

Hello CHBA-CO Members,

I hope this message finds you in good spirits.

This year has been unprecedented both globally, and likely for your business. From new DCC's to the uncertainty of COVID, your business has likely encountered more difficulties in the last six months than it has in the last six years. When builders and developers are encountering hardships, it affects everyone. Our suppliers, designers, trades and professional service providers are all impacted when there are shifts in residential construction. At the same time, we know that in times of economic uncertainty, it is construction that keeps Canada's economy moving.

Despite these challenges, the CHBA-CO has continued to work tirelessly to better serve and represent you. With your support, we've been able to celebrate a number of victories as a community. Because of you, we:

- Are more involved at the provincial level than ever before. As of this year, we have 3 board seats, currently held by myself, Darren Witt (Bercum Builders), and Chuck Cullen (Team Construction). In addition a CHBA-CO board member is on every committee at the provincial level, ensuring that the voice of the Okanagan is well represented provincially.
- Met with almost 75% of the BC Legislature at our annual Legislation Day. Russ Foster (Wilden) and I met with the Honourable Melanie Mark, Minister of Skilled Trades, and the Okanagan Liberal MLAs to advocate for housing affordability and enhanced support for trades-focused training.
- Met with Todd Stone, the Liberal Official Opposition Critic for Housing. Both Russ and I worked with MLA Stone to discuss policy changes that are needed to reduce costs and get projects online quicker. We also provided guidance on the Liberal housing platform for the 2021 election.
- Received a record number of entries for the Okanagan Housing Awards of Excellence. The Awards committee is already hard at work to ensure 2021 will be even more memorable.
- Appointed Darren Witt as Vice President. With over 30 years of building experience, Darrens' passion for serving our members ensures that your needs are met for years to come.
- Hired Daniel Winer as the Executive Officer and Maria Wuschke as the Office Administrator, providing multiple levels of support and an enhanced focus on providing you with more access to networking and education opportunities. Having two full time staff is a goal we have had for a few years.

- Attended a session on effective governance for non-profit associations. The result of this will be several suggested changes to our Bylaws at this year's AGM in order to clearly define roles and responsibilities of the board, our staff, and our membership.
- Finally, I was appointed to 2nd Vice President at CHBA-BC. In this position, I look forward to working on more provincial issues alongside other builder-leaders in our provincial community as we work to create a better British Columbia.

None of this is possible without your support. With new leadership in place, strong relationships with our provincial and municipal political partners, and strong governance through our bylaws, we have laid the foundation for both immediate and long-term success. As we look to the year ahead, we will be:

- Improving municipal relationships beyond Kelowna. Working groups are being established to forge stronger ties with Vernon and West Kelowna. I encourage local builders in those communities to get in touch so that we can hear your pain points.
- Enhancing educational offerings. In addition to builder education, we are looking to bring more education to help you grow your business. Programs in sales, marketing, accounting, legal, and human resources are all being explored.
- Enhanced networking offerings. Our Events, U40, and Alumni committee are all exploring ways to provide networking opportunities while maintaining all health and safety guidelines.
- Continuing Step Code education and advocacy – as many municipalities move to Step 3 in 2021, we will continue to provide you with education while working with municipalities to ensure a smooth transition to this new standard.

None of this is possible without your continued support of our organization. Together, we are building a better community throughout the Central Okanagan. With the groundwork laid, the year ahead promises to be exciting for our organization. Thank you for your continued support as we enter the 2020/2021 year.

Sincerely,



Cassidy deVeer
President