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HIGHLIGHTS

MHABC's 2019 Conference Program Planning Well Underway

The MHABC's 2019 Conference is being held at Osoyoos' Spirit Ridge Lake Resort from Wednesday, May 1st to Friday, May 3rd. This modern venue resides on Osoyoos First Nation lands, is adjacent to the Nk'Mip winery and is part of the Hyatt Hotel chain.

The Gerry Brown 28th Memorial Golf Tournament will be held on Wednesday at the Osoyoos Golf Club. The hotel is only five minutes away from the course making for easy attendance at the evening's Ice Breaker.

This year's Conference program is intended to promote greater networking opportunities consequently has a less rigorous presentations schedule.

FRESH INC will present on Thursday morning to discuss the MHABC's marketing program and engage in consultation on members' needs.

FRESH INC will be followed by BC Trucking Association President Dave Earl's presentation on the legalization of cannabis and the impacts on transport in BC. The afternoon will include a 1 ½ seminar on marketing to different cultures by past Conference presenter Corey Poirier. The Annual General Meeting will follow Corey's seminar. The President's Reception and Banquet will be held that evening. Friday will involve a half-day session with anticipated presentations by financial institutions, WORKSAFE BC with a third session to be determined.

The block room reservation is in place until March 15th so please make your reservations by then.

See you in Osoyoos in May. Please bring your sunglasses!

MHABC Innovations Award Program

2019 is the inaugural year of the MHABC's Innovations Awards.

Members are invited to submit nominations for innovative approaches to modern housing in each of three categories: CSA Z240MH, CSA A277 and CSA Z241 Park Model. An independent panel will assess the nominations and determine the awards.

Winners will be announced during the 2019 Conference banquet. Nominations are due by March 1, 2019 with forms available on MHABC.com or by request to the office.

WISHES FOR A MERRY CHRISTMAS, HAPPY HOLIDAYS AND A VERY PROSPEROUS 2019



2018-19 BOARD of DIRECTORS

Executive:

President Terry Weicker
Ray's Towing

Vice-President Frank Ambler
Countryside Manufactured Homes

Treasurer Dean Johnstone
SRI Homes Kelowna

Directors:

Cathy Corbin
Gordon's Homes Sales

Shawn Donohoe
Shamrock Modular Home Installations

Walter Fontinha
Moduline Industries Canada Penticton

Mark Ellis
Eagles Homes Salmon Arm Head Office

Ken Jennings
Blackstone Homes Prince George

Matthew Salmon
Triple M Homes Lethbridge

Gord Rattray
Executive Director

BOARD MATTERS

Fall 2018 Board Meeting Schedule

During the fall, the Board held an in-person meeting on October 29th & 30th. The meeting included a Governance Review Session with facilitation by Gail Wallin, a highly experience non-profit association manager and trainer.

The Board also met by conference call on December 4th.

The next meeting is scheduled for January 22nd via conference call

Home shipments exceed plan at end of 3rd quarter

Home shipments exceeded plan at the end of the 3rd quarter ending November 30, 2018. The 2018-19 budget and rates were based on an average of 75 homes per month. Total 3rd quarter shipments were 262 homes for a total of 811 homes YTD or an average of 90 homes per month.

Actual expenditures are below plan with significantly lower experienced Conference expenses. These increased revenues and lower expenses result in a significantly lower deficit than plan.

2019-20 Budget Development in Process

The Board is in the process of developing the 2019-20 budget with rates coming into effect on March 1, 2019. Key decisions include the expected home shipments on the revenue side and marketing expenditures and Ronald McDonald House contributions on the expenses side. Members should anticipate further reductions in the overall rate as has been the recent precedent.

Board Governance Review Session Workplan Developed

The Governance Review session included in the October Board meeting resulted in creation of a workplan dealing with the action items identified during the Session. While

many of the action items are “works in process” requiring further attention, others will require decisions. These include reviewing the Board composition as well as improving documentation of many MHABC internal policies.

The outcome of the review will most likely result in the Board proposing by-law changes for review at the 2019 Annual General Meeting.

Nominations Committee Process to commence in January 2019

The Nominations Committee process will commence in January with President Weicker identifying a senior Member to oversee consultation with Board members whose terms are expiring as well as undertaking recruitment of new Directors.

Members interested in joining the Board are asked to inform the Executive Director who will pass the information along to the incoming Nominations Committee chair.

MHABC Credit Card Payment System Established

Following urging by MHABC Members to implement a credit card payment system, the Board will have such a system in place in February. It is expected the system will operate during the peak membership dues and conference fees periods concluding June 30th. The shorter period will provide cost efficiencies however the Board will monitor the operating period with possible extension if membership demands warrant this.

MHABC annual membership dues invoices will be distributed in early March. While the Board asks Members to pay dues by the Conference and, at a maximum, within 90 days of invoicing, some Members have dues outstanding.

Members who may have outstanding MHABC dues (or other invoices) are asked to make payments as soon as possible and well in advance of the 2019-20 invoicing to ensure continuing membership.

Marketing Committee Update

The MHABC's Marketing Committee met by conference call on October 30th. The discussion topics included an assessment of MHABC.com visitations, progress on the 2018 marketing plan, additional use of MHABC.com testimonials and planning for the 2019-20 budget. These calls run less than one hour and provide the opportunity for FRESH INC to seek immediate input on marketing issues.

MHABC Group Health Benefits Program Reminder

Please keep the MHABC's Group Health Benefits Program in mind. Contact the office for further information.



WHAT'S NEW?

CVSE Policy Updates

The Commercial Vehicle and Safety Enforcement Branch has released numerous policy updates and client information circulars this fall. These have included:

- New chain up requirements
- Restrictions of oversize loads movements during highway advisory periods predominately associated with hazardous winter road conditions
- Introduction of Form 1053 which requires transporters to have on file at the Provincial Permit Centre before applying for extraordinary load permits that have bridge crossing conditions as part of their approval.
- Restriction on large vehicles in left lanes on the Coquihalla Highway
- Introduction of a Project Cargo Pilot for loads leaving Fraser

Surrey Docks and the Lynnterm East Gate.

- Notification that Alberta is nearing completion of new pilot car guidelines, The Escort Vehicle Operator's Handbook. CVSE has provided a copy of the draft report to those stakeholders who formerly provided input on the BC Pilot Car Guidelines.

Information on the foregoing has been uploaded previously or will be uploaded to MHABC.com this month.

BSSB Updates

Building and Safety Standards Branch circulated a reminder that Revision 1 of the BC Building Code has been approved and came into effect on **December 10, 2018** as part of the 2018 British Columbia Building Code.

All building permits submitted after this date must conform with the new Code.

STATISTICS

Shipments and Certification Type Report Ending Third Quarter – November 30, 2018

MHABC 2018 & 2018-19 Shipments Analysis									
Month	Area	Single Z240/Z241	Multi Z240/Z241	Single A277	Multi A277	Area Total	Month Total	Previous Year	Comments
January 2018	BC	22	21	23	0	66			9 Z241
January 2018	Other Canada	5	2	2	1	10	80	78	
January 2018	US	0	3	0	1	4			
February 2018	BC	24	21	0	9	54			11 Z241
February 2018	Other Canada	10	1	0	0	11	62	60	
February 2018	US	0	(2)	0	0	(2)			
March 2018	BC	15	24	1	21	61			6 Z241
March 2018	Other Canada	4	2	3	0	9	72	62	
March 2018	US	1	1	0	0	2			
April 2018	BC	31	29	2	21	83			13 Z241
April 2018	Other Canada	3	1	1	1	6	90	79	
April 2018	US	0	0	0	1	1			
May 2018	BC	49	29	2	29	109			14 Z241
May 2018	Other Canada	6	2	4	2	14	123	84	
May 2018	US	0	0	0	0	0			
June 2018	BC	33	15	1	21	70			30 Z241
June 2018	Other Canada	6	5	6	1	18	88	71	
June 2018	US	0	0	0	0	0			
July 2018	BC	39	23	5	21	88			12 Z241
July 2018	Other Canada	5	3	3	3	16	102	82	
July 2018	US	0	0	0	0	0			
August 2018	BC	23	19	1	16	59			8 Z241
August 2018	Other Canada	7	3	2	1	13	74	69	
August 2018	US	2	0	0	0	2			
September 2018	BC	24	19	0	23	66			7 Z241
September 2018	Other Canada	5	2	2	1	10	77	71	
September 2018	US	0	1	0	0	1			
October 2018	BC	30	23	0	15	68			7 Z241
October 2018	Other Canada	11	3	8	6	28	99	102	
October 2018	US	1	2	0	0	3			
November 2018	BC	22	19	1	15	57			4 Z241
November 2018	Other Canada	13	5	5	6	29	86	67	
November 2018	US	0	0	0	0	0			
December 2018	BC					0			
December 2018	Other Canada					0	0	59	
December 2018	US					0			
January 2019	BC					0			
January 2019	Other Canada					0	0	80	
January 2019	US					0			
February 2019	BC					0			
February 2019	Other Canada					0	0	62	
February 2019	US					0			
		Single Z240/Z241	Multi Z240/Z241	Single A277	Multi A277	Area Total	Month Total	Previous Year	Comments
Calendar 2018	BC	312	240	36	191	779			
	Other Canada	75	31	36	22	164			
	US	4	4	0	2	10			
	TOTAL	391	275	72	215	953	953	894	Actual as at November 2018
	% of Total	41%	29%	8%	23%	100%			
Fiscal March 18-Feb. 19	BC	266	198	13	182	659			
	Other Canada	60	28	34	21	143			
	US	4	4	0	1	9			
	TOTAL	330	230	47	204	811	811	888	Actual as at November 2018
	% of Total	41%	28%	6%	25%	100%			

(Please contact the MHABC office for a enlarged copy of this table)

Manufactured Home Registry Geographic Distribution Analysis

	A	B	C	D	E	F	G
1							
2	MHR Analysis - Geographic Distribution Analysis						
3							
4		Lower	Vancouver	Okanagan	Kootenay	North	Population
5		Mainland	Island				Size
6							
7	2017	15%	14%	52%	6%	13%	645
8	2016 1/	16%	11%	54%	4%	15%	484
9	2015 1/	10%	11%	55%	5%	20%	464
10							
11	Note:						
12							
13	1/	Owing to overlapping Dealers, suggest Kootenays could be 3-5% higher with					
14		commensurate reduction in Okanagan					
15							

Note:

The MHABC purchases semi-annual and annual data from the Manufactured Home Registry. The data file is confidential to the MHABC’s Executive Director will agreement the MHABC is allowed to distribute grouped information. The data is used to assess the size of the factory-built housing industry in BC as well as comparing reported MHABC Member statistics. The above table documents the sales distribution of homes across broad geographic areas within BC by using the applicable Dealers identified in the data file.

