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HIGHLIGHTS

2018 Conference Soon!

The MHABC's 2018 Conference is only one month away!

The Conference and golf tournament registration forms have been circulated to the Members and uploaded onto MHABC.com

The 2018 conference theme "Building Factory-Built Housing for the Future" "builds" on a building code workshop

developed by representatives of the Building Officials Assn. of BC followed by multiple government official's presentations on the BC Building Code update, the emerging Energy Step Code, Commercial Vehicle and Safety Enforcement Branch policy initiatives and an update on BC Housing and consultations on factory-built home warranties. Mr. Paul Ferley of the Royal Bank will provide the economics update.

A presentation by the Modular Construction Council of the Canadian Home Builders Associations will be provided prior to the AGM on

Wednesday morning as well as an update on the MHABC's marketing program by FRESH INC.

The 2018 Program deals with elements important to all Member categories with the Annual General Meeting being the most important to all members as it provides the opportunity to understand how your Association operates and to provide direction on key initiatives.

Registration forms must be submitted to the MHABC office by April 13th.

See you in Penticton and Oliver!



Penticton Lakeside Resort
& Conference Centre



2017-18 BOARD of DIRECTORS

Executive:

President Walter Fontinha
Moduline Industries Canada Penticton

Vice-President Frank Ambler
Countryside Manufactured Homes

Treasurer Dean Johnstone
SRI Homes Kelowna

Directors:

Cathy Corbin
Gordon's Homes Sales

Doug Fisher
D. Fisher Contracting

Ken Jennings
Blackstone Homes

Tyler Lutz
AMCO Modular Homes

Matthew Salmon
Triple M Homes Lethbridge

Ms. Terry Weicker
Ray's Towing Ltd

Gord Rattray
Executive Director

BOARD MATTERS

Winter 2017-18 Board Meeting Schedule

During the winter, the Board met in person on January 16th in Kelowna and by conference call on February 27th.

The next meeting will be held by conference call on April 3rd.

The Board operates on a six-week meeting schedule. The dates for upcoming conference calls and in-person meetings has been set for the period March 2018 through February 2019 and is available upon request

Director Dustin Winsor Resigns from MHABC Board

Transportation Director Dustin Winsor has resigned from the MHABC Board owing to current company obligations.

He thanked the Board for the support received since joining the Board in 2016 but expressed concerns that he was unable to

attend Board meetings. He felt it was in the best interests of the MHABC to take his leave at this time.

Former Transportation Director Terry Weicker and current Director at Large has been asked to reassume the Transportation Director position.

Home Shipments remain higher at end of 4th Quarter

Home shipments during the 4th quarter and to the end of the fiscal year ending February 28, 2018 remain above plan. The original budget called for a total of 660 homes with actual shipments coming in at 880 homes.

Operational expenses were budgeted at 147,465 with actual expenses at \$141,517. The increased shipment revenues and lower expenses will result in a budget surplus.

2018-19 Preliminary Home Fees Set

Because of the strong shipments and strengthening balance sheet, the Board has been able to reduce the

home shipment fee commencing March 1, 2018.

Members were advised of the preliminary fee set following finalization of the 2018-19 budget during the January Board meeting.

The Board sets a preliminary combined rate for both operations and marketing which are subject to ratification during the Annual General Meeting.

Grant McDowell Memorial 2018 Bursary Applications Circulated

During the 2017 Annual General Meeting, Members agreed to renaming the former Pioneer Bursary Awards to the Grant McDowell Memorial Bursary Awards. Grant was a long-time Moduline Penticton manager and passed away in late 2016.

Forms for the 2018 Bursary Awards have been circulated with eligible students required to submit applications by March 29th.

MHABC Manufactured Housing Person of the Year Nominations

Also, during the 2017 AGM, Members agreed to establishing a new Awards program replacing the former Pioneer Awards. The new program is entitled Manufactured Housing Person of the Year Award. This Award is intended to recognize persons demonstrating exceptional customer relations and interpersonal skills in our industry.

Nomination forms were circulated with submission required by March 28th.

Nominations Committee Report Finalized

2018 Nominations Committee chair Ray Weicker has completed his Nominations Report which will be circulated to Members prior to the AGM. Ray's report outlines his recommendations on replacements for Directors completing their terms. The Nominations Committee Report is subject to review and ratification during the AGM.

In the event, Members wish to nominate additional persons for vacating Board positions, a vote would be called.

BC Housing Home Warranties Consultation Proceeding

Representatives from the MHABC's Board and Warranty Working Group met with BC Housing's Wendy Acheson on January 15th in Kelowna to discuss home warranties on factory-built homes. The meeting was scheduled at the request of BC Housing and involved a roundtable format for sharing of information.

The MHABC has provided notes from the meeting as well as a summary of recommendations to BC Housing. A response is pending.

Regional District Central Kootenay Delegation on Z241 Prohibition

Since early 2016, the Regional District Central Kootenay has maintained a prohibition on the placement of new CSA Z241 Park Model into the R/D.

The prohibition results from RDCK Board concerns over the potential for full-time occupancy of these seasonal-use homes. Since learning of the prohibition, the MHABC has engaged with the RDCK Board to both educate and work towards solutions to resolve the issues raised by the Board members

MHABC officials participated in a second delegation to the RDCK Board on March 15th in Nelson to continue working towards a “win-win” solution for both the RDCK and MHABC. A formal response from the RDCK is pending.

Marketing Committee Activities

The MHABC Marketing Committee continues to act as the conduit between the Board and dedicated marketing firm, FRESH INC. Conference calls are held in advance of Board meetings.

FRESH INC Principal Jennifer McKinney attended the January Board meeting and provided an update on website

visitation statistics, current projects and planned projects for the upcoming year.

As a result of the presentation, the Board has approved funding for the 2018-19 marketing program.

Jennifer will be presenting at the AGM to provide a similar overview of the 2017-18 program and plans for this year.

Transportation Working Group Activities

The MHABC’s Transportation Working Group continues to work on key transportation matters including day-time travel and dolly-width issues. MHABC representatives met with CVSE officials on March 21st to discuss these topics as well as others.

CVSE Commercial Transport Manager Jan Lansing will be attending the Conference to provide an update on current commercial transportation policy initiatives.

BC Ferries Dimensions Criteria Consultations Proceeding

In October 2017, a joint BC Ferries, BC Trucking Association and MHABC agreement on BC Ferries reservations policy for transport of oversize units came into effect.

This agreement targeted the major routes between the lower mainland and the Island. The Langdale and Gulf Islands routes were not covered by the 2017 agreement.

The BCTA and MHABC are continuing to press BC Ferries to establish permissible dimensions and reservations protocols for these additional routes. Both Associations are optimistic a similar agreement can be achieved by the summer for the additional routes.

Building and Safety Standards Branch Building Code Consultations

Building and Safety Standards is continuing consultation on updating of the BC Building Code in 2018.

The MHABC submitted comments on proposed changes to the Code in advance of a February 28th input deadline

BSSB officials will be attending the 2018 Conference to provide an update the Building Code and planned implementation of the Energy Step Code.

BOABC Spring Conference Participation

The Building Officials Assn of BC Spring 2018 Conference is being held in Kelowna over the period April 29th to May 4th.

The MHABC will once again participate in the Conference via a tradeshow booth and 1 ½ hour symposium on factory-built housing.

The MHABC symposium will build upon the BOABC official's presentation and input from members during the MHABC Conference.

Canadian Home Builders Association Victoria Conference Participation

The Canadian Home Builders Association and its BC Section held their annual Conference in Victoria on March 26th to the 30th.

MHABC Director Terry Weicker represented the MHABC at the Conference including attending the CHBA's Modular Construction Council meeting on March 27th with staff.

Modular Construction Council (MOC) manager Kathleen Maynard will be attending the MHABC's Conference to provide an update on the MOC activities.

MHABC Letter on BC Government Speculation Tax

In the recent BC Government announcement on the 2018 budget, a newly established tax to avoid homes being purchased and not fully utilized was presented. While the new Speculation Tax was aimed at off-shore investors, it will impact vacation properties that are used

intermittently. Many allied organizations, including the Canadian Home Builders Association, are writing letters to encourage the BC Government to reconsider the policy towards reducing the impacts upon Canadian citizens.

In support of these initiatives, the MHABC Board is drafting a letter to the BC Government supporting reconsideration of the Speculation Tax.

MHABC Group Health Benefits Program Reminder

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



**Canadian Home Builders' Association
Modular Construction Council**
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WHAT'S NEW?

BC 2018 Budget

The BC Government released its 2018 budget on February 20th. In summary:

- Major increase in expenditures for new affordable homes
- No changes to corporate tax rates
- Employer health tax introduced to offset elimination of Medical Service Plan premiums
- Some minor changes to Provincial Sales Tax Act
- Some minor changes to the property transfer tax
- Introduction of a "Speculation" tax for some levels of residential properties
- Some minor changes to the home owners grant

Additional information is available on the MHABC Members Only information site.

Manufactured Home Park Owners Alliance of BC Spring Conference

The Manufactured Home Parks Owners Alliance of BC is holding its Spring Conference in Cranbrook on April 27th and 28th.

As an Associate member of the MHPOABC, MHABC Members are welcome to attend. Additional information is available in the MHABC.com Members Only section or www.mhpo.com.

BC Trucking Association Training Programs

The BC Trucking Association provides on-going training courses applicable to transporters. Summaries of these courses are circulated monthly via the MHABC Members Only section.

As an Associate member of the BCTA, MHABC members are welcome to attend these courses.

Aboriginal Business Match Events

The Aboriginal Business Match sessions held across Canada are important opportunities for MHABC member to engage directly with First Nations organizations. A major event is scheduled for Penticton in May. Please see the MHABC members section for more information.

STATISTICS

MHABC 2017 & 2017-18 Shipments Analysis									
Month	Area	Single Z240/241	Multi Z240/Z241	Single A277	Multi A277	Area Total	Month Total	Previous Year	Comments
January 2017	BC	24	22	22	1	69			
January 2017	Other Canada	3	0	1	0	4	78	49	9 Z241
January 2017	US	1	3	0	1	5			
February 2017	BC	19	22	1	14	56			7 Z241
February 2017	Other Canada	2	0	0	0	2	60	33	
February 2017	US	1	1	0	0	2			
March 2017	BC	18	18	1	22	59			6 Z241
March 2017	Other Canada	2	1	0	0	3	62	49	
March 2017	US	0	0	0	0	0			
April 2017	BC	31	25	1	17	74			8 Z241
April 2017	Other Canada	0	0	1	0	1	79	61	
April 2017	US	1	3	0	0	4			
May 2017	BC	34	26	0	14	74			15 Z241
May 2017	Other Canada	0	0	5	0	5	84	46	
May 2017	US	2	2	0	1	5			
June 2017	BC	31	20	2	11	64			
June 2017	Other Canada	0	1	2	0	3	71	60	
June 2017	US	2	1	0	1	4			
July 2017	BC	34	24	4	19	81			7 Z241
July 2017	Other Canada	2	0	0	1	3	82	72	
July 2017	US	(1)	(1)	0	0	(2)			
August 2017	BC	25	34	2	14	65			11 Z241
August 2017	Other Canada	1	0	1	2	4	69	60	1 Z241
August 2017	US	0	0	0	0	0			
September 2017	BC	25	24	0	17	66			7 Z241
September 2017	Other Canada	1	0	3	0	4	71	71	
September 2017	US	0	1	0	0	1			
October 2017	BC	43	26	1	13	83			7 Z241
October 2017	Other Canada	13	3	2	2	18	102	90	
October 2017	US	1	0	0	0	1			
November 2017	BC	26	20	0	11	57			4 Z241
November 2017	Other Canada	5	0	2	2	9	67	61	
November 2017	US	0	0	1	0	1			
December 2017	BC	23	18	0	12	53			4 Z241
December 2017	Other Canada	0	0	3	1	4	59	59	
December 2017	US	1	1	0	0	2			
January 2018	BC	22	21	23		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	(3)	0	0	(3)			
		Single Z240/241	Multi Z240/Z241	Single A277	Multi A277	Area Total	Month Total	Previous Year	Comments
Calendar 2017	BC	333	269	34	185	801			
	Other Canada	27	5	20	8	60			
	US	8	11	1	3	23			
	TOTAL	368	285	55	196	804	884	731	Actual as at December 2017
	% of Total	42%	32%	6%	20%	100%			
Fiscal March 17-Feb. 18	BC	336	267	34	153	790			
	Other Canada	37	8	21	9	75			
	US	6	7	1	3	17			
	TOTAL	379	282	56	171	888	888	787	Actual as at February 2018
	% of Total	43%	32%	6%	19%	100%			

Summary of home shipments by certification type to February 2018