



Homebuilders  
Association  
Vancouver



# 2022-2023 ANNUAL REPORT

Photo: Marino General Contracting Ltd.  
2023 HAVAN Award Winner



## LETTER FROM THE CHAIR & CEO

On behalf of our Board of Directors, congratulations to all our HAVAN members and staff on a very successful year. It has been an honour to have served as the Board Chair of the Homebuilders Association of Vancouver (HAVAN) in 2023.

I would like to thank the staff at HAVAN for a great year and congratulate them for their many achievements in 2023. The staff at HAVAN continue to work tirelessly to support our association's many initiatives which grow our brand and allow us to remain a trusted resource for our 1,100 plus members and other industry stakeholders. HAVAN hosted many sold out events such as the Municipal Dinner, Legends of Housing (Trailblazers) Dinner, the HAVAN Awards Gala and Reception, Members Expo, and our Fall Classic Golf Tournament in addition to many other networking events which were all extremely successful and well attended.

As your Chair, I was fortunate to participate in many of these activities and events and thoroughly enjoyed connecting with our members. In addition, I also enjoyed participating in our networking events, board meetings, committee meetings, and travelling to represent HAVAN at both Provincial and National meetings.

Our feature event, the HAVAN Awards for Housing Excellence Gala at the JW Marriott Parq Hotel saw over 550 guests attend and celebrate a wonderful evening. With special guest Minister of Housing Ravi Kahlon in attendance, he provided some well received remarks on streamlining process and amplifying housing supply that resonated strongly with our members.

The 25th annual Fall Classic Golf Tournament in September at Swaneset Bay Resort &



**DAVE DEAMER**  
CHAIR, HAVAN



**RON RAPP**  
CEO, HAVAN

Country Club, hosted 312 golfers, and 400 banquet attendees including volunteers and staff. It should be noted that the tournament's Live and Silent Auction raised \$10,000 to fund BCIT student scholarships for the School of Construction and the Environment.

HAVAN supported many charitable and educational initiatives in 2023, including the annual Coats for Kids campaign, which once again warmed the hearts of people in many ways and successfully raised \$11,000. We are also proud that HAVAN's Women's Council donated \$10,000 in support of BCIT's new ACE program, a new initiative for 2023. In addition, the "Let's Build a Career" campaign Online Expo hosting 400 participants and marketing campaign (with 3M views) focused on encouraging women and visible minorities to consider a career in construction.

Our education offerings continue to advance industry knowledge and construction technology, offering fresh and timely content, and providing the opportunity for members to earn their CPD points. Topics included energy efficient construction, business development, understanding of the Energy Step Code in addition to an engaging presentation on the importance of supporting mental health in the construction industry by Corey Hirsch and a panel of speakers including representatives from *WorkSafeBC*, *Movember.com*, *UBC*, and *Kuhn LLP*.

HAVAN's GR staff were extremely busy in 2023 advocating and successfully engaging with all levels of government to move the industry forward through our many initiatives.

- Unprecedented engagement with all levels of government to lobby for proactive

change in policy to increase housing supply

- Provide industry feedback on proposed policy changes such as the 2023 BCBC
- Participation in over 15 municipalities DAC and DLC regular meetings
- Monthly GR Committee meetings to focus activity and engagement on issues directly affecting our members
- Close consultation and engagement in rolling out the regulations and process to affect the Housing Supply Act from the province including consultation on the “one window” provincial approvals, digitizing permit applications and process, reform of development financing, and the pending changes to single-family zoning to include “as of right” opportunities to offer 4-6 homes on a single-family property

It has indeed been a milestone year for the GR team as HAVAN has been successful in moving the needle for engagement, policy change and advocacy for housing supply. HAVAN's voice has never been louder, and policy makers have granted us a seat at the table which we will continue to take advantage of as we promote the initiatives of our membership and the Lower Mainland construction industry.

HAVAN connected with homeowners actively looking to build, buy, or renovate homes in many ways, including:

- Our podcast, *Measure Twice, Cut Once* more than doubled downloads to 17,000+ featuring the Burden Family Renovation in Season 4, plus special guest Bryan Baeumler of HGTV fame in Season 5, and the Minister of Housing, Ravi Kahlon opening Season 6 with new province-wide distribution via Black Press Media's 'Today in BC'
- The Vancouver Fall Home Show and Spring Home + Garden Show Ambassador Program launched to distribute the Contact 2023 Member Directory
- Homebuying Masterclass Video Series (2,000 views per episode) helping buyers get into the market
- Home Design + Reno Show sees record-setting registration of 400 people

Our gratitude and congratulations to Andrew Delmonico of *Kuhn LLP* for his service and support as a Board member and who is retiring from the HAVAN Board at the end of this term. We thank you for your many contributions and valuable input to the association.

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 Henri Belisle of *TQ Construction*, and I'm certain he will enjoy this role as much as I have. Wishing you the best of luck Henri!

- Respectfully submitted by



**Dave Deamer**  
Polygon Homes  
2022-2023 HAVAN Chair



**Ron Rapp**  
Homebuilders Association Vancouver  
Chief Executive Officer

# 2022-2023 BOARD OF DIRECTORS

## EXECUTIVE COMMITTEE

### Chair

Dave Deamer, *Polygon Homes Ltd.*

### First Vice Chair

Henri Belisle, *TQ Construction*

### Second Vice Chair

Alisa Aragon-Lloyd, *Bridgestone Financing Pros*

### Secretary/Treasurer

Chris Mould, *MNP LLP*

### Immediate Past Chair

Randy Chin, *RBC Financial Group*

## DIRECTORS

Andrew Delmonico, *Kuhn LLP*

Ben Nishi, *FortisBC*

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

Garett Wall, *Centra Construction Group*

Jonathan Meads, *Streetside Developments*

Kevin Hatch, *Twin Lions Contracting Ltd.*

Larry Clay, *Clay Construction Inc.*

Lynn Harrison, *Harrison Marketing Resources*

Matt Robinson, *Monarch Floor & Window Coverings*

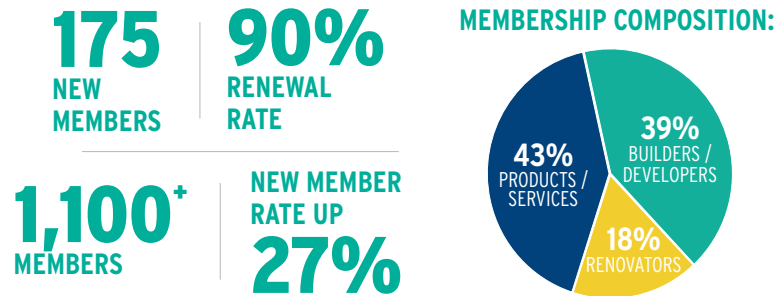
Mark Cooper, *Shakespeare Homes and Renovations Inc.*

Robert Griesdale, *Blackfish Homes Ltd.*



# 2022-2023 PRIORITIES & HIGHLIGHTS

The 2022/2023 fiscal saw HAVAN welcome 175 new members and a new member rate up 27% over last year, with a renewal level of 90%. Membership is comprised of 39% builder/developers, 18% renovators, and 43% product/services.



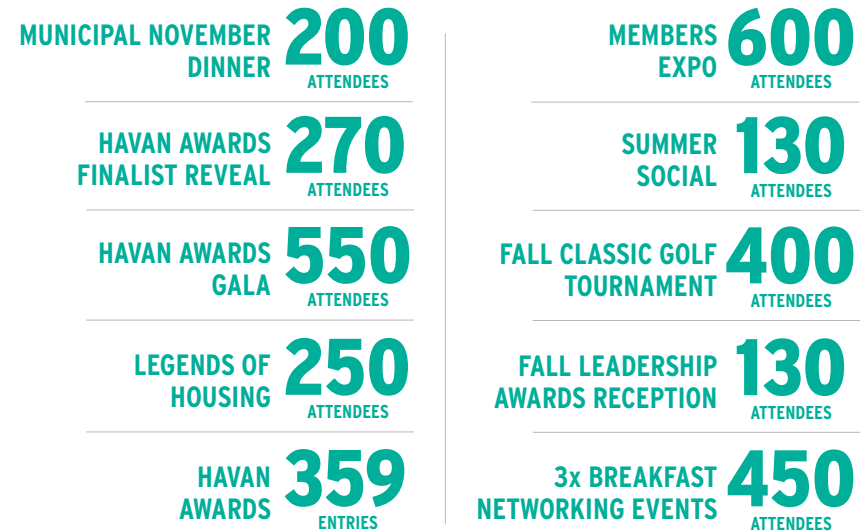
Membership highlights include:

- **Advocating and successfully implementing positive industry change** on issues including:
  - Unprecedented engagement with all levels of government to lobby for proactive change in policy to increase housing supply
  - Provide industry feedback on proposed policy changes such as the 2023 BCBC
  - Participation in over 15 municipalities DAC and DLC regular meetings
  - Close consultation and engagement in rolling out the regulations and process to affect the Housing Supply Act from the province including consultation on the “one window” provincial approvals, digitizing permit applications and process, reform of development financing, and the pending changes to single family zoning to include “as of right” opportunities to offer 4-6 units per lot
- **Advancing industry knowledge and building excellence with guest speakers:**
  - **Corey Hirsch** and a panel of speakers including *WorkSafeBC*, *Movember.com*, *UBC*, and *Kuhn LLP* talking on the importance of supporting mental health of all workers within the construction industry

- Mark Rosen of **Building Knowledge Canada** speaking on Communicating the Value of the Energy Efficiency Elements of High Performance Home
- Hamid Heidarali from **Hamid Design Build Ltd.** leading a full-day workshop on understanding High Performance vs. Energy Efficiency

- **Let’s Build a Career Campaign** Online Expo (400 participants) and marketing campaign (3M views) focused on encouraging women and visible minorities to consider a career in construction. Funded in large part by a donation from *CHBA BC*

- **Networking and building industry connections via HAVAN B2B events**



- **Partnered with ICBA to bring Members HAVAN360**, your NEW Health Benefits and Retirement Program



• **Connecting with homeowners actively looking to build, buy or renovate homes**

**17,000**  
PODCAST  
DOWNLOADS

**3,000**  
CONTACT DIRECTORIES  
DISTRIBUTED

**24+**  
HAVAN AWARDS MEDIA  
ARTICLE FEATURES

**2,000**  
HOMEBUYING  
MASTERCLASS VIDEO  
VIEWS / EPISODE

**400**  
HOME DESIGN + RENO  
SHOW REGISTRATIONS

**434k**  
IMPRESSIONS VIA  
HAVAN AWARD  
PINTEREST CAMPAIGN

- **Measure Twice, Cut Once** more than doubled downloads to 17,000+ featuring the Burden Family Renovation in Season 4, plus special guest Bryan Baeumler of HGTV fame in Season 5, and the Minister of Housing, Ravi Kahlon opening Season 6 with new province-wide distribution via Black Press Media's 'Today in BC'

- The **HAVAN Awards for Housing Excellence** marketing program provided year-round media coverage for members (24+ media articles), with special Guest Minister Ravi Kahlon attending the Gala

- Vancouver Fall Home Show and Spring Home + Garden Show **Ambassador Program** launched to distribute the Contact **2023 Member Directory**

- **Homebuying Masterclass Video Series** (2,000 views per episode) helping those looking to get into the market

- **Home Design + Reno Show** sees record-setting registration of 400 people

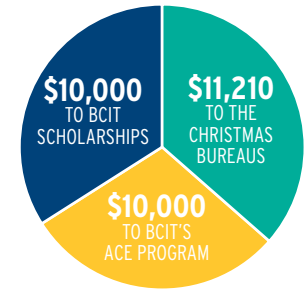
- **New in 2023: Pinterest** social channel with HAVAN Awards campaign receiving 434,053 impressions and account averaging 30,000 views per month

• **Year-round media coverage** keeps **HAVAN's brand** out front with **HAVAN CEO** responding to **30+ media requests** year-round related to news-relevant housing topics

• **Implementation of HAVAN's NEW GrowthZone CRM**, to improve our members' online user experience with easy access to resources, and connection, while reducing administrative overhead

• **Supporting charities:**

- Coats for Kids Campaign (\$11,210)
- \$10,000 for BCIT Scholarships to the School of Construction and the Environment
- **NEW for 2023** HAVAN's Women's Council donates \$10,000 donation (funds matched by *Qualico* up to \$5,000) in support of BCIT's new ACE program



• **Weekly Communications:**

**40**  
e-NEWSLETTER  
UPDATES FROM CEO  
& GR TEAM

**3,855**  
MMB SUBSCRIBERS

**3,964**  
GRU SUBSCRIBERS

• **Refinement of HAVAN's Mission and Vision statements**, to clearly identify our 'Why' and better reflect who we are today

|                          |  |
|--------------------------|--|
| <b>MISSION STATEMENT</b> | <b>TO SUPPORT A COLLABORATIVE AND INNOVATIVE HOMEBUILDING INDUSTRY</b> |
| <b>VISION STATEMENT</b>  | <b>TO BE THE TRUSTED VOICE OF THE HOMEBUILDING INDUSTRY</b>            |
| <b>OUR HOW</b>           | <b>ADVOCATING, CONNECTING, EDUCATING (ACE)</b>                         |
| <b>TAGLINE</b>           | <b>TRUSTED. LOCAL. HOMEBUILDERS.</b>                                   |

# YOUR ASSOCIATION

## MEMBERSHIP FEES

The process of sending the 2023 membership renewal notices started last month. Thank you in advance for promptly remitting your fees. Your continued support is appreciated.

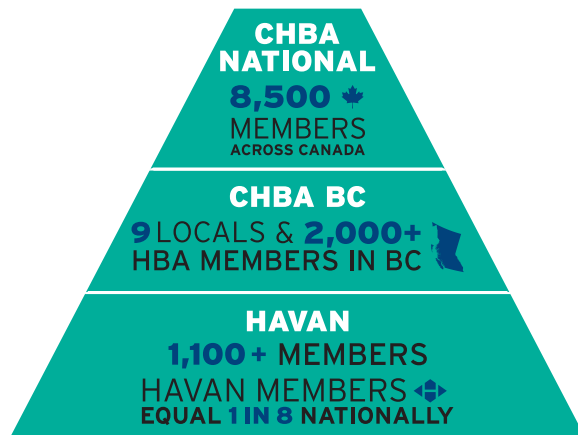
## CANADIAN HOME BUILDERS' ASSOCIATION (NATIONAL)

HAVAN members are active nationally. This past year there were two HAVAN board members on the CHBA board, including HAVAN Chair Dave Deamer, *Polygon Homes Ltd.*, and HAVAN First Vice Chair; Henri Belisle, *TQ Construction*.

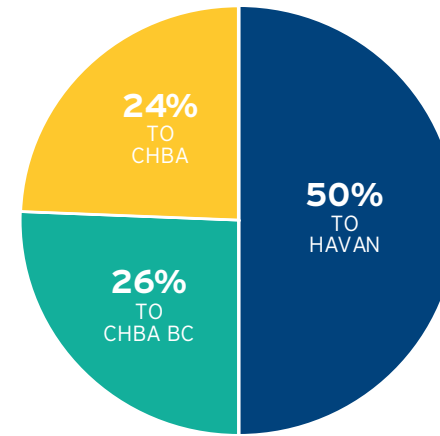
## CANADIAN HOME BUILDERS' ASSOCIATION OF BC

HAVAN has four voting members on the CHBA-BC Board of Directors: HAVAN Immediate Past Chair Randy Chin, *RBC*, CHBA BC President; HAVAN Board of Director Dan Glavind, *Dick's Lumber and Building Supplies*, Treasurer; and HAVAN Directors Dave Deamer, *Polygon Homes Ltd.*, and Henri Belisle, *TQ Construction* as CHBA BC Board Directors.

### HAVAN Membership Directly Ensures Local, Provincial, & Federal Representation



## Where Do Your Membership Fees Go?



## AGM & AEM

HAVAN's Annual General Meeting (AGM), including the presentation of the Audited Financial Statements, was held on Wednesday, April 12. 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, 2023.

The Annual Election Meeting (AEM) - comprising of the election of officers and directors, and presentation of the committee executives was held on Wednesday, October 4. HAVAN's Annual Report including committee, council, and task force updates were distributed.

## HAVAN STRATEGIC PLAN 2022-2024

October 2022 saw the review and execution of a new strategic plan for HAVAN. Bringing together the Board of Directors and staff with a view of moving forward in a marketplace adapting to a new world, post pandemic, and the associated impacts of global events creating supply chain issues and economic instability nationally. Focus was placed on continuing to strengthen core values to members through advocacy, education, networking, and consumer brand recognition.



# 2022-2024 STRATEGIC PLAN

## MISSION STATEMENT

TO SUPPORT A COLLABORATIVE AND INNOVATIVE HOMEBUILDING INDUSTRY

## OUR HOW

ADVOCATING, CONNECTING, EDUCATING (ACE)

## VISION STATEMENT

TO BE THE TRUSTED VOICE OF THE HOMEBUILDING INDUSTRY

## TAGLINE

TRUSTED. LOCAL. HOMEBUILDERS.

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

# COMMITTEES, COUNCILS, & TASK FORCES

HAVAN is a member-lead association with nine active committees, including sub-committees and task force groups, each with a specific mandate directed by HAVAN's strategic plan focused on advocating, educating, and connecting members with members, and members with consumers.

Two Cross-Chair Committee Meetings were held this year, to foster communication and resources between groups. The January 2023 meeting focused on realignment of committee initiatives to help break down silos, streamline resources, while helping to elevate the initiatives, and profiles of those dedicating time and resources. The introduction of the new committee website pages and the CRM HUB/ app resources were also released. The June 2023 meeting focused on a review with feedback of the proposed Mission and Vision statements being prepared by the Board.

Thank you to the 2022/2023 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  | STAFF LIAISON    |
|--|--|------------------|
| Renovators & Custom Homebuilders Council                 | Mark Cooper, <i>Shakespeare Homes &amp; Renovations Inc.</i> | Sonali Rayas     |
| Designers Council  | Sarah Gallop, <i>SGDI</i>                                    | Dawn Sondergaard |
| Education & Technical Committee (E&T)                    | Shaun St-Amour, <i>Clay Construction Inc.</i>                | Wendy McNeil     |
| Government Relations Committee                           | Ryan O'Shea, <i>Miracon Development Inc.</i>                 | Diana Dilworth   |
| Golf Committee ( <i>Suppliers Council subcommittee</i> ) | Dan Glavind, <i>Dick's Lumber &amp; Building Supplies</i>    | Dawn Sondergaard |
| HAVAN Awards Task Force ( <i>subgroup of MCC</i> )       | n/a  | Wendy McNeil     |
| Marketing & Communications Committee                     | Michael Marsland-Root, <i>Red Five Design</i>                | Dawn Sondergaard |
| Membership Committee                                     | Steve Chandra, <i>Alleylane Homes</i>                        | Renée Auer       |
| Suppliers Council  | Chelsea Julian, <i>Upper Canada Forest Products</i>          | Renée Auer       |
| Technical Advisory Group ( <i>E&amp;T subcommittee</i> ) | Shaun St. Amour, <i>Clay Construction Inc.</i>               | Jay Chadha       |
| Women's Council  | Laurel James, <i>Novell Design Build</i>                     | Carolyn Beale    |
| Young Professional Committee                             | Katerina Vastardis, <i>Designs by KS</i>                     | Vanessa Swanson  |

# GOVERNMENT RELATIONS COMMITTEE

The GR Committee continues to identify, research, and address issues related to the development process, financial aspects, and implementation of new government policy. GR committee members and staff are engaged with both local and provincial staff and elected officials to ensure that our members' voices are heard and we can contribute to policy and program development that supports the building of much needed homes in an efficient and affordable manner.

## HIGHLIGHTS

- Working with CHBA BC and Minister Kahlon and ministerial staff on the creation of a 'Single Housing Application' digital one-stop-shop to help clear backlog of development applications awaiting ministerial approval. Announced at UBCM by Minister of Water, Land, and Resource Stewardship.
- Participation of staff at the 'Day at the Legislature' in Victoria and the 'Day on the Hill', advocating directly with elected MLAs and MPs on the important issues facing our members.



## INDUSTRY OUTREACH

- Lower Mainland Local Government Association (LMLGA) May 2023
- Union of BC Municipalities (UBCM) convention September 2023
- Attendance at local Development Committees across the region (30 in past year)
- Hit milestone number of 500 Government Relations Updates

## BOARD/COMMITTEE REPRESENTATION

- 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)
- Development Process Redesign External Group, City of Vancouver

## INITIATIVES



A Metro Vancouver Perspective Report



NOVEMBER MUNICIPAL DINNER

Guest Speaker Burnaby Mayor Mike Hurley, with 250 industry professionals, including 25 municipal leaders in attendance



LEGENDS OF HOUSING

Trailblazers with panelists Evan Allegretto, President, BC of *Intracorp Homes*, Mike Mackay, CEO, *Strand Development* & Mindy Wight, CEO, *Nch'kay Development Corporation*

## LOOKING AHEAD

- With ever-increasing Development Cost Charges at City Halls, at Metro Vancouver, and at Translink, staff will look at reporting on the cumulative affect of increasing and new fees and charges that are providing barriers to affordable new home construction.

## COMMITTEE EXECUTIVE



**Ryan O'Shea**  
Miracon Development Inc.  
Chair



**Kevin Anderson**  
Qualico Developments Inc.  
Vice-Chair

# EDUCATION & TECHNICAL COMMITTEE

HAVAN is an advocate for continuing education and is a key pillar of service and value to members. The Education & Technical Committee (E&T), with support from the Technical Advisory Group (TAG), develops industry-focused educational programming, in-person and online, to meet the diverse training needs of members. HAVAN's courses are designed to meet *BC Housing's* core competencies and offer Continuing Professional Development (CPD) credits, as well as to help members with different aspects of their businesses.

## HIGHLIGHTS

- Presented 'Let's Talk about Mental Health in Construction', with a focus on supporting members and their employees around mental health in our industry. Starting with keynote speaker, Corey Hirsch, former *NHL Canucks* player, this session brought together a line-up of speakers (*WorkSafeBC, UBC, Movember.com, Kuhn LLP, and Qualico Developments*), who talked about mental health in the construction industry, its commonality, perspectives and responsibilities for both employers and employees, and shared resources to ensure members have the tools to support mental wellness in the workplace.
- Produced an Energy Step Code 3 video featuring a behind-the-scenes site tour of a NetZero single-family production-built home in Langley, which is available as a free resource on eLearn.
- Launching in the late fall, a new video series, 'High-Performance Homebuilder Masterclass', that features four respected builder members who share their journey to high-performance homebuilding, the challenges they faced, lessons learned, and additional insights so builders new to high-performance building can learn from their diverse experiences.

**600+**  
WEBINAR, SEMINAR,  
& TOUR ATTENDEES

**2** COURSES APPROVED FOR  
ENERGY STEP CODE TRAINING

**99** eLEARN  
COURSES

**1,098** eLEARN  
USERS



## ACKNOWLEDGMENTS

Thank you to our annual corporate sponsors who have supported the professional development programming for this association:



Thank you to the HAVAN members and other industry professionals who shared their passion, time, and expertise to be instructors for our sessions.

## COMMITTEE EXECUTIVE



**Shaun St-Amour**  
Clay Construction Inc.  
Chair



**Keith Lloyd**  
The Business Surgeon  
Consultancy  
Vice-Chair



**Mike Cairns**  
Innotech Windows +  
Doors, Inc.  
2nd Vice-Chair

# MARKETING & COMMUNICATIONS COMMITTEE

The Marketing and Communications Committee develops strategies, discusses tactics, and provides feedback on marketing initiatives to ensure a singular tone in support of meeting HAVAN's strategic plan goals, with the HAVAN Awards forming the foundation for all of HAVAN's consumer outreach content, and multiple member initiatives.

## HIGHLIGHTS

### • 14th Annual HAVAN Awards for Housing Excellence

- Ravi Kahlon, Minister of Housing and Government House Leader, attends Gala

**359**  
ENTRIES BY 132 BUILDER & DESIGNER  
ENTRANTS, VYING FOR 54 AWARDS

**27**  
SPONSORS

**24+**  
MEDIA  
ARTICLES

**274**  
FINALIST REVEAL GUESTS  
AT THE HOLLYWOOD THEATRE

**545**  
GALA GUESTS AT THE  
JW MARRIOT PARQ HOTEL

### • Measure Twice, Cut Once Podcast



**SEASON 4**  
Following the  
Burden Family's  
renovation



**SEASON 5**  
High-Performance  
Homes



**SPECIAL GUEST**  
Bryan Baeumler of  
HGTV Fame



**SPECIAL GUEST**  
Honourable Ravi  
Kahlon, Minister of  
Housing

**17k**  
DOWNLOADS

**38k**  
PODCAST VIEWS  
VIA SOCIAL MEDIA

**34k**  
MINUTES VIEWED  
ON YOUTUBE

**450k**  
MEDIA CAMPAIGN  
VIEWS

### • Implementation of new CRM, GrowthZone



- Improving staff resources
- Better user experience for member access to resources
- Ease of member-to-member connectivity

### • Updated Mission and Vision Statements

- Align marketing initiatives and strategic direction of the Association
- Strengthen member engagement

|                          |   |
|--------------------------|---|
| <b>MISSION STATEMENT</b> | TO SUPPORT A COLLABORATIVE AND INNOVATIVE HOMEBUILDING INDUSTRY |
| <b>VISION STATEMENT</b>  | TO BE THE TRUSTED VOICE OF THE HOMEBUILDING INDUSTRY            |
| <b>OUR HOW</b>           | ADVOCATING, CONNECTING, EDUCATING (ACE)                         |
| <b>TAGLINE</b>           | TRUSTED. LOCAL. HOMEBUILDERS.                                   |

## SOCIAL MEDIA FOLLOWERS

**4,893** FACEBOOK | **5,599** TWITTER | **393** YOUTUBE | **3,961** LINKEDIN | **9,896** INSTAGRAM | **30k** PINTEREST VIEWS/MO.

## COMMITTEE EXECUTIVE



**Michael Marsland-Root**  
Red Five Design  
Chair



**George Affleck**  
Curve Communications  
Vice-Chair

# MEMBERSHIP COMMITTEE

The Membership Committee serves the needs of all HAVAN members. Helping to develop strategies to retain members, promoting the connection of new members with others in the association to help all members utilize the many benefits of HAVAN, and to work with staff to recruit new members.

## HIGHLIGHTS

- **16th Annual Members Expo**
  - Sell-out event on May 10, 2023 with 600+ attendees, 79 exhibitor booths, and 25 sponsors
- **8 New Member Orientations**
- **3 Breakfast Networking Events**
  - Hosted 150+ attendees per event at Aria Banquet and Convention Hall.
  - Speed networking
- **Fall Leadership Awards Reception**
  - New for 2023
  - Hosted 130+ attendees at The Kent in Vancouver
  - Celebrating the Connection Awards, Rooftopper Awards, Milestone Awards, and the HAVAN Leadership Awards

## LOOKING AHEAD

- **HAVAN's 50th Anniversary Celebration in 2024**
  - Look for announcements coming soon!

## MEMBERSHIP STATS

**1,100+**  
MEMBERS

**175**  
NEW MEMBERS

**90%**  
RETENTION RATE

NEW MEMBER RATE UP  
**27%**

**BC's** LARGEST HBA LOCAL

**2nd** LARGEST HBA IN CANADA

**7th** LARGEST HBA IN N. AMERICA



## COMMITTEE EXECUTIVE



**Steve Chandra**  
Alleylane Homes  
Chair



**Reza Kamrani**  
Federated Insurance  
Vice-Chair

# SUPPLIERS COUNCIL

The Suppliers Council represents non-builder/renovator members that provide products or services. The focus is to help supplier members be better suppliers and support each other to expand their businesses. 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.

## HIGHLIGHTS

### • 25th annual Fall Classic Golf Tournament

- Celebrated the Suppliers Council Connection Awards with 'Teeing Up Connections for 25 Years'

**312** GOLFERS | **400** BANQUET GUESTS | **60** SPONSORS | **30** VOLUNTEERS

**\$10,000** RAISED IN SUPPORT OF HAVAN'S BCIT SCHOLARSHIP PROGRAM

- **11 Council Meetings, 20+ members** per meeting
- **Buildex:** 8 members represented HAVAN to 7,400 attendees
- **3 Construction Socials** at *DOS Design Group* and *Baseline Payments*
- **2 Seminars:** Joe Apfelbaum of *Ajax* on "How to be Successful with LinkedIn", and Nick Bray of *Nick Bray Architecture* and Ian Gray of *Lower Coast Building Group* presented on "How do Award-Winning Builders & Architects Operate"
- **1 Co-hosted Construction Social** with Women's Council Cafe Series at *Burritt Bros.*
- **WhatsApp Group** support channel

## LOOKING AHEAD

- The Supplier Council will continue to work with the Education and Technical Committee and the Renovators & Custom Homebuilders Council to facilitate supplier-generated education for builders, renovators, and suppliers to create opportunities for CPD-granting events in the coming year.



## COMMITTEE EXECUTIVE



**Chelsea Julian**  
Upper Canada Forest Products  
Chair



**Tom Bremner**  
Castle Builder Financial  
Vice-Chair



**Gavin Sidhu**  
Southridge Building Supplies  
2nd Vice-Chair



**Simone Sunderland**  
Green Sheet Construction Data  
Secretary



**Dan Glavind**  
Dick's Lumber & Building Supplies  
Golf Sub-Committee Chair

# RENOVATORS & CUSTOM HOMEBUILDERS COUNCIL

The purpose of the RCHC is to provide meaningful educational content and networking opportunities for the renovator and custom homebuilder members of HAVAN. The round-table meetings allow renovation/builder company owners to openly discuss challenges and solutions unique to their businesses.

## HIGHLIGHTS

9

IN-PERSON MEETINGS

2

SPEED NETWORKING EVENTS

9

GUEST SPEAKERS

25

GUESTS / MEETING ON AVERAGE

## CONSUMER OUTREACH

- Vancouver Fall Home Show & BC Home + Garden Show Ambassadors shared 3,000 HAVAN Contact 2023 Directories
- Home Design + Reno Show at VanDusen Gardens featured six 'Design Lab' panel discussions

## CHARITABLE INITIATIVES

- Coats for Kids 2022 - The council collectively raised \$10,000 and helped drive overall participation for a total donation of:

**\$11,210** TO THE LOWER MAINLAND & SURREY CHRISTMAS BUREAUS

## LOOKING AHEAD

- Revamping the Coats for Kids Wrap Up Party to a 'Chill Out' themed adult-oriented networking event evening, hosted at *Trail Appliances*
- Continuing education



## COMMITTEE EXECUTIVE



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



**Henri Belisle**  
TQ Construction  
Vice-Chair



**Robert Griesdale**  
Blackfish Homes Ltd.  
2nd Vice-Chair



# YOUNG PROFESSIONAL COMMITTEE

The Young Professional Committee represents the next generation within the homebuilding industry. With a mission to INFORM, INVOLVE, and ENGAGE, the committee aims to connect young professionals within the industry and to expand and grow their networks. The committee values energetic innovation, participation, accountability, and professionalism.

## HIGHLIGHTS

**4** EVENTS | **303** TOTAL EVENT GUESTS | **11** COMMITTEE MEETINGS | **22** TOTAL SPONSORS

- Elevated the annual **Summer Social** event to a tropical-themed sold-out affair of 130+ attendees at JOEY Burnaby's rooftop patio
- Established the 'Taste of...' Dinner Series with a 2nd series event: **'Taste of Greece: Dinner & Wine Tasting'** a 5-course dinner and wine pairing evening at Nammos Estiatorio in Vancouver for 60 guests
- Continued to provide mentorship educational themed events with **Leadership Lab: Networking & Lunch with Eric Lee**, of *VictorEric Design Build & Starfish Coaching*, for 40 guests
- Hosted an 80's themed 60-person indoor **Beach Volleyball Tournament** at 6Pack Indoor Beach in Richmond
- First full year operating under the new committee name of 'Young Professional Committee', successfully completing the transition away from the former 'U40 Committee'

## LOOKING AHEAD

- The Young Professional Committee is committed to continuing to deliver engaging social networking events that promote camaraderie, belonging, and opportunity in the association



## COMMITTEE EXECUTIVE



**Katerina Vastardis**  
Designs by KS  
Chair



**Kyle Darvasi**  
MIRA Floors &  
Interiors  
Vice-Chair



**Jennifer-Lee Gunson**  
Euro Canadian  
Construction Corp.  
2nd Vice-Chair

# WOMEN'S COUNCIL

The Women's Council represents HAVAN's female members working in all facets of the residential construction industry, and advocates for their involvement in the association, to bring value to this member segment, and to ensure the continued success, relevance, and growth for the association at large.

## HIGHLIGHTS

### • Women in Trades

- Build awareness of the residential construction industry as a desirable career path (long-term goal)
- Drive conversions from the awareness campaign to attend the Career Expo in search of Employment (short-term goal)

### • Let's Build a Career Campaign

- Grant received from CHBA BC
- Instagram, Facebook, and TikTok: 3 million impressions resulting in 13,000+ clicks
- Cutting-edge interactive video created to help drive attendance to the Expo

### • Online Career Expo

**400** ATTENDEES | **30** MEMBER PARTICIPANTS

**1** INDUSTRY-LEADING INTERACTIVE VIDEO PLATFORM | **3** LIVE STREAM PANEL DISCUSSIONS

- Supported **BCIT's New ACE Program**, which connects visible minority high school graduates with post secondary architectural, construction and engineering courses, and work experience programs

**\$10,000** RAISED IN SUPPORT OF BCIT'S NEW ACE PROGRAM,

## LOOKING AHEAD

- Continue to: **ENGAGE → ENCOURAGE → EMPOWER**

**9** COMMITTEE MEETINGS/  
ONLINE NETWORKING SESSIONS

**1** DAY OUT AT THE ART OF  
LEADERSHIP FOR WOMEN

**2** SITE TOURS  
WITH E&T

**1** IN-PERSON  
CAFÉ EVENT



## COMMITTEE EXECUTIVE



**Laurel James**  
Novell Design Build  
Chair



**Meredith Yuen**  
Marino General Contracting Ltd.  
Vice-Chair

# DESIGNERS COUNCIL

The purpose of the Designers Council is to identify, research, and address issues related to designers working on part 9 buildings. Connecting, educating, and advocating for members', it was determined the primary goal for 2023 would be to focus on fostering community within HAVAN Designers to further establish this new group.

## HIGHLIGHTS

- The first annual 'Designers Crawl - Kitchens!', attended by 75 design professionals
- *Design Lighting* - Specifying Lighting for an Aging Population Course + Social
- Helping to educate homeowners at HAVAN's Home Design + Reno Show at VanDusen Garden

**400**  
ATTENDEES

SPONSORED BY:



## LOOKING AHEAD

- Look for a new and exciting Designers Crawl in 2024!



## COMMITTEE EXECUTIVE



**Sarah Gallop**  
Sarah Gallop Design Inc.  
Chair



**Giovanna Averill**  
Giovanna Averill Interiors Inc.  
Vice-Chair



**Jamie Banfield**  
Jamie Banfield Design Inc.  
Secretary

# MEMBERS CONNECTING WITH MEMBERS

## HAVAN MEMBERSHIP DIRECTORY

HAVAN's membership directory, *Contact 2023*, published in both print and digital copies, continues to be a highly sought after resource for homeowners and industry alike. Offering a complete listing of all member companies, 9,000 copies were distributed to all members, and to consumers via member's retail outlets including *Dick's Lumber and Building Supplies*, *Pacific Rim Cabinets*, *Cooper Equipment Rentals*, *Cloverdale Paint* and *Uppal Building Supplies*. HAVAN also initiated an Ambassadorship Program for the major home shows, with five members representing the HAVAN brand, distributing a total of 3,000 copies. Thank you to *My House Design/Build Team*, *DMC Contracting*, *TQ Construction*, *Larch Construction*, and *Clay Construction*. Additional copies were also made available through the HAVAN office and the Home Design + Reno Show.



Published by *Boulevard Magazine*, a *Black Press Media* company, HAVAN's *Contact 2023* Directory has a print circulation of 9,000. A link to the online directory is available via [members.havan.ca/directory](https://members.havan.ca/directory)

## HAVAN COMMUNICATION CHANNELS

HAVAN's website with 10,000 average sessions per month, the CRM members' Info Hub, and newsletter channels continue to provide members with weekly updates and resources. The website member directory includes unique URLs for each member to profile their companies to industry and consumers; the CRM Info Hub provides easy access to all key HAVAN resources including an exclusive online member-to-member marketplace; and the weekly newsletters including the *Monday Morning Briefing*, *Education Update*, *Member Connections*, and *Government Relations Update* keep everyone in the loop. The newsletters delivered to 3,400+ opted-in members have a limited number of ad spaces, plus opportunities to share news-relevant information for free. The website also offers limited ad-space. Contact [info@havan.ca](mailto:info@havan.ca) for more information.

## HAVAN SPONSORSHIPS

2023 saw the addition of an annual corporate sponsorship program with recognition on the HAVAN.ca website, in support of members committing upfront with one annual agreement. An exclusive member benefit, individual sponsorships and annual sponsorships enable members to highlight their brand to a vertical market, endorsed by HAVAN. Thank you to our annual agreement sponsors *BC Housing*, *FortisBC*, *Federated Insurance*, *Associa BC*, *Vicostone Canada*, and *Trail Appliances*. To explore annual opportunities, contact [info@havan.ca](mailto:info@havan.ca).

## HAVAN'S AFFINITY PROGRAM

Helping to increase the value of membership with "win-win" scenarios promoting trade among members, HAVAN's Affinity Partners offer quality products or services, that are either unique in the marketplace or cannot be found at lower prices. 2022/2023 Affinity Partners include **Federated Insurance** (for property, liability, and group health insurance), **Kuhn LLP** (for legal services), **Baseline Payments** (payment processing systems). Visit [havan.ca/affinity-program](https://havan.ca/affinity-program) for further details.

## NATIONAL ADVANTAGES

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 STAFF

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



## RENÉE AUER

Senior Director of Membership & Sales  
21 Years of Service



## CAROLYN BEALE

Manager of Membership & Sales  
8 1/2 Years of Service



## JAY CHADHA

Manager of Policy & Research  
4 1/2 Years of Service



## RON RAPP

Chief Executive Officer  
4 1/2 Years of Service



## DAWN SONDERGAARD

Senior Director of Marketing Communications  
9 1/2 Years of Service



## VANESSA SWANSON

Manager of Online Education & Marketing  
8 Years of Service



## JUSTINE NADIA

Events Manager  
4 1/2 Years of Service



## WENDY McNEIL

Vice President of Marketing & Education  
22 Years of Service



## DIANA DILWORTH

Director of Government Relations  
3 1/2 Years of Service



## SONALI RAYAS

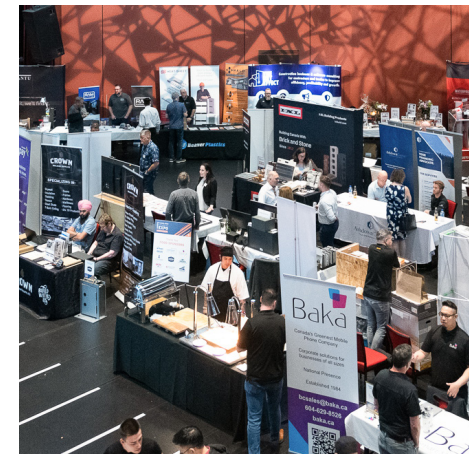
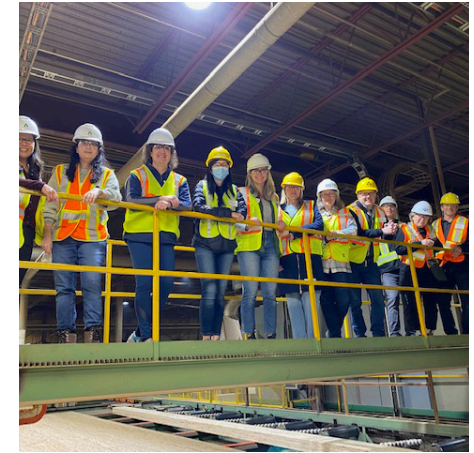
Brand Manager  
5 1/2 Years of Service



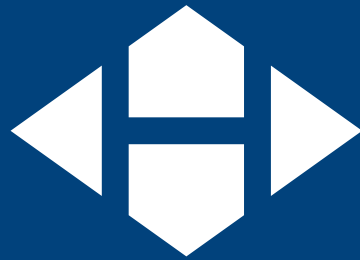
## SHERI LEMIRE

Office Manager  
11/2 Years of Service









**HAVAN**

**Homebuilders Association Vancouver**

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