



HAVAN

Homebuilders Association Vancouver

ANNUAL REPORT 2021-2022

**Trusted.
Local.
Homebuilders.**



2022 YEAR IN REVIEW

MEMBERSHIP

 **1,100** MEMBERS

SOCIAL MEDIA

 **4,700** FOLLOWERS

 **5,594** FOLLOWERS

 **332** SUBSCRIBERS

 **3,265** FOLLOWERS

 **8,878** FOLLOWERS

EDUCATION & TRAINING

400 WEBINAR ATTENDEES

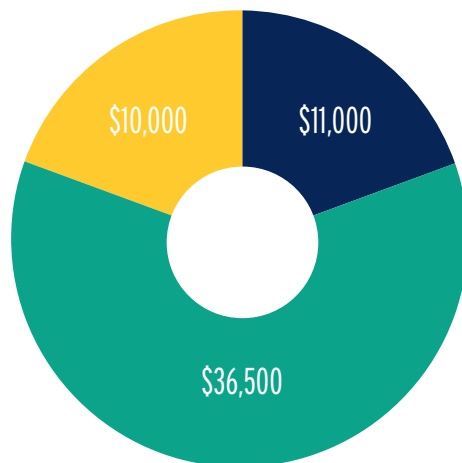
18 LIVE COURSES

91 eLEARN COURSES

970 eLEARN STUDENTS



GIVING



\$57,500 IN DONATIONS 

 **\$11,000** RAISED FOR CHRISTMAS BUREAUS
VIA COATS FOR KIDS

 **\$36,500** 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



3 GR REPORTS

34 DLC MEETINGS

EMAIL & WEBSITE

4 WKLY EMAILS TO **4,760** PPL

 **17,590** WEB PAGEVIEWS
AVG PER MONTH

EVENTS



35 MEMBER EVENTS

3 CONSUMER EVENTS

PODCAST



8,000 DOWNLOADS

42 GUESTS OVER 3 SEASONS

HAVAN AWARDS FOR HOUSING EXCELLENCE



371 ENTRIES SUBMITTED

30 MEDIA PUBLICATION FEATURES

LETTER FROM THE CHAIR & CEO

On behalf of our Board of Directors, congratulations to all our members and staff on a successful re-emergence from Covid-19. It has been an honour to be the Board Chair of the Homebuilders Association of Vancouver (HAVAN) in 2022.

I would like to personally acknowledge and thank the staff at HAVAN for their tremendous resilience, dedication and perseverance throughout the last two years of this pandemic. Like many of us, they have endured much and have been required to pivot and adapt at a moment's notice. All the while, their commitment to the 1,100 plus members has been unwavering and seemingly unaffected.

Did you know that in the Metro Vancouver Region, residential construction employs over 107,000 people while contributing over \$7 billion towards wages? That's right! You are not only building and renovating beautiful, high-performance homes; you are also responsible for one of BC's biggest economic engines. This is truly outstanding.

The loosening of restrictions in 2022 cleared the way for a return of in-person events such as Legends of Housing, Municipal Dinner, Members Expo, the HAVAN Awards for Housing Excellence, Buildex, networking events, strategic planning sessions, board and committee meetings, among others. As your Chair, I was fortunate to participate in most of these activities and thoroughly



RANDY CHIN
CHAIR, HAVAN



RON RAPP
CEO, HAVAN

enjoyed reconnecting and meeting many of our members. Members Expo on June 8 successfully saw the return to the Hard Rock Theatre, and saw supplier members displaying their products and services, and was attended by 500 members.

Our feature event, the HAVAN Awards was held April 30 at the JW Marriottt Parq Hotel where we saw over 500 guests attend this first in-person celebration in two years. The energy was great and all comments heard from members and guests were very positive. 61 Awards were distributed to 33 winners. We were very pleased to have the AG and Minister of Housing David Eby in attendance and he provided some well received remarks.

The Fall Classic Golf Tournament in September returned to its normal "shotgun" format at Swaneset Bay Resort & Country Club, hosting 292 golfers and 30 volunteers plus staff. It should be noted that the tournament's Live and Silent Auction raised \$10,000 to fund four scholarships to be awarded to students in the BCIT trades education program.

The annual Coats for Kids campaign warmed the hearts of people in many ways, including the raising of \$11,000. We are also proud that our team of 36 HAVAN Heroes who rappelled down a 28-storey building in Metrotown Burnaby raising \$36,500 for Easter Seals of BC and Yukon, bringing our total raised over the past four years to \$136,500. I was thrilled to participate and

rappel in this year's version.

In advance of this year's municipal elections, the HAVAN team have launched our "Bringing it Home" Campaign. GR staff are engaging with candidates across the lower mainland to provide customized housing data, and to garner through a survey, their perspectives on housing in their community. The campaign is intended to provide members with information and insights to make informed voting choices.

Our education offerings, which moved to an online format during Covid, 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 subscriptions to eLearn courses have reached record highs.

I would like to acknowledge and congratulate Renée Auer, Senior Director Membership & Sales, for her 20 years of dedication and service to the Association. Our gratitude and congratulations as well go to Gary Mertens of Qualico for his service and support as a Board member and who is retiring from the HAVAN Board at the end of this term.

I have thoroughly enjoyed my tenure as HAVAN Board Chair, and it has been my honour to serve the members and staff. 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 Dave Deamer of *Polygon Homes*, and I hope he enjoys this role as much as I have. All the best of luck Dave!

Wishing you all continued good health and prosperity!

- Respectfully submitted by,



Randy Chin
RBC Royal Bank
2021-2022 HAVAN Chair



Ron Rapp
Homebuilders Association Vancouver
CEO

2021/22 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 choose 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 2021/2022 fiscal saw HAVAN welcome 139 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 Members Expo, Fall Classic Golf Tournament, Legends of Housing dinner, Municipal November Dinner, New Member Orientations, Committee Meetings, and HAVAN Awards for Housing Excellence, to name but a few.

- **Connecting with homeowners actively looking to build, buy or renovate homes** via HAVAN's podcast *Measure Twice, Cut Once* (8,000+ downloads), the HAVAN Awards for Housing Excellence, Vancouver Fall Home Show, BC Home & Garden Show, HAVAN Home Design & Reno Show, and Homebuying Masterclass Video Series.

- Despite lingering effects of the pandemic, **371 entries were submitted into the 2022 HAVAN Awards for Housing Excellence**, who took advantage of this 12-month marketing program, with 8 multi-page media features and year-round media opportunities, supported by consumer outreach events.

- **Supporting charities and community initiatives** through donations and volunteer efforts, including: Easter Seals Drop Zone (\$36,500), Coats for Kids (\$11,000), BCIT Scholarships to the School of Construction and the Environment (\$10,000).

- **Advocating and successfully implementing positive industry change** on issues including: quarterly reports featuring topics of concern including: 'Are We Building Enough Housing Supply', 'Bringing It Home' municipal election coverage, and outreach to industry supply chain issues including response to the concrete strike and the immediate and real impact on the industry's ability to break ground and deliver the required housing. Significant proposed increases to Development Cost Charges in municipalities across the region has been a major focus for the GR Committee. HAVAN has been working jointly with *UDI* and *NAOIP* in raising awareness and alarm in regards to raising costs.

- **Advancing industry knowledge and building excellence** with 18 live webinars and 91 courses on eLearn, totaling almost 170 CPD points - all offered to members at special member rates.

2021/22 EXECUTIVE COMMITTEE & BOARD OF DIRECTORS

EXECUTIVE COMMITTEE

(Also serve on the Board of Directors):

Chair: Randy Chin, RBC Financial Group

First Vice Chair: Dave Deamer,
Polygon Homes Ltd.

Second Vice Chair: Henri Belisle, TQ Construction

Secretary/Treasurer: Chris Mould, MNP LLP

Immediate Past Chair: Robert Griesdale,
Blackfish Homes Ltd.

BOARD OF DIRECTORS

Alisa Aragon-Lloyd, Bridgestone Financing Pros

Andrew Delmonico, Kuhn LLP

Ben Nishi, FortisBC

Dan Glavind, Dick's Lumber & Building Supplies

Garett Wall, Centra Construction Group

Gary Mertens, Qualico Developments (Van) Inc.

Kevin Hatch, Twin Lions Contracting Ltd.

Larry Clay, Clay Construction Inc.

Lynn Harrison, Harrison Marketing Resources

Matt Robinson, Monarch Floor & Window
Coverings

Mark Cooper, Shakespeare Homes and
Renovations Inc.



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 typically meet monthly, pre-determined by each Committee's terms of reference. Contact the staff liaison for details. Cross-Chair Committee Meetings are held in the early summer and winter, to foster communication and resources between groups. Open to Chairs and committee members, it is suggested each committee 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 2021 and June 2022. Discussions this past year focused on committee alignment to help streamline resources, and the review of Terms of Reference. Thank you to the 2021/2022 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	CHAIR(S)	STAFF LIAISON
Custom Home Builders and Renovators Council	Mark Cooper, Shakespeare Homes & Renovations Inc.	Sonali Rayas
Designers Council	Sarah Gallop, SGDI	Dawn Sondergaard
Education & Technical Committee	Shaun St. Amour, Clay Construction Inc. and Keith Lloyd, The Business Surgeon Consultancy	Wendy McNeil
Government Relations Committee	Ryan O'Shea, Miracon Development Inc.	Diana Dilworth
Golf Committee (Sub Committee of the Suppliers Council)	Dan Glavind, Dick's Lumber & Building Supplies	Dawn Sondergaard
HAVAN Awards Task Force (Sub Force of MCC)	n/a	Wendy McNeil
Marketing & Communications Committee	Michael Marsland-Root, Red Five Design	Dawn Sondergaard
Membership Committee	Steve Chandra, Alleylane Homes	Renée Auer
Suppliers Council	Alisa Aragon-Lloyd, Bridgestone Financing Pros	Renée Auer
Technical Committee	Shaun St. Amour, Clay Construction Inc.	Jay Chadha
Women's Council	Laurel James, Novell Design Build	Carolyn Beale
Young Professional Committee	Katerina Vastardis, Designs by KS	Vanessa Swanson



HAVAN STAFF

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



RON RAPP

Chief Executive Officer
3 1/2 Years of Service



RENÉE AUER

Senior Director of Membership
& Sales
20 Years of Service



DIANA DILWORTH

Director of Government
Relations
2 1/2 Years of Service



VANESSA SWANSON

Manager of Online Education
& Marketing
7 Years of Service



JUSTINE NADIA

Events Manager
3 1/2 Years of Service



WENDY McNEIL

Vice President of Marketing
& Education
21 Years of Service



DAWN SONDERGAARD

Senior Director of Marketing
Communications
8 1/2 Years of Service



CAROLYN BEALE

Manager of Membership & Sales
7 1/2 Years of Service



SONALI RAYAS

Brand Manager
4 1/2 Years of Service



SHERI LEMIRE

Office Manager
1/2 Year of Service



JAY CHADHA

Government Relations
Associate
3 1/2 Years of Service



JEANNE TAUFIQ

Marketing Membership
Coordinator Co-op
1/2 Year of Service



MEMBERSHIP FEES

The process of sending the 2022 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 two HAVAN board members on the CHBA board, including Larry Clay, *Clay Construction Inc.*, and Chair; Randy Chin, *RBC*, Local HBA Board Rep, Largest HBAs.

CANADIAN HOME BUILDERS' ASSOCIATION OF BC

HAVAN has three voting members on the CHBA-BC Board of Directors: HAVAN Director Randy Chin, *RBC*, CHBA BC Secretary Treasurer; Robert Griesdale, *Blackfish Homes Ltd.*, and Dave Deamer, *Polygon Homes Ltd.* as Board Directors.

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 *MNP LLP*, noting HAVAN's fiscal year-end is October 31, 2022.

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

Both meetings are held online for the convenience of members.

HAVAN STRATEGIC PLAN 2022-2024

October 2021 saw the review and execution of a new strategic plan for HAVAN. Bringing together the Board of Directors and staff to review the existing plan in the context of moving forward in a marketplace still recovering from the pandemic, and the associated impacts of global events creating supply chain issues and economic instability nationally focus was placed on continuing to strengthen HAVAN's core values to members through advocacy, education, networking, and consumer brand recognition.

2022/24 STRATEGIC PLAN

PURPOSE:

We are a trusted resource to affect evolution in the residential construction industry and our communities.

We connect, advocate, provide expertise, and educate.

VISION:

"To be recognized as the trusted resource for the residential construction industry."

NETWORKING & EVENTS	GOVERNMENT RELATIONS	EDUCATION & TRAINING	PUBLIC ENGAGEMENT	MEMBERSHIP	PEOPLE & CULTURE	GOVERNANCE
<p>Statement of Intent: Streamline, evaluate, and elevate our events in support of our strategic initiatives.</p> <p>Tactics</p> <ul style="list-style-type: none"> • Establish metrics on which events can be evaluated (Financial, or other) • Evaluation • Streamline and collaborate between committees to see if there is overlap that impacts the metrics • Develop strategies to elevate key events and shifting them from 'good' to 'great' 	<p>Statement of Intent: Build mutually beneficial relationships with metro Vancouver's elected officials and staff.</p> <p>Tactics</p> <ul style="list-style-type: none"> • Influence and respond to policy changes • Provide education through webinar and publications • Track stats (e.g. step code implementation) to monitor industry trends • Connect City Halls with builders • Raise awareness on Government-imposed charges and their impact on affordability • Raise awareness and support for DAPR recommendations • Invite city staff and officials to events, find new ways to connect with them 	<p>Statement of Intent: To adapt our education offering to meet the changing needs of our industry.</p> <p>Tactics</p> <ul style="list-style-type: none"> • Conduct audit of current course library • Link new courses to changing needs • Survey members to determine changing needs for education • Leverage current online courses and re-package them to attract new attendees • Utilize video more for online education and explore opportunities for sponsored content • Seek out expertise to deliver courses • Explore pricing for non-members 	<p>Statement of Intent: To raise the level of public engagement and awareness in the areas of housing affordability, innovation, housing choice, and climate responsibility.</p> <p>Tactics</p> <ul style="list-style-type: none"> • Collaboration between Government Relations and Marketing • Brand awareness and raising trust in the association • Clearly defining issues at hand for clear communication, impact on homeowners • Get media on board or recruit an ambassador for endorsement (strategic social media engagement / strategic alliances) 	<p>Statement of Intent: To pursue and engage members who influence and add value to the association and industry.</p> <p>Tactics</p> <ul style="list-style-type: none"> • Identify non-members and influencers, determine what their needs are, and pursue them with components like better education, building code awareness, succession planning... • Attract them to come on board • Seek out opportunities to showcase influencer members • Recognize involved and engaged members 	<p>Statement of Intent: To ensure the HAVAN team and culture is prepared to take on the future.</p> <p>Tactics</p> <ul style="list-style-type: none"> • Audit current documentation and policies • Staff engagement: modernizing and understand how to retain staff, career advancements, and succession planning 	<p>Considerations:</p> <ul style="list-style-type: none"> • Understand what are the best practices • Terms of References • Committee Structure • Liability • Code of Ethics

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.

2021/2022 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).

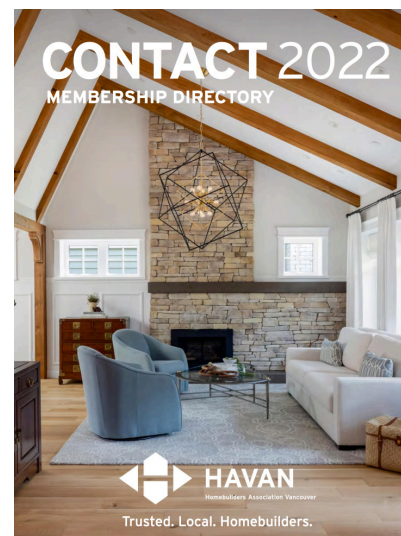
Visit havan.ca/affinity-program for further details.

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 2022, continues to be a highly sought after resource for homeowners and industry alike. The Home Shows were reinstated in the fall of 2021 with the lifting of pandemic restrictions. 9,000 copies were successfully distributed via HAVAN's Ask The Expert Information Kiosks at the Vancouver Fall Home Show, the BC Home & Garden Show, and HAVAN's Home Design & Reno Show, all sponsored by Trail Appliances. Members' retail distribution outlets included *Cloverdale Paint*, *Dick's Lumber and Building Supplies*, *Pacific Rim Cabinets*, *Cooper Equipment Rentals*, *Cooper Equipment Rentals*, and *UPPAL Building Supplies*.

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



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 directory is designed to reflect the four major membership groups: Builders, Renovators, Designers, and Products/Services.

Spring 2022 saw the upgrade of HAVAN's contact relationship management (CRM) system, providing members with a more intuitive platform to build out a dedicated webpage with a robust directory listing. In addition to the improved directory, members now have the means to update their dedicated webpage listing, connect online with other members, post a job offering, request information such as a HAVAN logo or past invoice, or register for an event or education offering with ease. Reviews from members to date have been very positive.

With the addition of the new CRM, HAVAN's Co-op student worked tirelessly to populate the majority of the builder, renovator and designer listings to ensure a strong visual platform for industry and homeowners looking to connect with our members. If you have yet to log in and update your account, follow this link: <https://members.havan.ca/MIC/>

The strength of HAVAN's website 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. The success of 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.

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 development of enhanced and interactive pages including HAVAN's Masterclass web series, GR's Bringing it Home Campaign, and the Women's Council Career Expo page.

ONLINE ADVERTISING

[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. (10,476 average sessions per month).

The online [Find a Career Page](#) is available to members via paid listings and is actively searched. Simply access and post details via your CRM HUB. Log in via: <https://members.havan.ca/MIC/>

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 and align their brands, endorsed by HAVAN. This past year we saw a wide variety of member companies getting involved 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 2021/2022 sponsors for staying the course with HAVAN as the market continues to re-establish itself post-pandemic.

MEMBER EVENTS



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

Municipal Dinner Meeting

November 3, 2021

Sold out event, with 20 elected officials in attendance, special guest speaker Mayor Linda Buchanan, City of North Vancouver, provided members with insight to making the City of North Vancouver the 'Healthiest Small City in the World'. Milestones, Rooftopper Awards and Leadership Awards were presented, along with recognition of HAVAN Heroes fundraising initiatives.

HAVAN Awards Gala

April 30, 2022

The HAVAN Awards for Housing Excellence was brought back in all its glory with the lifting of pandemic restrictions. Live at the Parq Hotel, 500 guests enjoyed an evening packed with entertainment, including wine fairies and live entertainment, with presenting sponsor, *FortisBC*. Special guests in attendance included the Honorable David Eby, Attorney General, and Minister of Housing.

Fall Classic Golf Tournament

September 7, 2022

Selling out in 2 days, 292 golfers, 60 sponsors, and 30 volunteers enjoyed the 24th annual Fall Classic Golf Tournament at Swaneset Bay Resort & Country Club with presenting sponsor *BAKA Communications*. Excited to be hosting a shotgun format and full banquet sponsored by *Vesta Properties*, a Live auction emceed by Marco Iannuzzi, and silent auction online, was held in support of the BCIT Centra Cares Scholarships. *Miracon Developments'* team took home the coveted Gary Santini Fall Classic Trophy.

HAVAN Awards Finalist Event

March 16, 2022

HAVAN Awards Finalists' Reveal party saw the 2022 entrants on the silver screen at Cineplex, Coquitlam. Over 200 star-studded attendees enjoyed an evening of networking, Tacofino food trucks and beverages, a trivia game with *Pacific Art Stone*, and the latest, greatest Batman Movie premiere, compliments of *Ballistic Arts*.

Legends of Housing

May 17, 2022

Pushed to a later date as Covid restrictions were lifting, and to allow for an in-person event, the 2022 Legends Dinner was held once again at the Delta Hotel, Burnaby. Guest speakers included Rick Ilich, CEO, *Townline Homes*, Robyn Adamache, Manager, Multi Unit Client Relations, *CMHC*, and Peter Wood, Sales Director Canada, *Weyerhaeuser* EWP Division. The moderator was Kirk LaPointe, *BIV* Publisher/Editor-in-Chief.

Annual Election Meeting

October 5, 2022

2022 Annual Election Meeting is being held online, with the proposed Slate of Officers for 2022/2023 up for membership approval.

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.

Annual General Meeting

April 6, 2022

The 2022 AGM was conducted online. The agenda included HAVAN's audited 2021-22 financial statements, approved by the auditors. Recipients of HAVAN's BCIT Scholarship program, sponsored in part by Centra Cares, were also announced.

Members Expo

June 8, 2022

After a 2-year hiatus, HAVAN was thrilled to bring back the Members Expo for its 15th year. With 75 exhibitors and over 500 guests, members gathered at the Hard Rock Casino for premier networking, prizes, and food.

Summer Social

July 13, 2022

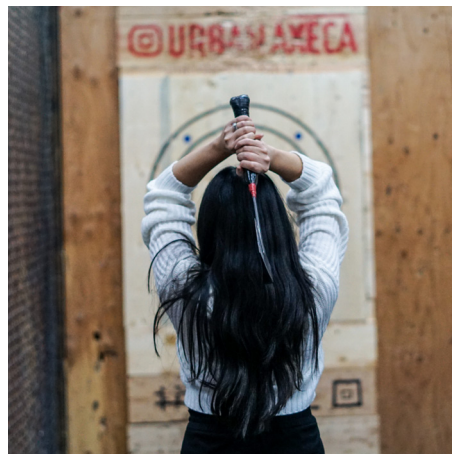
At the 2022 Summer Social, presented by *Airtight Solutions Inc.*, and hosted by the Young Professional Committee, members gathered on a sunny rooftop with panoramic Vancouver views for five rounds of whiskey tasting, food, and member connections.

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.

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



CONSUMER OUTREACH

HAVAN's Marketing and Communications Department, supported by the MCC Committee, continues to adapt events and initiatives to promote members' award-winning work online and in-person, with the HAVAN Awards of Housing Excellence forming the foundation of all consumer outreach programs. This past year, HAVAN welcomed back the Home Design & Reno Show at VanDusen Garden. Vancouver's Fall Home Show and the BC Home and Garden Show were also re-instated as restrictions were lifted. The success of HAVAN's online initiatives, highlighted by the podcast *Measure Twice, Cut Once*, have proven to be so successful they will be carried on, as people have become accustomed to interacting online.



Measure Twice, Cut Once Podcast

2022

Season three launched in the early spring of 2022 and explored the concept of healthy homes and improving the health benefits of the homes being built above code. Season 4 launching October 4 is following the Burden family through a real-time renovation. Co-hosts Mike and Jennifer-Lee interviewed 21 members and guests, over 17 episodes in 2022 for a combined total of 8,000 downloads over the first three seasons. www.havan.ca/measuretwiccutonce

Home Shows

October 2021, March 2022, April 2022

Excitement built as we returned to the first in-person Home Show since the onset of the pandemic. HAVAN sponsored the Information Kiosk to showcase our Ask the Experts and HAVAN brands, in partnership with Trail Appliances, and to distribute CONTACT 2021 and CONTACT 2022 directories while providing 10 expert members access to the show at a fraction of the cost. The Spring Show featured our living 'knight in shining armour' directly related to the online high-performance home advertising campaign, helping to further build awareness for the importance (and benefits to) building above code to BC's Energy Step Code levels.

Homebuying Masterclass

Spring Fall 2022

Taking a nod from the popular masterclass concept, HAVAN's Homebuying Series was revamped late in 2021. Content is focused on empowering consumers with the knowledge and resources they need to make an informed decision when buying their first home. Content is delivered in a personal storytelling format, similar to the popular Masterclass programs, with our guest speakers sharing their personal home buying journeys. The first series delivered over 100,000 impressions with 2,000 clicks with the fall series releasing mid October 2022.

Online & Print Media Consumer Outreach

Social engagement continues to drive awareness of HAVAN as a recognizable brand when looking to source trusted, local, homebuilders. Growth in followers and increased engagement continues to be a focus across all channels including Facebook, Instagram, Twitter, and LinkedIn, with the addition of Pinterest and TikTok. HAVAN continues to work with media partners to publish articles highlighting members' projects, noting the HAVAN Awards dominates our coverage.

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 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 36 HAVAN members did! Leaping off a 28-storey Metrotown Office Tower in Burnaby helped to generate **\$36,500** in support of Easter Seals working to help kids of all abilities! Amazing heroic efforts! Teamwork 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 6. Valued at **\$10,000**, funds were raised at the Fall Classic Golf Tournament.

Coats for Kids saw 44 members with 54 drop-off locations across 13 Metro Vancouver municipalities collecting coats and toys in support of the *Lower Mainland and Surrey Christmas Bureaus*, helping vulnerable families in need throughout the year. The annual wrap up party was reinstated at *Trail Appliances* Richmond. In addition to providing coats and outerwear, sponsoring companies and participating members collected **\$11,000** in cash donations to help make Christmas a little brighter.



GOVERNMENT RELATIONS

The Government Relations Department, alongside the GR Committee, restructured its format earlier in the year and established a number of sub-committees to address issues on a more focused basis. The membership committed to a high level of engagement and attendance at the ten meetings that were held. The committee assumed leadership of HAVAN's Annual Municipal Dinner (held in November) and the Legends of Housing Dinner (held in May). Committee members are enthusiastic in the planning of these events and look forward to a high level of participation of local elected officials.

Of particular concern to committee members is the significant proposed increases to Development Cost Charges in municipalities across the region. HAVAN has been working jointly with UDI and NAOIP in raising awareness and alarm in regards to raising costs.

Government relations staff strive to broadly represent our membership and participate on committees and boards as follows:

- CHBA BC Government Relations Committee
- Real Estate Board of Greater Vancouver Government Relations Committee
- BC Energy Step Code Council
- Provincial Development Process Review (DAPR) Technical Committee
- Provincial Development Financing Review Committee (DFRC)

HIGHLIGHTS:

Publication of Research Reports

- What Goes Into the Cost of a Production Home in Metro Vancouver (Dec 2021)
- Are We Building Enough Housing Supply in Metro Vancouver (May 2022)

Bringing it Home Election Campaign

- With 2022 municipal elections being held in October, HAVAN's campaign was created to inform and engage municipal candidates across Metro Vancouver and to advocate on behalf of its members.
- A 5-Minute/5-Question Survey was distributed to candidates across the region and results will be shared in the first two weeks of October.
- Customized housing data was compiled for each municipality and shared with candidates.

Conference Attendance

Government Relations staff attended the Lower Mainland Local Government Association (LMLGA) conference in May and the Union of BC Municipalities (UBCM) convention in September to promote HAVAN, connect with elected officials and to distribute copies of research reports and Bringing it Home campaign materials.



MEMBER EDUCATION & TRAINING

HAVAN is an advocate for continuing education and is a key pillar of service and value to members. The recently rebranded Education and Technical (E&T) Committee's mandate is to develop and present courses to meet the changing professional development needs of members. Subject-matter experts are sourced from our membership, as well as national and international thought leaders, providing access to a wide selection of in-person and online informal training seminars that meet *BC Housing's* core competency requirements and assist members with the many facets of their business development.

HAVAN has six different streams of educational offerings:

1. **Builders' Breakfast Series (BBS)** is a two-hour session focused on building science, high-performance strategies, construction technology and municipal updates. Members can purchase BBS 10-packs in January, offering all 10 BBS sessions at a reduced rate plus additional benefits such as complimentary team registrations and access to seminars at a preferred rate.
2. **Builders in the Boardroom (BIB)** is a two- to three-hour seminar that typically focuses on business management, marketing and sales, and other non-building science topics.
3. **HAVANx** is a new one-hour webinar series and provides a platform for members with industry content that otherwise would not meet the longer duration or themes of BBS or BIB.
4. **Building Better Buildings (BBB)** are half- to full-day seminars, with a focus on building science/high-performance building.
5. **eLearn** is HAVAN's online learning platform that offers more than 90 on-demand webinars, most of which are CPD approved. Content also includes complimentary workshops, high-performance home site tour videos, and more.
6. **Mandatory Step Code education** is a new education requirement that BC Housing requires general contractors to complete to ensure industry competency in the Energy Step Code, coming into effect with licenses expiring September 20, 2022. Builders will have two years to complete the 8 required modules. HAVAN has two sessions approved as part of this mandatory step code training with more to come in the future.



QUICK STATS

- HAVAN has presented 18 educational sessions: 10 BBS, 4 HAVANx webinars, 2 in-person seminars, 2 BIB sessions and produced 1 site tour video.
- As of September 30, HAVAN had more than 400 people attend its seminars.
- eLearn features 91 paid and free courses with 10 added this year. It has 970 users, 92 of whom joined this past year. Year over year (August) eLearn has seen a 20% growth in course sales.

EDUCATION HIGHLIGHTS

- Brought the Technical Committee into the Education Committee and rebranded as the Education and Technical Committee.
- Launched HAVANx webinar series.
- eLearn has seen a growth of 20% this year
- Partnered with BC Housing and NRCan to present the LEEP for Renovations seminar.
- BC Housing approved two of HAVAN's courses as equivalent education for its mandatory Energy Step Code education.
- HAVAN produced an Energy Step Code 3 video featuring a production-built home as a complimentary resource for builders.
- Delivering two courses to support HAVAN's Women's Council's Career Expo and the exhibitors - one on accessing construction grants, and the other is a collaboration with Builders Code to help employers build a workplace culture that is inclusive, diverse, and equal.

AWARDS RECOGNITION

We put you in the media spotlight!

HAVAN AWARDS FOR HOUSING EXCELLENCE

Building on 12 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 with the most extensive media exposure in our industry.

An impressive 371 entries were submitted into 61 categories this year, from spectacular home renovations and custom homes to luxurious condominiums and family-oriented townhomes. The spectrum of home types and values suited for all consumer preferences highlighted our members' significant impact on the growth and development of much-needed housing in our region.

In a transitional year where Covid restrictions were slowly easing, the HAVAN Awards Finalists' Reveal cautiously returned to an in-person event, themed *Night at the Movies*, recognizing members' achievements on the silver screen, along with a live interactive trivia game and a special screening of the new *Batman* movie. More than 215 people attended.

With the anticipation of an evening of celebration, re-connection, and fun, 500 entrants, sponsors and guests arrived at the JW Marriott Parq Hotel in Vancouver on April 30. Greeted by live music, photo booth, and suspended fairies pouring champagne from the 18-foot ceilings (sponsored by *Pacific Art Stone*), attendees experienced an unforgettable evening. Congratulations to the winners who walked home with a coveted HAVAN Awards trophy.

2022 Grand HAVAN Award Winners:

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

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

Interior Designer of the Year: *Sarah Gallop Design Inc.* (Delta)

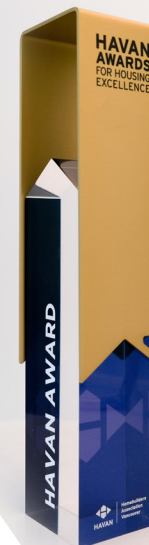
Residential Renovator of the Year: *Best Builders Ltd.* (Delta)

Custom Home Builder of the Year: *Naikoon Contracting Ltd.* (North Vancouver)

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

Multi-Family Home Builder of the Year: *Forge Properties Inc.* (White Rock)

For the full list of finalists and winners, visit www.havan.ca/awards.



Finalists and Winners in the Spotlight:

The HAVAN Awards have attracted incredible attention from media across the region, with many editors leveraging the awards as a source of regular editorial content. The Awards winners and finalists are promoted year-around on HAVAN's social media channels, and sourced for other marketing opportunities such as podcast guests, show speakers, publication features and more. With organic and paid digital campaigns, the Awards utilized its channels for significant exposure for its participants: Pinterest (85,000 impressions, 1,389 clicks), Facebook (winners campaign 400,000) and Instagram (300,000+ impressions).

Thank You to our Sponsors:

HAVAN would like to thank the generous members who sponsored the HAVAN Awards this year, many of whom have been long time supporters. For the 12th 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 *Cosentino*, *E3 Eco Group* and *Trail Appliances*; Digital Marketing Sponsor *Ballistic Arts Media Studios*; Print Sponsor *Minuteman Press*; Bronze Sponsors *Associa British Columbia*, *Cantu Bathrooms and Hardware*, *Dick's Lumber and Building Supplies*, *MNP*; Supporting Sponsors *Federated Insurance*, *BCIT*, *Harris Rebar*; Reception Sponsor *MIRA Floors and Interiors*; Gala Sponsor *Freedom Capital*, Entertainment Sponsor *National Home Warranty*; Audit Sponsor *777 Accounting Systems*; Legal Sponsor *Kuhn LLP*; Media Sponsors *Boulevard Magazine*, *The Vancouver Sun* and *The Province*, *NextHome*, *Western Living*, *Black Press*, and *Glacier Media*.

HAVAN acknowledges the members of the HAVAN Awards Task Force for their time and commitment to make the HAVAN Awards the premier housing awards program it has become, and because of their work, it continues to elevate each year.

The 2023 HAVAN Awards Call for Entries opens October 24, so whether you are considering entering or sponsoring, stay tuned for the launch.

CHBA-BC GEORGIE AWARDS®

The 30th Annual Georgie Awards® Gala returned to a live in-person on June 4, 2022, in Vancouver. HAVAN members captured a stunning 35 of 49 awards, including the Grand Georgie Awards®: Residential Community of the Year (*Vesta Properties* with Associate *Concept to Design*), Grand Georgie Awards®: Custom Home Builder of the Year (*Clay Construction*), Grand Georgie Awards®: Single Family Production Home Builder of the Year (*Vesta Properties* with Associate *Concept to Design*), and Grand Georgie Awards®: Multi-Family Home Builder of the Year (*Vesta Properties*) . [View Winners Here](#)



CHBA NATIONAL AWARDS

The 2022 CHBA National Awards for Housing Excellence, a competition that recognizes excellence in new homes, renovations, community development, and residential marketing across the country, saw more than 800 entries submitted into 48 categories this year. Fourteen of the 48 awards were won by HAVAN members. [View Winners Here](#)



HAVAN LEADERSHIP AWARDS

Every year, HAVAN presents its Leadership Awards to honour members for their service to the association and the homebuilding industry, as nominated by their peers. Congratulations to the recipients!

Chair's Award of Honour: Avtar Johl, *Platinum Group of Companies*, Surrey

Member(s) of the Year:

Mike Freedman, *Audio Insider Technology Design*, Surrey

Jennifer-Lee Gunson, *J-Pod Creations and Euro Canadian Construction Corp.*, Vancouver

Trailblazer Award: Chris Hill, *bCollective*, North Vancouver

Ambassador Award: Blake Ponuick, *BAKA Communications*, Richmond

Volunteer of the Year Award: Faye Bork, *Dick's Lumber & Building Supplies*, Burnaby

HAVAN HERO of the Year: Todd Best, *Best Builders Ltd.*, Delta

Gary Santini Education & Training Award: Nick Bray, *Nick Bray Architecture*, Vancouver

Peter Simpson Award: Gary Mertens, *Foxridge Homes, a Qualico Company*, Surrey

COMMITTEE REPORTS

CUSTOM RENOVATORS & HOMEBUILDERS COUNCIL

GOALS / ACHIEVEMENTS

The Council meets the last Tuesday of each month (except for December, July and August), and currently meets virtually via zoom meetings. 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 2021/2022 year has poised itself as a challenging one being faced with material and labour shortages. One change that is certain, is the importance of business continuity and here at the Custom Renovators and Home Builders 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 Council's growth is a positive indication of the camaraderie and professionalism among the members.

I would like to personally thank the Council leadership and volunteers, who have contributed to the success of the meetings and Council events. I strongly encourage all members to get more involved with the Custom Renovators and Home Builders Council, as this group is one of the only Councils with boots on the ground renovating and building homes. Also, a special thanks to the HAVAN staff who continue to work tirelessly on behalf of our Council members.

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:

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

October 2021 - Randy Chin, *RBC*

November 2021 - Andrew Vanderwoerd, *Walk on Plans* and Austin Qualtrough, *Premier Automation & Design*

January 2022 - Reza Kamrani, *Federated Insurance*

February 2022 - Presentation by *HUB* and *Unbuilders*

March 2022 - Presentation by *Smart Reno*

April 2022 - Presentation by *KCS Heating*

May 2022 - Future of Natural Gas and Rebate programs by *FortisBC*

June 2022 - Beer & Business @ Wildeye Brewery

CONSUMER OUTREACH:

HAVAN Podcast "*Measure Twice, Cut Once*"

Vancouver Fall Home Show

BC Home + Garden Show

Home Design + Reno Show at VanDusen Gardens

CHARITABLE INITIATIVES:

Coats for Kids 2021 - The Renovation Council raised \$3,300 collectively

- Submitted by Mark Cooper, Committee Chair

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. In 2022, the core group has become evident, and has worked to further develop a focus on the Education and Training, and Networking in 2022.

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 member companies.

Over the past year, the Council has worked on further 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.

2022: The Designers Council has added an educational component to all meetings. A schedule and rough framework of speakers was established to bring added value to members and allow suppliers the opportunity to educate the audience. One in-person event was held in May 2022, which had a successful turnout of more than 50. Three in-person meetings are planned for 2023. Events are open to all members. To ensure that the content of the educational component is achieved, the council has developed a questionnaire for potential suppliers to ensure key elements are covered in any presentation. This questionnaire is also used for any online presentations.

ACTIVE MEMBERS

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

Networking GOAL: Provide opportunities for principals of HAVAN designer member companies to engage in business-related discussions with support from the community. It will also work to establish larger ad hoc events to be open to designers of all HAVAN members.

2022: With the introduction of in-person educational events 3 times per year, the Designer's Council has included a networking component to these events to offer the attendants time before and after the structured educational segment for networking + organic discussion.

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

2022: Some updates on the PGA have been provided and discussed amongst the Designers Council, but as the developments on this have been slow, advocacy was determined not to be a key focus of the Council for 2022. Some members have provided feedback on ongoing city issues to the Government Relations team at HAVAN. These items are being discussed and we expect continued updates as required.

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.

2022: In 2021 a survey was developed to gauge the interest in mentorship within the HAVAN Designer membership, and based on the results of the responses the Council decided that this pillar would not be the main focus for 2022.

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.

- Submitted by Sarah Gallop, Committee Chair

EDUCATION & TECHNICAL COMMITTEE

GOALS / ACHIEVEMENTS

HAVAN is an advocate for continuing education and is a key pillar of service and value to members. In 2022, the Education and Training Committee was re-named the Education and Technical (E&T) Committee to better connect with the incredible resources at the Technical Committee, as both have the common goal of sharing knowledge with members and the larger residential construction industry.

The E&T Committee's mandate is to develop and present courses to meet the changing professional development needs of members. Subject-matter experts are sourced from our membership, as well as other thought-leaders, providing access to a wide selection of in-person and online informal training seminars that not only meet *BC Housing's* core competency requirements, but also help members with their businesses.

LIVE | IN-PERSON | havan.ca/upcomingcourses

Courses were primarily virtual this year, which allowed attendees to learn remotely from their home, jobsite or abroad - where it is convenient for them. At a time when labour is limited and the industry is busy, online education is a preferred option for many members. 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.

With Covid restrictions easing, the E&T Committee presented two in-person sessions -- tour at The Peak in Vancouver, a six-storey mixed-use multi-family project with the goal of achieving PassiveHouse certification, and a solar technology workshop.

ACTIVE MEMBERS

Co-Chair: Shaun St-Amour, Clay Construction Inc.

Co-Chair: Keith Lloyd, The Business Surgeon Consultancy

Bobby Purba, By Design Construction

Cindy Moran, BC Housing

Dean Elms, Pacific Home Warranty

Douglas Bennion, Airfoam Industries

Lynn Harrison, Harrison Marketing Resources

Michael Freedman, Audio Insider Technology Design

Mike Cairns, Innotech Window + Doors

Randy Hnatko, Trainwest Management

Steve Kemp, Kemp Construction

Staff Representative: Wendy McNeil, HAVAN

Vanessa Swanson, HAVAN

Live courses presented this fiscal year:

- HAVAN's *In the Lab with BCIT: Reducing Risk of Overheating & Post-Occupancy Acoustic Issues in High-Performance Homes*
- *Step Code 3 is Here: Are You Ready*
- *A Promising "Hybrid Approach" for Cladding Attachment of Fully Exterior Insulated Walls*
- *Empowering Builder Choice with the Integrated Design Process for New Build and Retrofit*
- *Shifting Home Construction, Sustainability and Affordability with BOSS*
- *HAVAN Seminar: The Peak (tour)*
- *Residential Outdoor Spaces: Safety, Systems and Service*
- *Practical Solutions in Addressing Thermal Bridging in Fully Exterior Insulated Buildings*
- *Municipal Update: Connecting Cities + Housing*
- *Solar Technology in Residential Construction*
- *From Marketing to Transacting: Leveraging Tech in the Industry's Changing Digital Landscape*
- *Financing Options for the Construction Industry*
- *How to Create Your Own Digital Action Strategy Plan*
- *How to Protect Your Business & Clients from Cyber Threats*
- *LEEP for Renovations*
- *Accessing Canadian Grants in the Construction Industry (Oct 19, 2022)*
- *Be the Change: Building a Safe Workplace Culture in Residential Construction (Oct 25, 2022)*
- *Mechanical systems (Oct 27, 2022)*

ELEARN | ON DEMAND | elearn.havan.ca

Launched in March 2016, eLearn is HAVAN's online on-demand learning platform, bringing industry a convenient way to access industry information, courses and achieve CPD points beyond the traditional classroom setting. Providing courses ranging from 1 hour to 16 hours, eLearn course content includes recorded live seminars and webinars, site tour educational videos, and topics ranging from high-performance building to digital marketing to construction law. eLearn features 91 paid and free courses with 10 added this year. It has 970 site subscribers, of whom 92 joined this past year. Year over year (August) eLearn has seen a 20% growth in course sales.

ACKNOWLEDGMENTS

HAVAN's robust educational programming success depends on the involvement of members --Committee participation, subject-matter experts, and sponsors. Thank you to all members who have committed their time, resources and expertise to make this year an exceptional year for HAVAN industry education.

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

1. **FortisBC** is a long-standing presenting sponsor for our educational programming and high-performance building videos. Their support has allowed HAVAN to create comprehensive programming that brings in different perspectives, strategies, and topics to members.
2. **BC Housing** is the also a long-term patron sponsor for education, including the Builders' Breakfast Series webinars, and they continue to be an important partner in continuing professional development in the industry.

If you are passionate about education and are interested in getting involved as a committee member, speaker or sponsor, we invite you to connect with us directly or with HAVAN's Education staff liaison, Wendy McNeil.

- Submitted by Shaun St-Amour & Keith Lloyd, Committee Co-Chairs

GOVERNMENT RELATIONS COMMITTEE

GOALS / ACHIEVEMENTS

Under the combined leadership of Ryan O'Shea (*Miracon Developments*) and Kevin Anderson (*Qualico*) with staff support from Diana Dilworth and Jay Chadha, the committee continues to provide guidance to HAVAN's advocacy efforts related to housing policy and regulations related to housing affordability, financial charges and housing approval processes.

Government relations staff are members of seven development liaison committees in Metro Vancouver and regularly report back on issues for discussion and feedback. Issues addressed by committee members include significant DCC and CACs increases across the region and continued delays in development approval timelines.

The Committee ended the year with a comprehensive campaign strategy for the 2022 municipal elections entitled Bringing it Home, including a survey and customized housing data for candidates.

Members look forward to the year ahead, hosting the Annual Municipal Dinner (November 2022) and the Legends of Housing Dinner (February 2023) and the continued release of Research Reports.

- Submitted by Ryan O'Shea, Committee Chair

ACTIVE MEMBERS

Chair: Ryan O'Shea, Miracon Developments

Vice Chair: Kevin Anderson, Qualico

Josh Turner, Infinity Group

Derek Fenton, Zenterra Developments

Nicholas Dhaliwal, Beedie Development Group

Aman Jhaj, Platinum Group

Henri Belisle, TQ Construction

Mark Cooper, Shakespeare Homes

Rob Griesdale, Blackfish Homes

Nick Bray, Nick Bray Architecture

Rick Mann, IOM Property Group

Nick Petrie, DOS Design Group

Troy Ambromaitis, Bucci Developments

Avi Barzelai, Berzelai Building

Erik Jensen, Sprucehill Custom Homes

Staff Representatives:

Diana Dilworth, HAVAN

Jay Chadha, HAVAN

MARKETING & COMMUNICATIONS COMMITTEE

GOALS / ACHIEVEMENTS

The mandate of the MCC is to provide marketing and communication recommendations to association staff, subject to the priorities determined by the HAVAN Strategic Plan. The MCC develops strategies, discusses tactics, and provides feedback on marketing initiatives to ensure a singular tone for HAVAN as the voice of the residential construction industry.

Through marketing recommendations we aim to help other committees, and the association, in general achieve the following goals:

- Create real tangible value for both the membership and public by building HAVAN brand awareness in the marketplace
- 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
- Be known as a respected resource for consumer education, information and building industry suppliers and trades
- Be known as a resource for building industry education, information
- Be a meeting place for building industry peers to connect
- Grow HAVAN membership

ACTIVE MEMBERS

Chair: Michael Marsland-Root, Red Five Creative

Vice Chair: Matthew Senf, Sasen Homes

George Affleck, Curve Communications

Cheri Stefanucci, Abstract Homes & Renovations

David Martin, Renovation Science

Lynn Harrison, Harrison Marketing Resources

Ralph Belisle, TQ Construction - Immediate Past Chair

Vanessa Swanson, HAVAN

Wendy McNeil, HAVAN

Sonali Rayas, HAVAN

Staff Representative: Dawn Sondergaard, HAVAN

2022 Highlights

- Media is regularly reaching out to HAVAN CEO
- Growth in all social media channels
- *"Measure Twice Cut Once"* podcast - 8,000 downloads
- Year-round media coverage (*Boulevard Magazine* 6 issues, *New Home & Condo Magazine* 12 issues, *Reno + Decor Magazine* 6 issues)
- HAVAN Awards - 8 magazine features multi page coverage
- Members Expo - 500 attendees
- Distribution of 9,000 Contact 2022 Directories at the Ask the Experts Help Desk - Spring and Fall Home Shows, and Home Design & Reno Show VanDusen Gardens

- Submitted by Michael Marsland-Root, Committee 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 1,100 versus this time last year at 1,061. This increase reflects new members approved and a much higher retention rate this current fiscal year. Well done Renée and Carolyn!

Once we were able, we held as many in-person events such as new member orientations, construction socials and committee meetings. Each event gave members and non-members an opportunity to connect and network.

The 15th Annual Members Expo was presented June 8 and was a great success with around 500 attendees.

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

- Submitted by Steve Chandra, Committee Chair

ACTIVE MEMBERS

Chair: Steve Chandra, Alleylane Homes
Marina Sorrenti, Euro-Line Appliances West Inc.
Troy Abromaitis, Bucci Developments Ltd.
Mike Freedman, AI Technology & Design
Sukhy Dhillon, Alair Homes Vancouver
Brett Stenner, Ci Partners
Cassidy Carew, Westcoast Wood Distribution Ltd.
Reza Kamrani, Federated Insurance Company of Canada (Northbridge Financial Corporation)
Sheena Sidhu, Yard At A Time Concrete Ltd.
Jean Drolet, Noura Construction Ltd.
Carla Sulina, Green Sheet Construction Data
Lindsay Gallo, Martin Knowles Photo / Media
Ketih Lloyd, The Business Surgeon Consultancy
Serena MacDonald, RESISTO (Division of SOPREMA)
Larry Clay, Clay Construction Inc.
Tom Bremner, Castle Builder Financial
Bobby Purba, By Design Construction Inc.
Ian Funay, Perfection Connection
Mary Phan, Glenmark Homes Ltd.
Staff Representative: Renée Auer, HAVAN

SUPPLIERS COUNCIL

GOALS / ACHIEVEMENTS

The HAVAN Suppliers Council represents members that provide products and services that are not a builder/renovator member. 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 2021-2022 season, the Suppliers Council undertook several initiatives.

- **Council Meetings.** The Suppliers Council meets monthly and has been meeting in-person since March of this year. A constant attendance of 25+ members per meeting brings inherent value to the Council. Opening with elevator-pitches, sub-committees - Think Tank, Connection Awards, Buildex, and the Golf Committee provide updates with input for feedback. There are also discussions on challenges, supported with a breakout period of smaller groups of 4 members, to provide additional networking. There is also a WhatsApp group for members for outreach and resources.
- **Strategy Session.** In March, there was a strategy session where members brainstormed, and sub-committees were formed to work to be more efficient and align the committee's focus with the HAVAN's Strategic Plan.
- **Fall Classic Golf Tournament.** The Golf Committee and Suppliers Council aligned in 2022 to elevate value to builder and supplier members. Building on 23 years of success, the 24th annual tournament was brought to members by HAVAN's Suppliers Council with Presenting Sponsor *BAKA Communications* in partnership with *BELL*. Held on Wednesday, September 7 at the prestigious

SUPPLIERS COUNCIL ACTIVE MEMBERS

Chair: Alisa Aragon-Lloyd, Bridgestone Financing Pros

Vice Chair: Chelsea Julian, Upper Canada Forest Products

Secretary: Simone Sunderland, Green Sheet Construction Data

Staff Representative: Renée Auer, HAVAN

GOLF SUBCOMMITTEE ACTIVE MEMBERS

Chair: Dan Glavind, Dick's Lumber & Building Supplies

Vice Chair: Brendan Kuysters, Ethical Flooring
Randy Hnatko, Trainwest Management & Consulting Inc.

Faye Bork, Dick's Lumber & Building Supplies

Kris Johnson, Brand It! Print and Promo

Kathie Tupper, Formations Inc.

Nicola McGown, I-XL Building Products Ltd.

Larry Swart, Minuteman Press Surrey

Blake Ponuick, Moventis Growth Strategies

Justine Nadia, HAVAN

Vanessa Swanson, HAVAN

Staff Representative: Dawn Sondergaard, HAVAN

Swanese Bay Resort and Country Club, the tournament returned to a shotgun format, offering two courses (*Ace Digital Course* and *Smart Reno Course*) for 292 golfers, featuring premiere course activities, A-list networking, on-course food trucks, bar stations, activities, and contests. Pre-game festivities included a breakfast sponsored by *Modu-Loc*, with the breakfast band, sponsored by *Pacific Art Stone*, setting the tone for the day! Followed by reception and banquet sponsored by *Vesta Properties*, complete with live and silent auctions in support of *BCIT Scholarships*, sponsored in part by *Centra Cares*, the day was a huge success.

- **Seminars.** There were three complimentary seminars; two hosted by Ted Lau from *Ballistic Arts* that focused on “Digital marketing when you don’t have a budget that included tips and tricks” and one by Randy Hnatko from *Trainwest Consulting* that focused on “Understanding the different personality types”.
- **Book Club.** The council set up a book club where the members meet over zoom during the lunch hour for 6 months to talk about the book and the take aways. The book was “*The Ultimate Sales Machine*” by Chet Holmes. There were 6 members to meet on a monthly basis while others read at their own pace.
- **Connection Awards** (previously known as Handshake Awards). The council continues to encourage HAVAN members to work together, promoted by the Connection Awards. Builders, renovators and suppliers who do business with the most HAVAN members over the course of the year are recognized with first and second place awards. In addition, there is a random draw that any HAVAN member can win, simply by participating in the survey. Seven winners are announced at the November Municipal Dinner Meeting.
- **Construction Social** (for HAVAN Members) is an informal, networking event focused on building relationships between HAVAN members. There were a couple events held virtually and 4 events in person held at *DOS Design Group* and *Baseline Payments*.
- **Buildex Booth.** Since this was the first time Buildex came back after Covid, this year there was a modified version from previous years. HAVAN staff along a couple of members had a booth to showcase the association and it’s members.

We will continue to work together within the Supplier Council, the Education and Technical Committee, Designers Council, and the Custom Homebuilder and Renovators Council, to facilitate supplier-generated education opportunities for CPD-granting events in the coming year. We encourage every member that provides products or services and are not a builder/renovator member 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, Committee Chair

TECHNICAL COMMITTEE

GOALS / ACHIEVEMENTS

Under the Chair, Shaun St. Amour (*Clay Construction*) and Vice-Chair, Mike Cairns (*Innotech Doors and Windows*), the Technical Committee has worked hard to engage the committee members through in-person roundtable discussions this year. To pay homage to the early days of the Tech Committee, our roundtable discussions have been aptly named “George’s Roundtable”. The ability to meet in-person again helped us to have 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.

Additionally, in partnership with the Education and Technical Committee, we will be introducing “Technical Tailgates”. These events will allow us to reach members outside of the committee by providing opportunities to visit high performance projects, suppliers and more.

The Technical Committee thanks everyone who has been able to attend our 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 continuing our roundtable discussions and to the Technical Tailgates this upcoming year.

- Submitted by Shaun St-Amour, Committee Chair

ACTIVE MEMBERS

Chair: Shaun St-Amour, Clay Construction Inc.

Vice Chair: Mike Cairns, Innotech Windows + Doors

Larry Clay, Clay Construction Inc.

Gary Hamer, BC Hydro

Nick Petrie, DOS Design Group

Arman Mottaghi, Properate (Lambda Science)

Scott Silverthorn, Capture Energy

Luis Faria, Owens Corning

Steve Kemp, Kemp Construction

Victor Kulla, Huckleberry Landscape

Mark Gauvin, Gauvin 2000 Construction

Brett Stenner, Custom Integration Partners

Staff Representative: Jay Chadha, HAVAN

WOMEN'S COUNCIL

GOALS / ACHIEVEMENTS

Goals:

- Engage the industry at large
- Empower women to excel
- Encourage more women into the industry

Major Activities:

Welcome to our new volunteers: Joining the Executive Council Members are Barb Silverthorn as the Membership Volunteer Coordinator and Eri Unthoff as the Sponsorship Coordinator.

Career Expo:

The HAVAN Women's Council , with support of *CHBC BC* and presenting sponsor *FortisBC*, will be hosting the inaugural Residential Construction Career Expo held on November 1st, supported by a 6-month marketing campaign. In response to the industry's skilled labour shortage, the Career Expo is aimed at young women, visible minorities, high school students, influencers, new immigrants to Canada and people actively looking for work. Our messaging aims to generate awareness of the residential construction industry as a successful career choice for women. The homebuilding industry offers vibrant, lucrative, safe and empowering career opportunities for women. The online Easy Virtual Fair platform has been selected for this event, for the best user experience. Exhibitors will receive bonus education courses, access to work experience resources to engage directly with youth, and real time leads generated from the Expo supported by a paid marketing campaign set to deliver 1M+ impressions via LinkedIn, Facebook, TikTok and IG, plus additional tactical outreach programs to industry, immigration centers, employment

ACTIVE MEMBERS

Chair: Laurel James, Novell Design Build

Vice Chair: Meredith Yuen, Marino General Contracting

Secretary: Jennifer O'Bray, Oris Consulting Ltd
Candace Basi, Greenleaf Electrical Group, Cafe Administrator

Ramneet Basraon, Ikonik Homes, Career Expo Lead

Christabelle Zhang, RBC, Industry Tour Lead

Nishin Handa, Hansel Development, Scholarship Lead

Shawna Binns, My House Design Build Team, Scholarship Schools Liaison

Vanessa Pfannenschmidt, Diamondback Group, National Liaison

Eri Unthoff, Naikoon Contracting, Sponsorship Coordinator

Ivy Feng, Alabaster Homes, Cafe Support

London Camaclang, Novell Design Build, Cafe Support

Staff Representatives: Carolyn Beale, HAVAN
Dawn Sondergaard, HAVAN

centers and schools.

Industry Tours:

In 2022 the HAVAN Women's Council was able to host two on-site industry tours. In May, the industry tour was held at the *BCIT High Performance Building Lab* focusing on Zero Energy Buildings. The tour was hosted by Shaun St-Amour and BCIT's Business Development Manager, Marita Luk. Open to all, this tour was well received and we had a high number of attendees, many from the same company.

The second tour, held in November, is following the same passive house theme. The tour attended a multi-unit passive house duplex, currently under construction. This house is on track for Passive House Plus Certification. The hosts for this site tour are architect Allison Holden-Pope from *ONE SEED Architecture* and Women's Council member Eri Uhthoff, project manager with *Naikoon Contracting*.

All funds raised from the industry tour are donated to the Women's Council Scholarship Fund.

Cafe Series:

The Cafe Series "What Does It Take To Raise The Bar?" took place on January 26, for a casual online conversation discussing what it takes to raise the bar in the workplace. Moderated by Women's Council member Vanessa Pfannenschmidt of *Diamondback Enterprise Group*. Guest speakers were Stefanie Coleman, Chief Sustainability Officer of *Doug Tarry Homes* & Owner of *Pretty Smart Homes* and Claudia Duffield, president and owner of *Dell Anno Home Design*. The focus was on sharing ideas around using sustainable design methods, creating intangible leadership work environments, and climbing the ladder, coming from diverse backgrounds and moving into leadership positions.

Art of Leadership for Women:

The Art of Leadership for Women in Vancouver on June 8 was attended by the Women's Council executive members. There was an exciting line up of speakers showcasing topics ranging from Transformation to EDI to Resiliency in the Workplace. Many of the ideas shared intersect with the goals of encouraging more women into homebuilding, and empowering and engaging women in construction to succeed. It was wonderful to see many HAVAN members at the summit. We are looking forward to the next conference to be held in Vancouver on June 6, 2023.

Scholarship:

The scholarship committee is reaching out to all of the school districts in the lower mainland. Initial contact has been made with Burnaby and the Vancouver School Board. The goal amount of the scholarship is \$10,000 with \$8,000 raised so far.

- Submitted by Laurel James, Committee Chair

YOUNG PROFESSIONAL COMMITTEE

GOALS / ACHIEVEMENTS

The Young Professional Committee, formerly known as the U40 Committee, underwent a name change this year. The committee has the same goals to create a sense of support, belonging, and camaraderie within the association and industry, but is now more inclusive for all who identify as a young professional.

This year, we were fortunate to return to in-person gatherings and deliver another round of successful events. Although still challenging to plan for, we were grateful to finally get to bring people together once again. As things started feeling a little more “normal” our committee organized two active events; “Axe Throwing” (November 18, 2021) and “Outing at One Under” (March 23, 2022), a simulated golf experience. We introduced “Taste of Italy: Wine and Dinner Pairing” (May 25, 2022), an intimate five course Italian dinner paired with wine and excellent company. The YP Committee has taken on HAVAN’s Annual “Summer Social” (July 13, 2022), presented a beautiful panoramic rooftop in Vancouver where guests enjoyed five rounds of whiskey tasting. Thank you to sponsors for supporting our events.

With a passion for fundraising at our events, the YP Committee raised over \$1,800 for *Movember*, *Canadian Red Cross*, and *Mackie’s Place*.

We’ve also had the pleasure of having Drew Galvin from *Pure Image Technology* mentor our group at an after work Mentorship Series event.

The Young Professional Committee will continue 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.

- Submitted by Katerina Vastardis, Committee Chair

ACTIVE MEMBERS

Chair: Katerina Vastardis, Designs by KS

1st Vice Chair: Kyle Darvasi, Mira Floors

2nd Vice Chair: Ryan Wiebe, Monarch Floors

Henri Belisle, TQ Construction

Jennifer Gunson, Euro Canadian Construction

Shawn Moran, Pure Image Technology

Silvie Pantsios, Designs by KS

Nishin Handa, Hansal Development

Brandon Smith, New Vision Projects

Andrew Kennedy, Kennedy Construction

Julius Soria, Biliibo Inc.

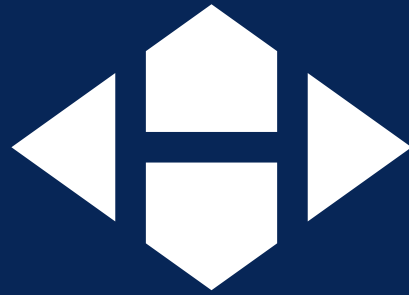
Richelle Walkley, Formations Inc.

Maria DeCotiis, Maria DeCotiis Interior Design

Zachary Winter, Fontile

Jeff Clarke-Janzen, B Collective Homes

Staff Representative: Vanessa Swanson, HAVAN



HAVAN

Homebuilders Association Vancouver