong at over 1,100, and the membership team has done a great job to bring in new members, as well as, seeing significantly reduced number of cancellations. Networking events have suffered under C19 and a strong effort was extended to host virtual Construction Socials, and New Member Orientations virtually. We look forward to a return to staging and hosting in person networking and social events as restrictions on gatherings allow.

Government Relations efforts were also able to adapt to the virtual world and our exposure and engagement has been carefully built to allow us to be a creditable and significant voice in municipal, and provincial affairs. HAVAN has representation with the all Municipal DAC's and DLC's, the CoV Permits Task Group, Step Code Task Group, Step Code Council, Part 9 SC Sub-committee, the DAPR Task Force, and the DFRC, as well as, participating directly with the provincial GR Committee, and a coalition of all major Construction Industry Associations.

Our education offerings which moved to an online format continued to offer fresh and timely content, and present the opportunity for members to earn their CPD points. Topics spanned business management, building science, and Step Code issues and subscription to eLearn courses have reached record highs.

Lastly, I would like to thank the HAVAN staff, and the board of directors for their hard work, support, and direction while navigating through these unprecedented times, and circumstances. I have missed seeing everyone in person, but look forward to being able to do so again in the near future.

I would like to acknowledge and congratulate Wendy McNeil, VP Marketing & Education, for her 20 years of dedication and service to the Association. Our gratitude and congratulations as well to Avtar Johl, of Platinum Group for his service and support as HAVAN Board member and Treasurer for over 15 years, Jason Wolfe of FortisBC who is retiring from the HAVAN Board, and Blake Ponuick of Baka Communications who is also retiring as Golf Committee Chair and from the HAVAN board. Many thanks to each of you.

I have enjoyed my tenure as HAVAN Board Chair and it has been my honour to serve in this role during this challenging period in HAVAN's history. I am fortunate to have had the assistance and support of staff and the Board, and feel that HAVAN is representing our industry very well. I am passing the Chair position on to Randy Chin of RBC, and I hope he enjoys this roll as much as I have, and hope that circumstances will be a bit more accommodating. All the best of luck Randy!

Wishing you all continued good health and prosperity, and please stay safe!

- Respectfully submitted by  
Rob Griesdale, *Blackfish Homes* (Chair) & Ron Rapp, *HAVAN* (CEO)

# COMMITTEE REPORTS



## TECHNICAL COMMITTEE

### GOALS / ACHIEVEMENTS

Under the Chair, Shaun St. Amour (*475 High Performance Building Supply*), and Vice-Chair, Mike Cairns (*Innotech Doors and Windows*), the Technical Committee has worked hard to engage the committee members with online events throughout the fiscal year. We reverted back to having open conversations with the handful of attendees that participated each month. These discussions always turned into lengthy sharing sessions as the participants are very knowledgeable in their fields.

Existing members of the TC, including Larry Clay, David Hill, Jay Lewis, Nick Petrie, Victor Kulla, Brett Stenner, and Steve Kemp were regular attendees. The Technical Committee thanks everyone who has been able to attend the online events over the past year. We thank Jay Chadha for assisting in coordinating the meetings and providing us with all the HAVAN updates. We look forward to more in person events and getting more members out in the upcoming year.

- Submitted by Shaun St. Amour (Chair)

### ACTIVE MEMBERS

**Co-Chair:** Shaun St. Amour, *475 High Performance Building Supply*

**Vice-Chair:** Mike Cairns, *Innotech Windows + Doors*  
Larry Clay, *Clay Construction*

Jay Lewis, *Terra Firm*

Nick Petrie, *DOS Design Group*

Victor Kulla, *Huckleberry Landscape Design*

Brett Stenner, *Custom Integration Partners*

Steve Kemp, *Kemp Construction Management*

**Staff Representative:** Jay Chadha, *HAVAN*

# GOVERNMENT RELATIONS COMMITTEE

## GOALS / ACHIEVEMENTS

Under the combined leadership of Nathan Hildebrand (*Canadian Horizons*), Kevin Anderson (*Qualico*), and Ryan O'Shea (*Miracon Developments*) with staff support from Diana Dilworth, HAVAN's new Government Relations Director and Jay Chadha, Government Relations Associate, the committee continues to provide 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.

The committee's primary goal is to provide advocacy on behalf of our members on issues including government policy and regulations related to housing affordability; community amenity contributions; green building and sustainability checklists, and housing approval processes.

As such, efforts were placed on issues in key target cities such as Vancouver (new Building Bylaw VBBL, Housing Vancouver Strategy post-COVID, missing middle housing); Surrey (DCC cost increases, environmental regulations and Water Act); and Maple Ridge (bylaw restrictions to tandem parking), as a few examples.

Members of the GRC also advised on HAVAN's contributions to provincial advocacy efforts, including the BC Energy Step Code, the Development Approval Process Review (DAPR) and the Development Financing Review Committee (DFRC).

This year saw a number of changes with the committee welcoming new members Mark Cooper (*Shakespeare Homes*), Nick Petrie (*DOS Design Group*), Nicholas Dhaliwal (*Beedie Development Group*), Josh Turner (*Infinity Group*), Lilian Kan (*Noura Homes*) and Rob Griesdale (*Blackfish Homes*). Additionally, in August, the committee said good-bye to Mark Sakai who moved onto a new career role and welcomed Diana Dilworth as their new staff representative.

- Submitted by Nathan Hildebrand (Chair)

## ACTIVE MEMBERS

**Chair:** Nathan Hildebrand, *Canadian Horizons*

**Vice Chair:** Ryan O'Shea, *Miracon Developments*

**Vice Chair:** Ryan Anderson, *Qualico*

Mark Cooper, *Shakespeare Homes & Renovations Inc.*

Nicholas Dhaliwal, *Beedie Development Group*

Nick Petrie, *DOS Design Group*

Henri Belisle, *TQ Construction*

Josh Turner, *Infinity Group*

Lilian Kan, *Noura Homes*

Troy Abromaitis, *Bucci Developments*

Greg van Popta, *McQuarrie Hunter LLP*

Larry Clay, *Clay Construction*

Rob Griesdale, *Blackfish Homes*

Jay Chadha, *HAVAN*

**Staff Representative:** Diana Dilworth, *HAVAN*

## RENO COUNCIL

### GOALS / ACHIEVEMENTS

The Renovation Council meets the last Tuesday of each month (except for December, July and August), and currently meets virtually via zoom meetings. Historically, the group met at 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 2020/2021 year has poised itself as a challenging one being faced with unprecedented times due to the novel COVID-19 virus. It continues to change business operations in ways that would have been unimaginable at the start of 2020. One change that is certain is the importance of business continuity and here at the Reno Council we have come closer as a group during these times by supporting each other, exchanging ideas, sharing challenges, discussing new technologies, and more. The Renovation Council's growth is a positive indication of the camaraderie and professionalism among the members.

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 other HAVAN events - your voice matters. Also, a special thanks to the HAVAN staff who continue to work tirelessly on behalf of the Renovation Council.

### ACTIVE MEMBERS

**Chair:** Mark Cooper, *Shakespeare Homes & Renovations Inc.*

**First Vice Chair:** Henri Belisle, *TQ Construction*

**Second Vice Chair:** Robert Griesdale, *Blackfish Homes*

**Staff Representative:** Sonali Rayas, *HAVAN*



## Educational Speakers:

October 2020 - Dan Glavind, *Dick's Lumber*

November 2020 - Dr. Melanie Gorman-Ng

January 2021 - Jay Spiro, *Yeagar Employment Law*

February 2021 - Kelly Doll, *Kits Plumbing & Heating Ltd*

March 2021 - Dan Glavind, *Dick's Lumber*

April 2021 - Dan Glavind, *Dick's Lumber*

May 2021 - Keith Lloyd, *Viru-Solve*

June 2021 - *Vibra- Sonic*

## Consumer Outreach:

HAVAN's Parade of Homes (virtual)

HAVAN Podcast

## Charitable Initiatives:

Coats for Kids 2020 - The Renovation Council raised \$3,500.00 collectively

- Submitted by Mark Cooper (Chair)





# MEMBERSHIP COMMITTEE

## GOALS / ACHIEVEMENTS

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

It has been a difficult year with COVID-19 for many businesses. I am proud to say that as an industry our members have done an excellent job at sharing how they were successfully managing their work sites, offices, storefronts, their trades, and employees with each other and really it came from the top down.

Our current membership numbers stand at 1,113 versus this time last year at 1,038. This increase reflects new members approved and a much higher retention rate this current fiscal year. Well done Renée and Carolyn!

Although, we had to cancel many in-person events and meetings, new member orientations were held online monthly and we held Construction Socials online monthly as well. Each event gave members and non-members an opportunity to connect and network.

After five years as Chair, Cheri Stefanucci stepped down. Her enthusiasm and passion were big factors for the committee's success. Our new chair, Steve Chandra, *Alleylane Homes*, is going to step into his new role with aplomb! Thank you Cheri for all your work.

The committee looks forward to staging in-person events starting in October. Watch your emails for details.

- Submitted by Steve Chandra, *Alleylane Homes* (Chair)

## ACTIVE MEMBERS

**Chair:** Steve Chandra, *Alleylane Homes*

**Vice Chair:** Reza Kamrani, *Federated Insurance*

Lindsay Gallo, *Martin Knowles Photography*

Keith Lloyd, *The Business Surgeon*

Nick Petrie, *DOS Design Group*

Zinat Melki, *Green Sheet Construction Data*

Sheena Sidhu, *YAAT*

Serena MacDonald, *Resisto*

Vanessa Pfannenschidt, *Diamondback Enterprises*

Tom Bremner, *Castle Builder Financial*

Marina Sorrenti, *Euro-line Appliances*

Mike Freedman, *Audio Insider*

Cheri Stefanucci, *Abstract Homes and Renovations*

**Staff Representative:** Renée Auer, *HAVAN*

## GOLF COMMITTEE

### Another Record with Many Firsts!

On Wednesday, September 8, a record 304 golfers, 60 sponsors and 40 volunteers returned to Swaneset Bay Resort Country Club for our Annual Fall Classic Golf Tournament presented by Baka Communications.

This was one of the only in-person networking events held this year due to Covid, and it sold out in record time. With sequential tee times, we were able to accommodate 304 golfers versus the maximum of 288 in the dual course shot gun.

With some easing restrictions, we were able to welcome back sponsors onto the course and holes, which we truly missed last year. It was an awesome day of networking - with the clouds parting and sun coming out later in the morning to make it a truly epic day and event packed with networking, entertainment, food, drinks, swag, and contests. The highlight was being able to see everyone in person again!

We were still not able to have our Gala Awards Banquet, so we arranged for food stations on the course, and prime rib dinner for golfers to enjoy after their round in a banquet tent on the Wimbledon lawn.

We were able to bring back the Fall Classic Auction with our first ever Online Auction, sponsored by Google, and opened up to all members and the public to participate in. It went off without a hitch. Our original goal was to raise \$10,000 in the online auction, but as more donations rolled in, we increased the goal to \$15,000. We ended up raising \$14,245! Funds raised from the Auction, along with support from CentraCares, provides \$10,000 in scholarships to 4 outstanding BCIT School of Construction and the Environment students. Thank you to everyone who donated items, and to those who participated. There were some incredible deals!

On Friday, September 19, we held our Online Golf Awards and announced the on-course contest winners,

### ACTIVE MEMBERS

**Chair:** Blake Ponuick, *Baka Communications*  
Faye Bork, *Dick's Lumber & Building Supplies*  
Brendan Kuysters, *Ethical Flooring*  
Jacquie McBain, *Go To Promotions Inc.*  
Larry Swart, *Precision Printing*  
Nicola McGowan, *I-XL Building Products Ltd.*  
Brad Ricketts, *FortisBC*

**Staff Representative:** Dawn Sondergaard, *HAVAN*



Tournament Champions, and drew the tickets for the grand prizes, raffles and the 50-50 draw (\$1,660!). To see the winners, visit: <https://havan.ca/event/golf-tournament/>

This year was one step closer to getting back to normal. Next year we are hopeful that we will be able to enjoy our original format, with a shotgun start, breakfast and dinner buffet, and live awards banquet ceremony.

A big thank you to the more than 60 generous Sponsors, and 40 Volunteers, with a special shoutout to *Dick's Lumber and Building Supplies* for bringing 20 volunteers! The volunteers support each year is greatly appreciated by all attendees and in particular the members of our Golf Committee for making this a smooth, successful and memorable event. As with most of the HAVAN events, the HAVAN staff did most of the heavy lifting, worked late into the evenings setting up and breaking down. And despite issues that always arise, you would never know it with the smiles on their faces throughout the day.

After 9 years on the golf committee and 8 years as Chair, I am pleased to be handing over the reins to Dan Glavind from *Dick's Lumber and Building Supplies*. Dan will be taking over as Golf Committee Chair in 2022, He will be supported by Brendan Kuysters from *Ethical Flooring* who will serve as Vice-Chair. It's been an absolute pleasure being a part of this awesome committee and event over the years, and I look forward to supporting it going forward.

[Check out photos of the event here](#)

- Submitted by Blake Ponuick, Baka Communications, (Chair)

**60 SPONSORS • 40 VOLUNTEERS**  
**304 GOLFERS • 1 EPIC DAY**  
**\$10,000 RAISED FOR BCIT SCHOLARSHIPS**



## EDUCATION & TRAINING COMMITTEE

### GOALS / ACHIEVEMENTS

The Education and Training Committee's mandate is to develop content to meet the changing professional development needs of members. Subject-matter experts are sourced from our membership, as well as internationally known speakers, providing access to a wide selection of course topics that not only meet BC Housing's core competency requirements, but also help members with their businesses.

A special thank you to the members and other industry professionals who volunteered time to serve on this committee, served as seminars speakers, and/or sponsored the online and in-person sessions - your dedication ensures HAVAN'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 by emailing [wendy@havan.ca](mailto:wendy@havan.ca).

- Respectfully Submitted, Shaun St-Amour, 475 High Performance Products (Co-Chair) and Keith Lloyd, The Business Surgeon Consultancy (Co-Chair)

<b>2.0</b> CPDs	<b>0</b> CPDs	<b>1.5</b> CPDs
Builders Lien Act: How to Make the Act Work for Your Business	Step Code 3 House: Common Air Barrier Leaks and Mid-Construction Blower Door Test (Site Tour)	The Next Level of Air Distribution
Members <b>\$89.25</b>	Members <b>Free</b>	Members <b>\$89.25</b>
Non-Members <b>\$146.95</b>	Non-Members <b>Free</b>	Non-Members <b>\$146.95</b>
Builders Lien Act: How to Make the Act Work for Your Business (eLearn)	Step Code 3 House: Common Air Barrier Leaks and Mid-Construction Blower Door Test with Davenport Homes + JRG Building Engineering Inc.(Site Tour)	The Next Level of Air Distribution

See page 18 for full Member Education & Training Report

### ACTIVE MEMBERS

**Co-Chair:** Shaun St-Amour, 475 High Performance Products

**Co-Chair:** Keith Lloyd, Business Surgeon

Lynn Harrison, Harrison Marketing Resources

Mike Cairns, Innotech Windows + Doors

Steve Kemp, Kemp Construction

Bobby Purba, By Design Construction

Larry Clay, Clay Construction

Tony Scaffeo, The Business Surgeon Consultancy

Cynthia Moran, BC Housing

Stephanie Yen, FortisBC

Mike Freedman, Audio Insider

Vanessa Swanson, HAVAN

**Staff Representative:** Wendy McNeil, HAVAN



# SUPPLIERS COUNCIL

## GOALS / ACHIEVEMENTS

The HAVAN Suppliers Council represents members that provide products and services that are not a builder or renovator. The focus is to help supplier members be better suppliers and support each other to expand their business. By adding value, it creates and strengthens relationships between members while supporting the builder and renovator members. Council meetings attract a wide-ranging group of suppliers.

In the 2020-2021 season, the Suppliers Council undertook several initiatives.

- **Council Meetings.** The Suppliers Council meets monthly (usually on the 3rd Wednesday of each month), virtually due to COVID-19. The attendees are getting extreme value as there is a constant attendance of over 20+ members each meeting. The meeting includes a main presentation from a supplier member and then a 5-minute presentation from two other supplier members. In addition, there is discussion of challenges and assistance along with a breakout period of groups of 5 members per group that can get to know each other better and network. In addition, there is a WhatsApp group that members ask for help, support, and get recommendations.
- **Seminars.** There were 5 complimentary seminars hosted by Ted Lau from *Ballistic Arts* that focused on "Digital marketing when you don't have a budget that included tips and tricks". There were 3 seminars specific for suppliers and 1 seminar for builders and another one for renovators. Also, we hosted a virtual seminar with Impact Recruiting on "How to Attract Talent in 2021".
- **Construction Social (for HAVAN Members)** is an informal, networking event focused on building relationships between HAVAN members. There were 4 events held virtually and 2 events in person held at *DOS Design Group*.

## ACTIVE MEMBERS

**Chair:** Alisa Aragon-Lloyd, *Bridgestone Financing Pros*

**Vice Chair:** Chelsea Julian, *Upper Canada Forest Products*

**Secretary:** Simone Sunderland, *Green Sheet Construction Data*

Keith Lloyd, *The Business Surgeon Consultancy*

Reza Kamrani, *Federated Insurance*

Susan Collins, *SMC Interior Design*

Lindsay Gallo, *Martin Knowles Photo/Media*

Toula Favreau, *Acanthus Interiors*

John Alley, *Custom Building Products*

Shaun St-Amour, *475 High Performance Building Supply*

Tom Bremner, *Castle Builder Financing*

Gavin Sidhu, *Uppal Building Supplies*

Chantelle Kennedy, *Pacific Art Stone*

Jacquie McBain, *Go To Promotions*

Mindy Tulsi-Ingram, *Green & Green Gifts with Flair*

Kavian Iranzad, *Virtual Image & Animation*

Randy Hnatko, *Trainwest*

Kris Johnson, *BRAND-IT PRINT & PROMO*

Joanna Theodoropoulos, *Atria Designs*

Justine Diersch, *Starline Windows*

• **Construction Mingle (for HAVAN Members and Non-Members)** is event focused on networking to build relationship between HAVAN members and is also open to the wider community of non HAVAN members. There were 4 events held virtually and has continued to attract about 10 people per meeting.

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.

We encourage every member that provides products or services and are not a builder or renovator to attend the meetings whether you are a long-term member, or you have recently joined HAVAN. We continue to build stronger relationships which has resulted in more business with members.

- Submitted by Alisa Aragon-Lloyd (Chair)

Tim Joyce, *Kitchen Art Design*

Barb Silverthorn, *Capture Energy*

Joe Phillips, *Surrey Digital*

Ronnie Canlas, *Serac Studios*

**Staff Representative:** Renée Auer, *HAVAN*

# MARKETING & COMMUNICATIONS COMMITTEE

## GOALS / ACHIEVEMENTS

### The Marketing and Communications committee's mandate is to:

- Grow HAVAN membership through the multi-facet approach of visibility in the marketplace as a respected resource for education, information and building industry suppliers and trades, a resource for building industry information and education and a meeting place for building industry peers to connect
- Create real tangible value for both the membership and public. Build this value through marketing, visibility and progressive initiatives in education, awareness and building industry advocacy
- Build HAVAN brand awareness in the marketplace as a repository for consumers to find information and qualified dedicated builder professionals
- Drive business to member companies
- Be a leader in researching and implementing new communication technologies and forms of delivering information and user experience
- Encourage collaboration, participation and engagement within committees, councils and HAVAN members
- Refer to member feedback for refinement of communication systems, offers, events and initiatives

### 2021 Highlights:

- Second season of Measure Twice, Cut Once aired. Over 5,000 downloads
- Tech Talks - video series in production to launch 2022

## ACTIVE MEMBERS

**Co-Chair:** Ralph Belisle, *TQ Construction*

**Co-Chair:** Michael Marsland-Root, *Red Five Design*

Lynn Harrison, *Harrison Marketing Resources*

Blake Ponuick, *Baka Communications*

Cheri Stefanucci, *Abstract Homes and Renovations Inc.*

Matt Senf, *Sasen Homes*

Sarah Antonich, *My House Design/Build Team*

Nick Petrie, *DOS Design Group*

Deanne Millington, *Infinity Group*

Tim Joyce, *Kitchen Art Design*

David Martin, *RSC Renovation Science Corp*

Laura Anzulovich, *Boffo*

Wendy McNeil, *HAVAN*

Sonali Rayas, *HAVAN*

Vanessa Swanson, *HAVAN*

**Staff Representative:** Dawn Sondergaard, *HAVAN*

- Virtual Parade of Homes - 17 homes showcased online over 7 days
- 2nd Virtual HAVAN Awards for Housing Excellence
- New CRM launching this coming November
- B2B - supporting education with series of video content, promoting education in preparation for mandated BC Energy Step Code 3
- Consumer Video (grant supported) - educating homeowners on high performance homes
- Membership LinkedIn Campaign - driving awareness of member benefits
- Instagram Campaign to drive engagement and follower growth up by 79%
- Refinement and streamlining of select website pages for better user experience

- Submitted by Michael Marsland-Root (Co-Chair)



## UNDER-40 COMMITTEE

### GOALS / ACHIEVEMENTS

As we navigated another year of Covid, planning in-person events, that never came to fruition, our U40 committee has focused on our Online Mentorship series in 2020-2021.

We had the pleasure of hearing from mentors such as; Eric Lee from *VictorEric Design Group*, Nick Bray, *Nick Bray Architecture*, Chris Hill, *B Collective Homes Inc*, myself Katerina Vastardis of *Designs by KS*, Dan Glavind, *Dick's Lumber*, Kevin Hatch, *Twin Lions Contracting*. Many interesting topics have been discussed, from sales, to networks to growing a small business.

We also put an interactive panel together with: Ralph Belisle, Henri Belisle of *TQ Construction*, and Keith Lloyd of *The Business Surgeon Consultancy* covering the topic Transitioning into Leadership.

Our group continued to pull together to discuss and to help one another navigate through this complex time. As the year passed, and situations became more predictable, we finally met in-person once again, what a feeling! The most exciting, ongoing task has been to plan for our first in-person event, for when that time comes. The committee's goal continues to be centered around building positive connections within the industry, bringing rising stars into HAVAN's sphere of influence, and adding value to HAVAN membership.

The U40 Committee aims to continue to gather for small intimate gatherings in-person or online, where we learn and grow from one another. We will explore new opportunities to collaborate with other committees, to foster inclusion and sharing of resources.

- Submitted by Katerina Vastardis, Committee Chair

### ACTIVE MEMBERS

**Chair:** Katerina Vastardis, *Designs by KS*

**Vice Chair:** Kyle Darvasi, *Mira Floors*

**Vice Chair:** Adam Torris, *Centra Windows*

**Vice Chair:** Ryan Wiebe, *Monarch Floors*

Henri Belisle, *TQ Construction*

Mike Cairns, *Innotech Windows + Doors*

Greg Baarts, *Grenor Homes*

Jennifer Gunson, *Euro Canadian Construction*

Shawn Moran, *Pure Image Technology*

Silvie Pantsios, *Designs by KS*

Jerry Pol, *Caliber Projects*

Nishin Handa, *Hansal Development*

Shane Smith, *Bode Canada*

Brandon Smith, *New Vision Projects*

Andrew Kennedy, *Kennedy Construction*

Arman Mottaghi, *Lambda Science*

Vanessa Pfannenschmidt, *Diamondback Enterprise Group*

Hailey Hume, *Designs by KS*

Zaneta Lo, *Designs by KS*

**Staff Representative:** Vanessa Swanson, *HAVAN*

# WOMEN'S COUNCIL

## GOALS / ACHIEVEMENTS

**Goals:** Engage, Encourage and Empower Women in the residential construction industry

### Major Activities:

Joining the Executive Council Members are Jennifer O'Bray as the new Secretary, Justine Diersch as the new Sponsorship Coordinator and Candace Basi as the new Coordinator for the Cafe Series.

### Café Series:

During the year we continued to hold our café series virtually on a number of inspiration topics which included, "My Early Days in Construction", "Women in Trades", "Stories that Break Glass Ceilings" and "Choosing Construction". Our panelists were engaging and inspirational, and sparked conversation and topics for future café series and initiatives which include encouraging women to choose construction early on and how companies can keep women in the field.

We switched to a new platform, Socio, halfway through the year which allows for better virtual networking and a cleaner presentation. We plan on hosting a café series 4 times per year and have a number of topics in the works. For the 2022 year, the Women's Council will transition to hosting a certain number of Cafe Series events in person, in addition to hosting events on the Socio platform.

### Industry Tours:

The Covid-19 pandemic created many restrictions and uncertainties for in person events. We have explored options for virtual industry tours as well as using the proceeds from the events to support a scholarship program. Given the current provincial regulation, we determined an outdoor construction site tour would align our members' and the host's interest while ensuring all health guidelines are followed.

## EXECUTIVE COMMITTEE

**Chair:** Laurel James, *Novell Design Build*

**Vice Chair:** Meredith Yuen, *Marino General Contracting*

**Secretary:** Jennifer O'Bray, *Oris Consulting Ltd.*

Dani Ferenc, *Alabaster Homes* (Cafe Lead)

Candace Basi, *Greenleaf Electrical Group* (Cafe Administrator)

Ramneet Basraon, *Ikonik Homes* (Career Expo Lead)

Christabelle Zhang, *RBC* (Industry Tour Lead)

Nishin Handa, *Hansal Development* (Scholarship Lead)

Reza Kamrani, *Federated Insurance* (Career Expo Corporate Sponsorship)

Shawna Binns, *My House Design/Build Team* (Career Expo Schools Liaison)

Vanessa Pfannenschmidt, *Diamondback Group* (Career Expo Secretary & Concierge)

**Staff Representative:** Carolyn Beale & Dawn Sondergaard, *HAVAN*

Our upcoming tour in October will be held at Alabaster Homes where the host can showcase its multi-family construction project and introduce various construction roles to the audience.

Going forward we aim to host one outdoor tour in the fall and one indoor tour in the spring each year. For spring 2022 we are in contact with the High Performance Building Lab at BCIT for a tour focusing on Zero Energy Buildings.

**Career Expo:**

The Women's Council Executive team, along with many volunteers were working towards a virtual career expo event for Oct 2021, however we have postponed it to next year. Currently working on getting funding from CHBA BC to make this a larger/successful event. We started marketing for this event at this year's Golf Tournament!

**The Art of Leadership for Women:**

2020 events were cancelled due to COVID. Currently waiting on new dates for late 2021 and 2022 to plan attendance.

**Scholarship:**

This new initiative is in the 'board approval' phase, with our proposal submitted to the board as of September 16, 2021. Our goal is to provide material access for young women to the construction industry. We will do so by raising \$2,000 annually through attendance fees for events held by the Council. We aim to provide the first scholarship in June 2022, the end of the current school year. A recent achievement was securing Burnaby South Secondary School as the recipient of our first ever scholarship initiative.

# DESIGNERS COUNCIL

## GOALS / ACHIEVEMENTS

The Designers Council formed early in 2021 received lots of support and interest from HAVAN Designer members of all disciplines - Architecture, Interior Design, Landscape Design, Kitchen + Bath Design, and Decoration.

The purpose of the Designers Council is to identify, research and address issues related to designers working on part 9 buildings.

The Designers Council elected its Council, which consists of a Chair, Vice Chair and Secretary and members at large, consisting of principals of HAVAN designer companies.

Over the past year, the Council has worked on defining its Terms of Reference which includes 4 pillars:

- **Education + Training**

GOAL: Develop education and training for both consumers, contractors, and design industry on the value of good design.

- **Mentorship**

GOAL: identify and profile HAVAN mentors to share experiences, challenges and wisdom with the designer members at large, with opportunities to meet within smaller relevant groups, to support skill building, and advancement within the industry.

- **Advocacy**

GOAL: Review topics that affect the business of design, and advocate for HAVAN's designer members.

- **Networking**

## EXECUTIVE COMMITTEE

**Chair:** Sarah Gallop, *Sarah Gallop Design Inc.*

**Vice Chair:** Giovanna Averill, *Giovanna Averill Interiors*

**Secretary:** Shira Rosenberg & Nick Petrie, *DOS Design Group*

**Staff Representative:** Dawn Sondergaard, *HAVAN*



GOAL: Provide opportunities for HAVAN designer members to engage principals of HAVAN Designer Companies in business related discussions and offer a community of support. It will also work to establish larger adhoc events to be open to designers of all HAVAN members.

#### **What Members Want**

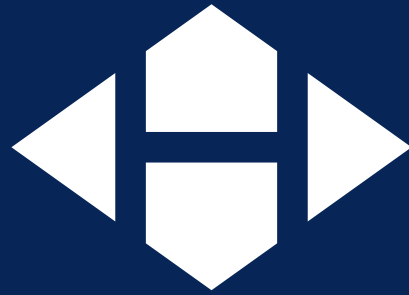
The Designers Council developed and conducted a poll that was circulated to the Designer members of HAVAN to help determine what the designers are looking to accomplish and to identify interest from this community on ideas being discussed amongst the council. Feedback is being used to form ongoing initiatives.

#### **Upcoming Initiatives**

The Designers Council is working to create a communication tool to help identify the different types of designer roles, to assist builders and consumers on choosing the right professional, relative to the scope of their project.

The Designers Council is looking to host its first networking event with an online mixer format to be held in the late Fall of 2021.

*- Submitted by Sarah Gallop, RID, Director of Design, Sarah Gallop Design Inc (Chair)*



**HAVAN**

Homebuilders Association Vancouver