

March 2011

BuildersVoice

A PUBLICATION OF THE MANITOBA HOME BUILDERS' ASSOCIATION

ANNUAL MHBA CURLING BONSPIEL



Thirty two teams took to the ice at the Heather Curling Club on Friday, March 18 with the curlers from JELD-WEN Windows & Doors taking home the trophy. JELD-WEN and FLOFORM Countertops were vying for first place and once again points needed to be added up to determine the winner. The competition among a few teams was very keen but we also had several first time curlers on the ice. Great to see!

Thank you to the Winnipeg Free Press who sponsored the lunch; to all of our ice sponsors; and to all those who so generously donated a fabulous array of prizes. A draw prize of a 26 bottle wine cooler was donated by the Qualico Group and won by Laurie Finley of the Winnipeg Free Press.



It was exciting to have the Brier Champions, Jeff Stoughton, Jon Mead, Steve Gould and Reid Carruthers with us over the lunch hour to answer questions, pose for photos and chat with our guests. They brought a yellow autographed jersey with them. Draw tickets were sold with the proceeds going to Habitat For Humanity. The lucky person to take home the jersey was Michelle Ouellet from the Federated Insurance team. The Stoughton team will be off to the World Championships in Regina on April 2. We wish them good luck. Thank you to JELD-WEN Windows & Doors for giving us the opportunity to meet them. To view further pictures from this event, please visit our website at www.homebuilders.mb.ca



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ANNUAL SALES AWARDS NIGHT

The Delta Hotel Ballroom was the scene of our 2011 Sales Awards Night on Friday, February 18. This is an evening when members of the MHBA recognize, congratulate and thank their sales persons for their 2010 achievements.

A great dinner was served by the hotel while comedian Dan Licoppe had the room roaring with laughter as he took us through his antics.

The Rising Star Award recognizes promising new home sales agents that have been in the industry for less than two years with sales totaling less than 1 million dollars. The winner this year was Rene Giroux of Kensington Homes.

MHBA President Mike Moore and National Home Warranty sponsor representative Lloyd Mah presented Awards to the outstanding sales persons who were selected by their employer to receive the award. Those recognized in the Supplier Category were:

Carl Krahn – the Accurate Technology Group for Automation/Audio/Security

Bob Neufeld – All Weather Windows – Windows & Doors

Betty Dmytriw – CIBC – Mortgages

Barb Jeffrey – Curtis Carpets – Flooring

Gary Jenkins – Robinson Lighting – Lighting

Sharon Engen – The Floor Show – Flooring

Paul Lanteigne – JELD-WEN Windows & Doors – Windows & Doors

Laura Morrow – Super-Lite Lighting – Lighting

Kraig Bradley – The Brick Commercial Division – Furniture/Appliances

Mark Adams – TD Canada Trust – Mortgages

Edith Bonner – Winnipeg Free Press – Parade Ads.

Twenty six sales agents were presented with Bronze Awards; ten winners received Silver Awards; there were eight Gold winners and six Platinum winners.

The New Home Sales Agent with the highest volume of sales for 2010 was presented to Paul Saltel of Ventura Custom Homes. Congratulations to all winners. To view further pictures from this event, please visit our website at www.homebuilders.mb.ca

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Left: Platinum Award Winner Paul Saltel of Ventura Custom Homes and Rising Star Winner Rene Giroux of Kensington Homes.



NEW MEMBERS

Welcome to the following new members:

Artweld Ltd.

Contact: Art Schmidt

54091 Dawson Road, Box 5, Grp. 20, RR#2

Lorette, MB R0A 0Y0

Ph: (204) 256-3607 Fax: (204) 256-3607

Email: artweld@live.ca

www.artweldltd.com

Advance Exteriors Renovations Inc.

Contact: Jack & Dusty Moore

86 Wheatfield Road

Winnipeg, MB R3J 2E6

Ph: 221-3131 Fax: 219-4690

Email: dusty@advanceexteriors.com

www.advanceexteriors.com

Renovator

Penguin Heating & Cooling Technologies

Contact: Ido Raam

1270 Notre Dame Avenue

Winnipeg, MB R3E 0P3

Ph: 777-2323 Fax: 777-2323

Email: info@penguinheating.com

www.penguinheating.com

CGR Construction Inc.

Contact: Wendy Raap

127 McFadden Ave.

Winnipeg, MB R2C 3E4

Ph: 470-3863 Fax: 667-6233

E-mail: cgrconstruction@shaw.ca

Contractor

UPCOMING EVENTS

March 31 – April 3, 2011
Home Expressions Show
Winnipeg Convention Centre

April 8
Spring Parade Dinner
Hotel Fort Garry

April 27
Renovation Seminar
Norwood Hotel

May 11
Career Symposium
Red River Exhibition
Grounds

May 12
Breakfast Meeting
Going Digital
Caboto Centre

May 18
Dinner Meeting
Victoria Inn

June 1
Golf Tournament
Elmhurst Golf Club and Pine Ridge
Golf Club



MAY DINNER MEETING

On Wednesday evening, May 18 at the Victoria Inn, the MHBA will recognize forty companies who have been members of this Association for the past twenty five years. We will also introduce members who have joined over the past twelve months.

This is your opportunity to make connections, eat, drink and schmooze with those who have made an impact on the housing industry over the years as well as those who wish to follow in their footsteps.

We will have live music playing the songs of 1986 and a silent auction with proceeds going to Habitat For Humanity. Mark your calendars.

BREAKFAST MEETING

QR Codes! What are they? Where and Why are they used?

Join us on Thursday, May 12 at the Caboto Centre, 1055 Wilkes Avenue at 8:00 a.m. Laurie Finley, Vice President of Sales at the Winnipeg Free Press and company will tell us everything we ever need to know about QR Codes.

QR Codes are aimed at mobile phone users who can scan an image of the QR Codes to display text, contact information, connect to a wireless network, or open a web page.



QR Codes will enhance the marketing experience while it delivers information instantly.

Learn how this two dimensional code can enhance and improve your business. Step into the new age!

To register: Contact Janet at jconstable@homebuilders.mb.ca or 925-2578.

HOME EXPRESSIONS

March 31 – April 3, 2011 – our 37th Annual Home Expressions Show.

Have you purchased your tickets? Tickets are available at the MHBA office until March 25 for a nominal fee of \$10.50. As the radio ad for a car company says: Buy them at this reduced price! Buy them before the price goes up! Buy them now!

Mike Holmes of Holmes on Homes is our featured guest. His shows will be held at the Delta Hotel. To purchase a Corporate Table call Patti at 925-2563. The price is right! \$20.00 and that gets you into the show at the Convention Centre as well.

There are a number of new features to this year's show. "What's The Buzz" on the main floor; Outdoor staging on the second floor; "Ladies Night Out" on Thursday night; "The High/Low Designers Challenge" and "DIY Demos". We understand St. Mary's Nursery & Garden Centre is going to have an eye-popping display. Springtime! You won't want to miss it!

PRESIDENT'S MESSAGE



As we come to a close in March, it appears that Spring is right around the corner, hopefully with some dry weather and favourable building conditions. Although the winter has been unbearably long, it was a positive one in terms of residential construction in Manitoba. The 2010 year ended just as strong as it began with a total of 5,888 starts, one of the best years in the past quarter century. The multi family sector really boomed to unforeseen heights while the single family detached starts continued to rise. At the recent Canadian Mortgage and Housing Corporation Housing Outlook Forum, the projection for Manitoba was very promising for each of the next two years.

All recent indicators seem to support this optimism. Our RenoMark Renovation Council members were flooded with visitors loaded with questions at January's Kitchen Bath and Renovation Show. The Spring Parade of Homes experienced a steady stream of traffic, even with the expansion to three weeks from the customary two. Even more important, feedback was very positive regarding the quality of Parade visitor this year. There were numerous reports of on-the-spot buying along with return visits. The Home Expressions Home and Garden Show has also generated a lot of enthusiasm and large crowds are anticipated to descend upon the Convention Centre March 31 – April 3.

Your Manitoba Home Builders Association is facing a very busy year as it relates to Government Relations and political activity. Representatives have been meeting with all recently elected Winnipeg City Council members and new appointees to Executive Policy Committee. They are being kept abreast of the importance of the residential construction industry, the jobs it generates and the amount of revenue that it creates for the City.

At this time of writing, it appears that Canada will be going to the polls federally as a non-confidence vote is imminent. A Spring election will be the fourth time in seven years that we have gone to the polls, making it extremely difficult to do some long term planning as a country and enact fiscal legislation that will allow us to move forward. The MHBA will be very active in getting the positions of the various political parties and candidates on those issues that affect our industry.

On October 4 of this year, Manitobans will go to the polls in a provincial election. All forecasters are predicting a close, hard fought battle with the balance of power being a couple of seats either way. The MHBA will continue to meet with current Cabinet Ministers and sitting members, challenge candidates with questions and make sure that our members and their employees are aware of the issues and the positions of the parties on those issues leading up to the fall election.