



COMING EVENTS

**Dinner Meeting
Showcase of New & Innovative
Products**
Mino's Village Restaurant
June 4th, 2009

**Howard Sly Memorial Golf
Tournament**
Colonnade Golf & Country Club
June 17th, 2009

**Union Gas Mixed Golf
Tournament**
Colonnade Golf & Country Club
August 26th, 2009

AGM Dinner Meeting
Mino's Village Restaurant
September 3rd, 2009

Direct Energy President's Ball
The Harbour Inn
October 16th, 2009

Don't miss This Year's
President's Ball
on **OCTOBER 16th**.
It's going to be an event
you won't want to miss!

NOTICE:

This is the last issue for this volume of newsletters. Our newsletter went out to our members, realtors and in other areas throughout the community. If you would like to advertise for next years 7 issues, please contact the KHBA Office for pricing. Advertising will be placed in order of response.



JUNE DINNER MEETING

**June 4th, 2009
Mino's Village Restaurant**

2796 Princess Street. Kingston

**"A Showcase of New & Innovative
Products and Services"**

Have you added a new product or service to what your company can offer consumers?

Is it something that fellow members may not realize you can provide?

NOW'S THE TIME TO MAKE IT KNOWN...
Let the Builder/Developer, Renovation and Trade Members know what your company can do!

Reserve a table top space for the product and service showcase. \$50 per table. (Limited Space)
Order Dinner Tickets. \$35 each

Don't miss it, RSVP today.

phone: 613-547-0986
fax: 613-547-5117 or email khba@khba.ca

Awards will be presented to the Winners of
The Parades of New Homes

**THERE IS STILL TIME TO BE THE
DINNER SPONSOR
FOR THE JUNE DINNER MEETING!
FOR \$500 YOUR COMPANY WILL
RECEIVE THE FOLLOWING:**

- Recognition as the dinner meeting sponsor
- 4 complimentary tickets to the dinner meeting for your staff or customers
- Logo displayed at each table
- Logo on events page of KHBA website
- Can set up display at meeting with banner (must be provided)
- Opportunity to address the attendees for 15 minutes

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Kingston Home Builders
ASSOCIATION

This Newsletter is published by the Kingston Home Builders Association.

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Visit us online at www.khba.ca

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From the Executive:

The President's Message

WELCOME to our NEW MEMBERS

Roofing by Cobey, Robbs Heating and Cooling, Frontenac Build & Design
and Brookland Fine Homes (of Llynlea Fine Homes)

Here are some of the items your executive have been working in the last couple of months, as always we welcome your feedback, input and support.

Harmonization

After reporting in February that harmonization was not something the province was considering the federal government made the province a 4 Billion dollar offer they couldn't refuse. After the announcement of a harmonized sales tax in Ontario, Gord McCrady, Ken Dantzer and I met with our MPP John Gerretson to express the concerns about the impact of harmonization on our industry. Mr. Gerretson listened to our concerns and we feel we had a constructive meeting with him. We will continue to lobby Mr. Gerretson with new information as it becomes available.

DC / Impost

Peter Splinter and Neil Ritchie have attended the first steering committee meeting with City officials and received the first draft of the 2009 DC Impost study. The DC committee have also had their first meeting to review this study and plan our response. The DC committee has asked for and received approval from the executive to spend up to \$10,000.00 for consultants and other professional services required to support our negotiations with the city.

Editorial Committee

The editorial committee has been authorized by the executive to spend up to \$10,000.00 on a spring peak buying season advertising campaign to promote "Now is the time to buy new" This campaign will run for 60 days in the Whig, Kingston This Week, radio and TV. We will also be contacting Utilities Kingston and The City of Kingston to ensure that contributions our members make through the DC and impost fund receive proper recognition in their press releases and promotional materials. We are working with the web designer to try and get the new web site up running with corrections as quickly as possible. Christine and Mark Fox met with the designer in early May to identify errors and omissions and establish a timeline to have the corrections completed by.

The new member name tags that were used for the first time at May's Green dinner meeting are also a product of the editorial committee.

Executive Officer

The executive has approved changes to the Executive Officer position, the most notable being a change from part time to full time. We are very pleased to have Christine Hollywood as our executive officer; she has had a significant positive impact on our Association. The intention is to have the full time Executive Officer position be revenue neutral to our members. This will be accomplished by maximizing sponsorship opportunities, maintaining and increasing membership and increasing member turnout at Association events.

Your Truly,

*James Selkirk, President
Kingston Home Builder's Association*

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Goals and Aspirations (Peter Splinter)

Recently there has been a buzz about the power of visualization in achieving your goals and aspirations. The bestselling book, *The Secret*, speaks about the Laws of Attraction and promotes the process of asking, believing and receiving. Sounds easy enough?

Many professionals tout the importance for everyone to have goals and to develop strategies to achieve them. It makes sense that having a direction and focus helps guide one to success. The problem is that many people do not think beyond the short term and react rather than take a proactive approach to life. Builders, contractors and suppliers need to plan, take the time to think of the consequences of each action and how it will affect us in the long term.

The key of many successful people is the creation of a dream and their dedication and commitment to achieving that dream. As seen in many cases, highly successful people have practiced and adopted life long learning in order to be the success that they are. For example, Tiger Woods dominates the golf industry because of his constant presence on the course since the age of 2. Bill Gates also didn't become a success overnight. He started programming in elementary school! Clearly, having an image of what you want to gives you a target to work towards.

Those who are most successful are positive and can see themselves being successful in the future. You need to be aware at all times and constantly evaluate choices in order to choose the one that brings you closer to your final goal. So take the time to write down your goals and what steps you can take to achieve them such as reading relevant material, meeting successful people in the industry or possible mentors.

Believe me you'll be thankful you took the time!

Parade of New Homes 2009

Well another Parade of New Homes showcase has ended. It was a year where some needed changes were suggested and were instituted to help to make for a better and more constructive overall showcase. I am happy to say the Parade of New Homes was a success a traffic levels were fluent and general feedback from sales agents was very positive. Some agents reported that they found the traffic to be more qualified clients with detailed questions and felt some leads would be generated from this event. That is what the Parade of New Homes is designed to do, Generate interest and create new leads and turn those leads to sales. The KHBA hopes that the leads generated will turn into new home sales for those builder's who participated.

At this time I would like to congratulate Barr Homes as being awarded the "Award of Excellence" for the \$250,000 and below category for their home at 780 Lotus Ave in Greenwood Park and to Geertsma Homes for being awarded the "Award of Excellence" for the category of \$250,000 and above for their home at 1175 Crossfield Ave. We would also like to congratulate all builders for a job very well done. Each home was a pleasure to visit and all were very nicely displayed. Thank you to Barr Homes, Braebury Homes, Brookland Homes, Caraco, DeHoop Homes, Gertsma Homes, Greene Homes, Llynlea Fine Homes, V.Marques Homes, S Clark Homes and to Tamarack Homes for participating and again for a job well done.

Thank you also to the sponsors for all their help and funding to help make this a great event. The Kingston Whig Standard as the Parade of New Homes sponsor and to Cataroqui Cabinets and CMHC as our Gold sponsors. The KHBA Parade of New Homes committee worked hard to plan and organize this event. We hope that you appreciate the efforts of myself Doug Martin - Chair, Sean Flynn - Co-Chair, Gord McCrady, Christine Holloywood, Kristen Glenn, Jacqueline Belinko, Mary Campeau and to Glen O'Donoghue. The committee is looking forward to organizing next years Parade of New Homes and hope that the builder's of the KHBA are as well. Feedback and any ideas are always welcomed so please do so and contact anyone on the committee.

Thank you, Doug Martin



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GET INTO THE SWING...YOUR GOLF SWING!



36th Annual Howard Sly Memorial Tournament

Wednesday June 17th, 2009
Colonnade Golf and Country Club



Life's just better with cable

Entry Fees

\$80.00 (Includes GST) per Golfer

Includes Green Fees, power cart and meal

\$30.00 (Includes GST) for dinner only

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Summer schedule already booked?
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or Donate a Prize
All Are Gratefully Appreciated



Presentations Made at the 2009 Appreciation Night



James Selkirk presents Barry Smith for being President of the association for 2007-2008.



Barry Smith presents Neal Ritchie the President's Award In recognition of his outstanding support during his term as President 2007-2008



James Selkirk presents Doug Martin of Tackaberry Heating and Refrigeration Supplies 2007 - 2008's Member of the Year

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