



Manitoba Home
Builders' Association

December 2011

BuildersVoice

A PUBLICATION OF THE MANITOBA HOME BUILDERS' ASSOCIATION

Season's Greetings



2012 Board of Directors

Top Left: Diego Vassallo, Laurie Finley, Alan Gray, John Lund, Colleen Kuruluk, Jason Jaquet

Bottom Left: John Daniels, Janet Milne, Grant Sakiyama, Glenda Sobie and Jason Art

Missing: Jake Dethmers & Laurence Rosenberg



*On behalf of the board and staff
of the MHBA we wish you a safe
and happy holiday season!*

Board of Directors

Chairman

Grant Sakiyama
Sakiyama Construction

Past Chairman **Diego Vassallo**

KDR Design Builders Inc.

1st Vice Chair

John Daniels
Qualico Group

2nd Vice Chair **Glenda Sobie**

Ventura Custom Homes

Secretary / Treasurer

John Lund
Steinbach Credit Union

Directors

Jason Arlt

Arlt Homes Ltd.

Jake Dethmers

Red River Siding &
Eavestroughs Ltd.

Laurie Finley

Winnipeg Free Press

Alan Gray

Vacufo Manitoba

Jason Jaquet

Randall Homes

Colleen Kuruluk

Manitoba Hydro Power Smart

Janet Milne

Milne Homes

Laurence Rosenberg

Accurate Technology Group
& DreamRoom Productions

MHBA Staff

President

Michael Moore

Show Manager

Jan Currier

Coordinator,

Membership & Special Events

Janet Constable

Program Coordinator

James Murphy

Accounting

Marita Salazar

Office Assistant

Stephanie Christie

CHAIRMAN'S RECEPTION

Once again the Niakwa Country Club was host to the Manitoba Home Builders' Association and its members on Wednesday, November 21 as we celebrated another successful year.

President Moore thanked Diego Vassallo of KDR Design Builders and the 2011 Board of Directors for their outstanding commitment of time and energy to the MHBA. He remarked on the willingness of members to serve on committees and their dedication to those committees. Over 20% of the membership serves the MHBA in some capacity. He then welcomed our incoming Chair, Grant Sakiyama of Sakiyama Construction. Grant thanked the Board for the opportunity to serve recalling earlier years learning the trades as he spent time on construction sites with his father.

Delightful music was supplied by Andrew & Andrew. Thank you to our sponsors whose support ensures an outstanding event. We applaud your support.



2011 HOUSING FORUM

The MHBA's annual Housing Forum & Trade Show kicked off on Wednesday, November 2 at the Victoria Inn with our annual General Meeting. The 2011-2012 Board of Directors were approved followed by the appointment of the Executive Committee.

The opening session kicked off with Dianne Himbault, Senior Market Analyst of the Canada Mortgage & Housing Corporation presenting the current state of the industry and giving insights into the coming year. Following the opening session participants chose from four different topic streams and moved from one area to another throughout the day - Technical, Leadership, Workplace Wellness and Marketing.

The day concluded with a complimentary reception and a visit from four Blue Bombers – Buck Pierce, Joe Lobendahn, Fred Reid and Doug Brown who were on hand to meet and greet, have their pictures taken, sign autographs etc. A Bomber jersey was signed by the four guests and Paul Nielsen of Oswald Construction was the lucky winner.

This year the MHBA initiated an "Exhibitor Passport" to encourage our participants to visit the various booths on display. At the end of the day the passports that had been stamped were turned in to be eligible to win a basket of fine wine. That basket went to Rubin Diamond of Signature Homes.

Thank you to our sponsors and exhibitors who help make this event such a success. CMHC, Manitoba Construction Sector Council; Federated Insurance; Ventura Custom Homes; Winnipeg Free Press; Lansard Bros Roofing Ltd; RBC Royal Bank; Manitoba Hydro; New Home Warranty Program of Manitoba Inc.; Furnasman New Homes and Airia Brands Inc.



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RENOVATOR AWARDS NIGHT

Our annual Renovation of the Year Awards Night was held on November 4 at the Victoria Inn. There were 43 entries on display in the banquet room from 10 renovators. Categories were broken into sub-categories by price point while seven judges reviewed and evaluated all entries. For a complete listing of the award recipients visit our website at www.homebuilders.mb.ca.

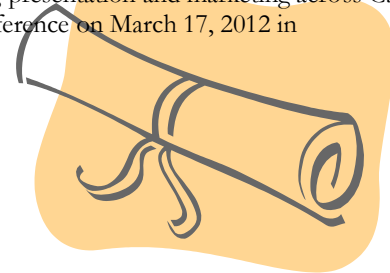
REMINDER: To log into the members section: User Name – member; Password – Market.
Congratulations to all participants and to our many sponsors. All entries will be on display at the Ask a Renovator booth at the Kitchen Bath & Renovation Show, January 13 – 15, 2012.

SAM AWARDS

The CHBA SAM Awards Finalists were announced on December 5 and among the finalists were MHBA members. These awards celebrate excellence in new homes, home renovation, innovative technology and construction, outstanding presentation and marketing across Canada. Twenty-three CHBA National SAM Awards will be presented at the Association's National Conference on March 17, 2012 in Mont-Tremblant, Quebec.

The Winnipeg finalists are: Artista Homes for Single Detached Home under 2500 square feet;
Harwood Design Builders Ltd., for Any Room;
Harwood Design Builders Ltd., for Whole House \$500,000.00 and less.

Congratulations to these outstanding companies.



KBR 2012

The Kitchen Bath & Renovation Show, which opens at the Winnipeg Convention Centre, January 13 and runs through to the 15th, will offer all of the newest and the best ideas in design, décor and renovation projects.

The ever popular "Ask A Renovator" booth will be back again. Appointments for a free consultation with our renovator members can be made directly online from the KBR website www.kitchenandbthshow.com.

Tommy Smythe of HGTV's Sarah's House will be back as our feature guest. His shows will be held at the Delta Hotel with corporate tables available. Another show highlight will be the "Ask a Decorator" booth where Sherri Cowlthrop, a member of the Canadian Decorators Association will be on hand to take some stress out of your decorating dilemmas.

UPCOMING EVENTS

Kitchen, Bath & Renovation Show
January 13 – 15, 2012
Winnipeg Convention Centre

Food & Wine Evening
January 26, 2012
Peasant Cookery

New Home Sales Agents Course
February 21 & 22, 2012
Caboto Centre

Spring Parade of Homes
March 3 – 25, 2012

Awards Night
February 17
Delta Hotel

Curling Bonspiel
Friday, March 16, 2012
Heather Curling Club

WELCOME NEW MEMBER

Quadra Sales Inc.

Contact: John Thomson
591 Marjorie St.
Winnipeg, MB R3H 0S8
Ph: 832-2354 Fax: 885-4313
E-mail: quadra@mts.net

Durabuilt Windows & Doors

Contact: Scott MacKenzie
6-1600 Regent Avenue
Winnipeg Manitoba R2C 3B5
Ph: 415-4351 Fax: 415-4347
Email: scottm@durabuiltwindows.com

NorthAir Tech Inc.

Contact: John Fernandes
42 Cutler Bay
Winnipeg Manitoba R2R 2H0
Ph: 955-8562
E-mail: johnpfernandes@gmail.com

PRESIDENT'S MESSAGE



As the year comes to a close, I wanted to take a moment to reflect upon the past year and also look ahead to what 2012 and beyond may bring to our industry.

We were all elated when we experienced 5,888 new housing starts in 2010 in Manitoba. That number represented the most starts in 23 years or since 1987. All reasonable expectations were that we would see a slight decline of about 10% in 2011. However, not only was there no decline, but it appears that we may even surpass last year's total start number. The demand for new housing remains strong. Once again, a slight cooling off period is projected for 2012 but, if the professional projections are accurate, everyone will be very busy next year.

Numerous factors account for the continuation of this trend. Interest rates will not rise appreciably next year. In that they are frozen in the US at least until 2013, Canada must remain competitive. Projected immigration numbers for Manitoba remain consistent with this past year. Manitoba's diversified economy should remain strong.

The Manitoba Home Builders Association continues to be very active working with all levels of government to ensure that this province and the cities within are viable places to work and live. As you saw in recent correspondence, we were able to negotiate a mutually beneficial agreement with Manitoba Hydro regarding the four party installations. We are currently working with the Office of the Fire Commissioner on practical applications of the National Building Code in Manitoba. Inspection times have been greatly reduced since the implementation of the Defect Self Certification Program and we are working very closely with the Planning Property and Development Department of the City of Winnipeg to create a system that will speed up permit application times. Although it has been a very long process, the MHBA remains committed to ensuring that a fair and equitable mandatory warranty program is implemented for all new homes in order to level the playing field and discourage part-time hobbyists mis-representing themselves as builders.

The MHBA continues to battle the underground economy in renovation services. This issue has devastated the industry in other provinces. We probably receive a half dozen calls every week from consumers who did not get it in writing and dealt with someone who did not adhere to the RenoMark principles and is now left without their money or their renovation.

We were delighted to unveil our updated logo and key messages at the Chairman's Reception recently. The Path to Pride will be evident in all MHBA activities, events and communications throughout the coming year and beyond. As you may know, 2012 is the 75th anniversary of the Manitoba Home Builders Association. Look for special events over the course of the year to mark this momentous occasion.

In closing, I would like to take this opportunity to wish all of you a Merry Christmas and a Happy, Healthy and Prosperous New Year in 2012.

MHBA LOGO FILES

At the Chairman's Reception on Wednesday, November 24, the Marketing Committee of the MHBA unveiled the updated version of our logo.

The logo files are available to members in nine different formats. Those files may be accessed by going to the Members section of our website. Your User sign in is **Member** – your Password is **Market**.

If you are changing any of your signage we urge you to include our new logo.



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