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PRIORITIES

2020 Conference and Technical Day Cancelled

The following is the text of an e-mail sent to MHABC Members on March 24th

To: *MHABC Retailers, Manufacturers, Transporters, Associates/Affiliates*
cc: *Allied Associations and Organizations*

Owing to the on-going COVID-19 pandemic with the associated direction on social distancing and restrictions on group meetings, the MHABC Board of Directors held a Special Meeting via conference call this morning:

In summarizing the discussion and decisions, the Board voted to cancel the May 4th and 5th MHABC 2020 Conference, the May 7th Technical Day and postpone the Annual General Meeting to a date in the Fall. Further, the Board passed a motion to have existing Directors remain in their positions until the Annual General Meeting can be organized. Finally, the deadline for submission of the MHABC's Innovations Awards has been extended to June 30th. The following summarizes the motions and discussion associated with these decisions:

1. Treasurer Johnstone moved/seconded by Director Weicker to cancel the MHABC's 2020 Conference scheduled for May 4th and 5th, cancel the May 7th Technical Day and postpone the Annual General Meeting until a date in the fall of 2020. **Carried by consensus.**

Discussion: The Fall Annual General Meeting will be organized as an in-person meeting possibly to be held in Kelowna. Should group restrictions still apply, the AGM will be held by conference call. A notice to Members announcing the date of the Annual General Meeting will be circulated no earlier than 30 days prior to the meeting date. The current Notice to Members of the May 5th Annual General Meeting becomes null and void. Current meeting and room reservations can be cancelled without penalty.

With this decision, normal AGM business including the MHABC's 2020-21 budget and shipment rates remain in place until reviewed and ratified by Members at the Fall AGM.

2. Director Salmon moved/seconded by Director Jennings that all current Directors remain in place until a fall Annual General Meeting can be organized. **Carried by consensus.**

Discussion: The Board's Nomination Committee will complete a Nominations Report to be circulated in due course.

3. *Vice-President Ellis moved/seconded by Director Jennings the date for submission of the MHABC Innovations Award be moved to June 30th.*
Carried by consensus.

Additional information will be provided in due course. Please contact the office if there are questions or comments. On behalf of the Board, I wish all Members good health and hope for expediency in moving through this difficult period.

Best regards, Gord

COVID-19

It goes without saying, the COVID 19 pandemic has changed Canada's population and our industry's way of life. MHABC Retailers and Manufacturers have temporarily closed offices and are taking down-time in the plants. Announcements such as the foregoing MHABC 2020 Conference cancellation as well notices of similar cancellations including the CHBA

Housing Week in Canada Conference and the Manufactured Home Park Owners Alliance of BC Spring Conference are being received daily. The frequent updates from the BC Trucking Association speak of challenges in maintaining transportation activities within Canada and across borders. At the same time, these notices reference the major contributions made by Canadians and our companies that provides optimism that this is a challenge that will be overcome and we can return to a "normal" status soon.

Secondary Home Restrictions on Agriculture Land Reserve Lands Update

Members were briefed in late January that the province has extended the deadline for the grandfathering of former policy for the placement of secondary homes on Agriculture Reserve Lands to December 31, 2020.

Along with this announcement, the province advised it is proposing significant changes to the legislation directing ALR policies. These proposed changes may benefit our industry in the long-run. The MHABC will be submitting a position paper in early April supporting the proposed changes and advocating for some minor change. Members are urged to review the province's advisory circulated on January 29th to become familiar with the proposed changes.

Regional District Central Kootenays CSA Z241 Park Model Restriction Update

Since early 2016, the MHABC has engaged with the Board of the Regional District Central Kootenays over a prohibition of CSA Z241 Park Models in that jurisdiction. Activities have included participating in two delegations to RDCK Board meetings and providing on-going recommendations to the RDCK

towards addressing the concerns raised over potential full-time occupation of these recreational units. These efforts did not achieve relief from the prohibition. The MHABC Board elected to take aggressive action during 2019 and engaged legal counsel to address the situation and provide a legal perspective on the RDCK's approach to implementing the prohibition. A preliminary Affidavit was sent to the RDCK in December 2019.

In January, the RDCK's legal counsel contacted the MHABC advising of a proposal to be presented to the RDCK's Board. This proposal would result in elimination of the prohibition and allow greater scrutiny by RDCK officials in monitoring the situation of full-time occupancy. The RDCK Directors have supported their legal counsel's proposal and CSA Z241 Park Models are now permissible within the RDCK.

2019-20 BOARD of DIRECTORS

Executive:

President Frank Ambler
Countryside Manufactured Homes

Vice-President Mark Ellis
Eagle Homes Salmon Arm

Treasurer Dean Johnstone
SRI Homes Kelowna

Directors:

Shawn Donohoe
Shamrock Modular Home Installations

Walter Fontinha
Moduline Industries Canada Penticton

Ken Jennings
Blackstone Homes Prince George

Michael Newton
Lakeridge Homes

Matthew Salmon
Triple M Homes Lethbridge

Raymond Weicker
Ray's Towing

Gord Rattray
MHABC Executive Director

Jennifer Barter
MHABC Contract Administrator

BOARD MATTERS

Winter 2019-20 Board Meeting Schedule

During the Winter, the Board held a conference call on January 14th and met in-person on February 25th in Kamloops. A Special Board conference call was held on March 24th to discuss the 2020 Conference related to the COVID-19 pandemic.

The next meeting is to be held by conference call on Tuesday, April 14th.

Home shipments substantially below plan at end of 4th Quarter

Total home shipments for the 4th Quarter, ending February 29th and the conclusion of the MHABC's fiscal year totaled 699 homes for an average of 58 homes per month.

This shipment level is substantially lower than plan shipments of 85 homes per month which was used as the basis for the 2019-20 budget. This figure would have resulted in annual shipments of 1020 homes.

As a result of these lower shipments, the Board implemented a fees increase effective December 1st and in place until the end of the fiscal year. A further increase in home shipment fees was implemented on March 1st with the start of the new fiscal year. As referenced in the advisory to Members, the Members Equity has now been brought into the required parameters and the new rate is intended to move the MHABC towards balanced budgets.

Board Nominations Committee

As referenced in the Priorities Section, all current Directors have agreed to continue in their positions until the Fall. This is when an Annual General Meeting can be held and a new Board put in place. Directors Matt Salmon and Ken Jennings are acting as the Board's Nominations Committee. Both Directors have been in contact with many potential new Directors and are receiving support from many to join the Board, if requested to do so.

If any Members have not been contacted and are interested in becoming Directors, they are asked to advise Matt or Ken.

A Nominations Committee Report will be completed in due course.

Grant McDowell Memorial Bursary Application Deadline Reminder

The Grant McDowell Memorial Bursary involves an annual budget of \$ 3,000 which is shared amongst successful applicants. These are family members of Member company owners and employees who are graduating in 2020 and planning on commencing post-secondary education in the same year.

An application package was distributed in late January with the deadline for receipt of Friday, April 3rd.

Please contact the office if additional application packages are required to be sent to any Members or employees.

Innovations Award Deadline Pushed Back

The MHABC's Innovations Awards focusses on new approaches to construction and set-up of the three key certification types utilized by Members: Z240MH, A277 and Z241 Park Models.

Following assessment of the nominations received, the winners are then announced during the Annual Conference. The original date for receipt of applications was March 1st. With the disruption caused by the COVID-19 pandemic, the deadline has been moved to June 30th.

Please contact FRESH INC or the office if additional information is required.

Transportation Update

Transport Director Ray Weicker and staff met with the CVSE's Commercial Transport Manager Jan Lansing on February 13th.

Key discussion topics included a review of MHABC proposals for new five-meter wide route designations, updating on CVSE policy work including travel-time windows and dimensions review, input on Provincial Permit Centre operations and CVSE involvement in the 2020 Conference.

Much of the discussion during the meeting was expected to be presented during a CVSE Technical Day presentation.

In summary, CVSE is making progress on assessing MHABC proposals for five meter wide designations on Routes 3, 3A and 33. CVSE is also finalizing work on the travel time windows review which is influenced by completion of pilot car guidelines. The dimensions review is intended to commence upon completion of the travel time window review which is expected to be wrapped up early this Spring.

Marketing Program Update

FRESH INC Principal Jennifer McKinney attended the February 25th Board meeting held in Kamloops.

Her presentation focussed on the MHABC.com visitation statistics and the impacts of the recent FaceBook campaign, the on-going work to profile Member company products which resulted in completion of the video now highlighted on the website, the FRESH INC managed Innovations Awards as well as other topics. Jennifer was scheduled to make a similar type presentation during the 2020 Conference.

In summarizing the presentation, the FaceBook campaign has resulted in a significant increase in public awareness of the factory-built housing product, a satisfactory interest in the Innovations Awards and great acceptance of the recently completed video. FRESH INC is planning to submit the video for consideration in an upcoming video awards competition.

Manufactured Housing Person of the Year Award Reminder

The Manufactured Housing Person of the Year Awards are intended to honour people working in our industry who exhibit a high level of customer service and knowledge. A successful Nominee is chosen annually and recognized at the Conference.

While the Conference has been cancelled for 2020, Members are encouraged to submit Nominations by the deadline of April 3rd. The Board will determine a strategy to make the award and profile the successful candidate in 2020.

Provincial Sales Tax and GST Policy

Recently staff have received numerous requests for updated information on Provincial Sales Tax and GST rebate policy. Should any Members wish to receive updated information on these policies, please contact the office to request forwarding of the applicable documents.

Member Information Packages distributed to Retailers

Jennifer Barter has recently completed the updated Member information binders and couriered these documents, along with the Member plaques, to all Retailers. These packages contain updated information including the Strategic Plan, sales agreement, Ronald McDonald House promotional materials as well as other documentation. The next step is to distribute these packages to the balance of Members.

Any Retailers who have not received their binders are asked to advise the office.

MHABC Group Health Benefits Program Reminder

Please keep the MHABC's Group Health Benefits Program in mind. Information is available by contacting the office.



The MHABC is a contributor to the Ronald McDonald House Charity - BC and the Yukon. Contributions are made quarterly based upon the number of homes shipped during the prior quarter. Ronald McDonald House serves the children (and families) of BC and the Yukon requiring treatment at Childrens Hospital.

The value of the Ron McDonald House cannot be overstated in providing long-term, affordable accommodation for those families coming to Childrens from all parts of the BC and the Yukon

WHAT'S NEW?

CHBA Advocacy for Changes to Stress Test Effective

The mortgage stress test, introduced in 2016, shut the door on 147,000 Canadians (according to CHBA estimates)—half of whom would have been first-time buyers who dreamed of homeownership—stalling movement along the housing continuum and also contributing to rent escalation and low vacancy rates.

The CHBA has been calling on the federal government to make changes to the stress test to lessen its impact and make it more reflective of market conditions since its inception.

New Benchmark Rate Announced

The Minister of Finance's announced a change to the stress test: the benchmark rate (or minimum floor rate), which was previously the Bank of Canada 5-Year Benchmark Posted Rate, will now be a weekly median 5-year

fixed insured mortgage rate plus a 2% buffer.

The changes will make the stress test more dynamic, lowering the rate at which the borrower is "stress tested" and bringing it more in line with actual mortgage market conditions.

At current rates, the new benchmark will result in an estimated additional 5% purchasing power for prospective buyers. Based on early calculations, and current market conditions, initial estimates by CHBA suggest that approximately 20,000 well-qualified buyers who were previously locked out could be returned to the market, assuming a test rate of about 4.85%. CHBA will continue to assess the impact as more information is released.

Fortis Gas Initiatives

The MHABC continues to facilitate a Working Group to aid Fortis Gas and BC Hydro officials in developing energy efficiency incentives for the upgrading of older manufactured homes.

Further MHABC officials recently met with Fortis Gas officials in Kelowna to discuss energy efficiency options for new homes. A presentation by Fortis Gas to MHABC members has been offered with timing of a prospective meeting to be finalized.

BC Housing Webinar scheduled for April 8th

BC Housing is offering a 3-hour webinar on April 8, 2020 entitled **Building Smart Using an Integrated Design Process**. This webinar discusses a collaborative approach to design that begins at the conceptual stage to maximize successful project outcomes for all involved. A note on the registration process was circulated to MHABC Members earlier.



CVSE Commercial Transport Procedures Manual Updated and Additional Contact information for Form 1052

CVSE has released the updated version of the [Commercial Transport Procedures Manual](#). A list of the more notable changes can be found listed below:

- 2021 Travel Restrictions table chapter 3, section 3.8.7.
- Some guidance intended for booster manufacturers has been removed from chapter 5, section 5.3.12.J.
- Amendments to the 85 Tonne Routes from chapter 6, section 6.3.3.C.
- New Elk Valley matrix to replace the East Kootenay area policy from chapter 6, section 6.4.2.A.

Also, the [List of Contacts for use with Form CVSE1052](#), found on the [T-Forms](#) page, has recently been updated to reflect a change in contact for Shaw Cable in the Lower Mainland/Sea to Sky area.

STATISTICS

MHABC 2019 & 2019-20 Shipments Analysis									
Month	Area	Single Z240/241	Multi Z240/Z241	Single A277	Multi A277	Area Total	Month Total	Previous Year	Comments
January 2019	BC	30	23	0	15	68			
January 2019	Other Canada	10	2	1	1	14	82	80	10 Z241
January 2019	US	0	0	0	0	0			
February 2019	BC	25	19	0	12	56			
February 2019	Other Canada	12	4	2	1	19	75	62	11 Z241
February 2019	US	0	0	0	0	0			
March 2019	BC	29	14	0	22	65			
March 2019	Other Canada	9	0	0	0	9	74	72	4 Z241
March 2019	US	0	0	0	0	0			
April 2019	BC	28	18	0	7	53			
April 2019	Other Canada	1	1	7	2	11	64	90	3 Z241
April 2019	US	0	0	0	0	0			
May 2019	BC	23	11	1	8	43			
May 2019	Other Canada	11	3	1	1	16	59	123	4 Z241
May 2019	US	0	0	0	0	0			
June 2019	BC	17	19	5	4	45			
June 2019	Other Canada	8	1	0	1	10	56	88	1 Z242
June 2019	US	0	0	1	0	1			
July 2019	BC	22	18	1	11	52			
July 2019	Other Canada	10	2	3	1	16	68	100	3 Z241
July 2019	US	0	0	0	0	0			
August 2019	BC	18	14	0	11	43			
August 2019	Other Canada	7	4	2	0	13	57	74	3 Z241
August 2019	US	0	0	0	1	1			
September 2019	BC	23	10	2	12	47			
September 2019	Other Canada	6	2	4	5	17	64	77	5 Z241
September 2019	US	0	0	0	0	0			
October 2019	BC	24	14	3	10	51			
October 2019	Other Canada	4	2	2	1	9	60	99	2 Z241
October 2019	US	0	0	0	0	0			
November 2019	BC	18	19	0	7	44			
November 2019	Other Canada	5	3	5	3	16	60	86	3 Z241
November 2019	US	0	0	0	0	0			
December 2019	BC	10	12	1	7	30			
December 2019	Other Canada	9	2	1	0	12	42	61	1 Z241
December 2019	US	0	0	0	0	0			
January 2020	BC	14	13	1	3	31			
January 2020	Other Canada	5	6	3	2	16	47	82	0 Z241
January 2020	US	0	0	0	0	0			
February 2020	BC	15	16	2	2	35			
February 2020	Other Canada	7	2	3	1	13	48	75	3 Z241
February 2020	US	0	0	0	0	0			
		Single Z240/241	Multi Z240/Z241	Single A277	Multi A277	Area Total	Month Total	Previous Year	Comments
Calendar 2019	BC	267	191	13	126	597			
	Other Canada	92	26	28	16	162			
	US	0	0	1	1	2			
	TOTAL	359	217	42	143	761	761	1014	
	% of Total	47%	29%	6%	19%	100%			
Fiscal March 19-Feb. 20	BC	241	178	16	104	539			
	Other Canada	82	28	31	17	158			
	US	0	0	1	1	2			
	TOTAL	323	206	48	122	699	699	1029	
	% of Total	46%	29%	7%	17%	100%			

**Shipments and Certification Type Report for the
4th Quarter 2019-20 ending February 29,2020**
(Please contact the MHABC office for a enlarged copy of this table)

STATISTICS

MHR Database Analysis – Geographic Distribution Summary

	Lower Mainland	Vancouver Island	Okanagan	N/Okangan Thompson	Kootenay	North	Population Size
2018	15%	14%	31%	19%	6%	15%	858
2017	17%	15%	26%	22%	6%	14%	663
2016 1/	16%	11%	54%		4%	15%	484
2015 1/	10%	11%	55%		5%	20%	464
Note:							
1/	Owing to overlapping Dealers, suggest Kootenays could be 3-5% higher with commensurate reduction in Okanagan						

This summary sheet is developed via confidential staff access to the Manufactured Home Registry data base. The 2019 update will be available soon.