## Contents

This Annual Report covers Passive House Canada’s activity from January-December 2018, focusing in particular on our progress against the objectives laid out in our 2018 operations plan.

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Our Vision
To establish Passive House principles and building practices as the recognized standard in the Canadian building design and construction industry to reduce global emissions, and to increase the comfort, health, affordability and resiliency of Canada’s buildings and built environment.

Our Mission
To make the International Passive House standard of building performance understood, achievable and adopted by government, industry, professionals and homeowners across Canada through education, advocacy, events and building projects.

Establishing Passive House principles and building practices as the recognized standard in the Canadian building industry

Values
It takes an engaged community to achieve our goals. These values reflect who we are, guide us and inspire us. We promise to uphold them.

• **Open and inclusive** – We welcome all who share our vision and mission, and nurture collaborative, community relationships.

• **Respect** – We believe in treating all with respect, listening fairly and responding appropriately.

• **Innovation** – We encourage and celebrate innovation in the delivery of healthy, comfortable and affordable high-performance buildings to Canadians.

• **Performance** – We support scientifically defendable and evidence-based building methodology. Our work is measured and evaluated through definable metrics.
Letter from the CEO

It is our pleasure to present our 2018 Annual Report. The advancement of public policy combined with our mutual efforts to advocate for low energy Passive House buildings continues to drive demand for such buildings and our services. Please take the time to review this report, and reflect on your contribution to the market transformation our country and the world so badly needs.

While we are pleased with the growth Passive House Canada has achieved, it is essential to keep a clear and steady eye on where we need to go. We remain a relatively young organization, setting down roots to provide the long-term stability and resources required to increase the scale and scope of operations. As our programs and events become established and our staff resources increase, we acquire the capacity to reach more communities and support more design and construction professionals throughout the country.

The dedicated, even passionate, work of our members has enabled us to make the progress we have experienced. The work done designing and building projects supports both policy makers and building owners in gaining the confidence to commit to Passive House performance levels. With a national strategy plus some provincial and local policies in place, public budgets are being created to support those policies, driving the development of millions of square feet of Passive House projects. While it is tempting to think the hard part of the job has been done, in setting our strategic direction, your Board of Directors understands most of the work lies before us.

All of us at Passive House Canada look forward to building and sustaining an effective organization capable of providing the technical services, training, advocacy, member services and events required to achieve our mission and look for your support in doing so.

Rob Bernhardt
Chief Executive Officer
We would like to thank our Board of Directors, staff and Instructors for their commitment and dedication to fulfilling our mission. Their tireless work has resulted in policy changes, new events across the country and courses delivered to more industry professionals than we could have imagined.

Passive House Canada is governed by a volunteer Board of Directors, enthusiastic and dedicated individuals who have oversight of the strategic direction of the organization and ensure its sound financial management and broad policy direction.

Passive House Canada’s Board of Directors is made up of 9 members including one chair.

Who We Are

In the last year, we have made incredible strides forward in communities across Canada. We could not have done this without the dedication and drive of our team.

Evelyne Bouchard
Vice-Chair

Chris Hill
Treasurer

Scott Kennedy
Director

Peter Thaler
Director

Craig Dockrill
Director

Suzanne Christensen
Director

Marcel Studer
Director

Andrea Crum-Ewing
Director
Our Staff

Our dedicated and talented staff are specialists in their fields, dedicated to doing meaningful work, have a shared set of values and are driven by our success.

Rob Bernhard
Chief Executive Officer

Sandra Smith
Manager, Accounting

Stephanie Phillips
Manager, Communications

Gabriela Dominguez
Senior Manager, National Events

Marc Ouimet
Director, Education Services

Rosie O’Connor
Coordinator, Education & Events

Ayla Collins
Manager, Regional Programs

Jennipher Shihundu
Program Coordinator

Neil Norris
Senior Technical Consultant

Caroline Thibault
Coordinator, Administration

Christine Bobyn
Manager, Member Services

Deborah Knopp
Senior Manager, People & Operations

Luiz Bezerra
Technical Consultant

Maria Camila Gallego Betancur
Intern Communications

Our Instructors

Our instructors are true leaders. Not only are they passionate about what they do, but they are also passionate about what we do. They are respected subject matter experts who want to give back to their industry and their field to ensure we reach our goal.

This year we went from 8 instructors to 15
Connections helped advance our mission. They are all vital and valuable to the success of Passive House Canada. Our membership represents a collection of professionals who are working towards the common goal of promoting and improving the building profession. They are on the front-lines: designing and building Passive House buildings, educating the public on the benefits, and in direct contact with the real-life challenges of building to the world’s most rigorous energy efficiency building standard. They are transforming government, commercial, institutional, academic and residential infrastructure into comfortable, healthy and high-performing spaces for people to work, learn, and live.

Through our advocacy and other work, we provide our members with resources, information, and opportunities on important industry trends, professional opportunities, new policies, and advancements in technology.

Our members mean the world to us! In 2018, our membership increased by 88% from 446 to 824, from all ten provinces and one territory in Canada. Our membership was comprised of individuals, corporations, educational institutions, housing agencies and governments.

**Membership**

<table>
<thead>
<tr>
<th>2017 MEMBERSHIP</th>
<th>2018 MEMBERSHIP</th>
</tr>
</thead>
<tbody>
<tr>
<td>446</td>
<td>824</td>
</tr>
</tbody>
</table>

**The Principles of Passive House Design**

- Super-insulated building envelope
- High quality windows with solar orientation
- Air tight construction
- Ventilation systems with heat recovery
- Thermal bridge-free
- Simple to use, durable systems
- Year round stable indoor air quality and temperature
- Quiet and comfortable throughout the changing seasons
- Substantial reduction in energy use and operating costs
- Priceless peace of mind

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**Passive House Canada Annual Report 2018**
Education

The Passive House Canada Education Program continues to be a central component in the success of market transformation in Canada. We have trained thousands of students across Canada and our growing community of industry leaders is changing our built environment for the better. This year we focused on enhancing and strengthening the program by adding educational offerings in new locations across the country. We established and maintained top quality programming that fits within our strategic goals.

Communities Reached

- Communities
  - 20
  - Nanaimo, Ottawa, Burnaby, Nelson, Montreal, Smithers, Whitehorse, Woodstock

- Provinces
  - 7
  - British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia

Exam Results

- 2018 Certified Passive House Designer Exam Results
  - 85% Pass Rate

- 2018 Trades Exam Results
  - 90% Pass Rate
Annual Revenue

Total Yearly Revenue

$1,601,642
2018

$1,208,875
2017

33% INCREASE
Events
A look back on the events in 2018:

OUR SIGNATURE EVENT

The Passive House Canada Annual Conference
November 7-8, 2018
In partnership with the Canadian Wood Council and the UNECE Committee on Forest and Forest Industry, we held the inaugural Passive House Canada conference in Vancouver. We had a sold-out audience and Solutions Centre Expo with a program delivering 90% positive reviews. Our Second Annual Conference will be held in Toronto, Ontario in October 2019.

High Rise Workshops
Vancouver, April 25, 2018
In partnership with the City of Vancouver, two workshops were offered to educate PH professionals and practitioners on the Cost-Effectiveness of Passive House Engineering for Large Buildings and How the High-Rise PH is different. We had a sold-out crowd of a total of 65 registrations for these workshops.

NHCE Uvic
April 25-27, 2018
The New Horizons in Civil Engineering Conference at the University of Victoria focused on solutions and applications in sustainable and resilient Civil Engineering. We had a Passive House Stream of sessions that highlighted some of the work our members in Victoria are doing to advance Passive House in the engineering sector. A PHPP modelling workshop was offered, as well as 4 sessions that demonstrated what PH is, the necessity of architecture and engineering, collaborating for PH success and efficient heating and cooling systems.

BUILDex Vancouver
February 14-15, 2018
We partnered with 11 organizations in the Passive House Pavilion and with BUILDex to offer 8 learning sessions on Passive House. An average of 100 people attended each of the 8 seminars that were offered in the sessions.

Northern Communities Outreach
Smithers, April 12-13, 2018 (this was the last of the series)
In partnership with the Real Estate Foundation this series wrapped up in Smithers in 2018 - but also included Fort St. John & Prince George (event which took place in 2017). This was a 3-city series which offered a discounted Introductory course, generating over 100 registrations combined.

Passive House Outreach
Edmonton, September 13-14, 2018
In partnership with the City of Edmonton, we held a community outreach event that drew 30 participants into a high-performance venue (Westmount Presbyterian Church) and a reduced rate Introductory Course in Edmonton.
Events

**ZEBx 2018**

The Zero Emissions Building Exchange (ZEBx) is a collaborative platform that strengthens the public, private and civic capacities for zero emission buildings in Vancouver and British Columbia. They are an industry hub that facilitates knowledge exchange and catalyzes action to accelerate market transformation.

**Vancouver Zero Emissions Buildings Exchange (ZEBx)**

2018 marked the launch of ZEBx in Vancouver. In collaboration with the Vancouver Regional Construction Association and OPEN, Passive House Canada responded to an RFP issued by the City of Vancouver for the operation of a centre for building excellence. The centre is hosted by the Construction Association and offers a variety of capacity building services to accelerate and support Vancouver’s transition to zero emissions buildings. Led by Ed Christian Cianfrone, the centre offers technical information, workshops, tours and events.


We co-sponsored and contributed to several key industry events that would have otherwise been out of our reach as an organization, as a direct result of our partnership with ZEBx. These events include hosting booths at the CORE Energy Recovery Facility Tour, Project Open houses; a High-Rise Workshop, and supporting the High-Density Passive House Dialogue.

Hiring a Vancouver Program Manager in May 2018 allowed us to significantly increase our outreach to the community and improve our offerings to support community building.

As an organization that understands the integral role that collaboration plays in the success of high-performance building technique adoption, we feel privileged to have the opportunity to leverage our activities and support ZEBX’s capacity building goals over the last year. We look forward to the continuation of this partnership to grow the adoption and implementation of high-performance building practices in Vancouver over the coming years.

Our events exceeded our expectations in 2018, reaching over 10,000 industry professionals many of whom were new to the high-performance building community who spread knowledge widely throughout metro Vancouver. We have seen strong growth within the Passive House community, and are now providing more structured, streamlined events with an enthusiastic core group of attendees, as well as continually drawing in new people.
# Finances

**Passive House Canada**  
**Statement of Financial Position**  
**December 31, 2018**

<table>
<thead>
<tr>
<th>ASSETS</th>
<th>$ 2018</th>
<th>$ 2017</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Current</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash</td>
<td>86,918</td>
<td>91,371</td>
</tr>
<tr>
<td>Accounts Receivable</td>
<td>61,420</td>
<td>20,049</td>
</tr>
<tr>
<td>Prepaid Expenses</td>
<td>55,682</td>
<td>50,765</td>
</tr>
<tr>
<td><strong>Subtotal</strong></td>
<td>204,020</td>
<td>162,185</td>
</tr>
<tr>
<td>Property and Equipment</td>
<td>13,045</td>
<td>13,184</td>
</tr>
<tr>
<td><strong>Total Assets</strong></td>
<td>217,065</td>
<td>175,369</td>
</tr>
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</table>

<table>
<thead>
<tr>
<th>LIABILITIES AND NET ASSETS</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Current</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Accounts Payable</td>
<td>84,575</td>
<td>115,500</td>
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<tr>
<td>Government Remittances Payable</td>
<td>9,708</td>
<td>2,200</td>
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<tr>
<td><strong>Subtotal</strong></td>
<td>94,283</td>
<td>117,700</td>
</tr>
<tr>
<td>Deferred Income</td>
<td>117,480</td>
<td>89,415</td>
</tr>
<tr>
<td><strong>Total Liabilities</strong></td>
<td>211,763</td>
<td>207,115</td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>NET ASSETS</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Unrestricted</td>
<td>5,302</td>
<td>(31,746)</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Total Liabilities and Net Assets</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Liabilities and Net Assets</td>
<td>217,065</td>
<td>175,369</td>
</tr>
</tbody>
</table>
# Finances

## Passive House Canada

Statement of Revenues and Expenditures and Changes in Net Assets

Year Ended December 31, 2018

<table>
<thead>
<tr>
<th></th>
<th>$ 2018 (12 months)</th>
<th>$ 2017 (9 months)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>REVENUES</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Memberships</td>
<td>167,000</td>
<td>104,367</td>
</tr>
<tr>
<td>Education</td>
<td>931,666</td>
<td>864,335</td>
</tr>
<tr>
<td>Events</td>
<td>310,361</td>
<td>103,851</td>
</tr>
<tr>
<td>Grants</td>
<td>30,629</td>
<td>34,952</td>
</tr>
<tr>
<td>Supporters</td>
<td>2,504</td>
<td>96,187</td>
</tr>
<tr>
<td>Programs and Projects</td>
<td>157,268</td>
<td>-</td>
</tr>
<tr>
<td>Other</td>
<td>2,214</td>
<td>5,183</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>1,601,642</td>
<td>1,208,875</td>
</tr>
</tbody>
</table>

| **EXPENSES**         |                    |                   |
| Advertising and Promotion | 17,101         | 40,306            |
| Amortization          | 3,165              | 3,276             |
| Bad Debts             | -                  | 425               |
| Bank Charges          | 39,688             | 29,536            |
| Board Expenses        | 6,294              | 570               |
| Education             | 460,376            | 432,058           |
| Events                | 189,036            | 157,345           |
| Insurance             | 1,335              | 2,928             |
| Membership Fees       | 38,254             | 22,210            |
| Office                | 39,739             | 31,990            |
| Organizational Development | 21,262          | 23,519            |
| Professional Fees     | 40,988             | 22,224            |
| Programs and Projects | 40,669             | -                 |
| Rent                  | 34,792             | 29,936            |
| Travel                | 26,008             | 14,574            |
| Wages and Employee Benefits | 605,887        | 368,523           |
| **Total**             | 1,564,594          | 1,179,420         |

Excess (deficiency) of revenues over expenses | 37,048 | 29,455 |

Net assets, beginning of period | (31,746) | (61,201) |

Net Assets - End of Year | 5,302 | (31,746) |
The foundation established in our first years has provided a platform for continued growth in 2019 and beyond. In addition to growing our programs and strengthening our financial position, we have continued to enhance working relationships with government and industry to support market transformation.

With progress being made across the country, and a developing recognition of the role that Passive House buildings play in achieving national objectives, there is increasing acceptance of their viability and affordability. While the education, events and member services we offer are essential, we cannot achieve our mission to transform buildings in the absence of a suitable regulatory environment. Supporting the implementation of our national building strategy is a task we must all engage in to ensure its success.

We have grown our capacity in 2018, almost doubling our staff again, but we fundamentally remain a young organization blessed with growing opportunities.

Together we have laid an organizational foundation on which we are able to increase engagement in support of our mission. In 2018 your Board of Directors has adopted a three-year strategic plan to advance our organization, and the viability of high-performance buildings in Canada.

Key elements of the plan are set out below, which we invite you to read. Some of our 3-year objectives, such as membership growth, have already been achieved while others remain a work in progress. Please consider the ways in which the identified objectives will support you in reaching your personal and professional high-performance building goals.
Our Vision and Mission are ultimately achieved through effective public policies, codes and standards. By the end of 2021 we seek a national consensus that Passive House performance levels, or better, are feasible; with provincial policies in place reflecting that consensus along with a model national code and related standards on track for publication by 2023.

The incredible growth experienced by Passive House Canada has been achieved through a committed team of staff and volunteers. Our goal is to achieve a $6 million operating budget to support 20 staff based in three provinces across Canada by 2021. Achieving that growth will require an expanded organizational capacity in terms of leadership, staff and membership.

To achieve our mission and vision, it is imperative that Passive House Canada be a trusted and recognized educational provider of high-performance building design and construction. Our goal is to become a leading education provider that is recognized globally for its professionalism, quality of training, and material impact on Canada’s building industry. We plan to invest $1,000,000 in curriculum development from 2019 to 2021 and attain course registrations of over 5,000 people from nine provinces by 2021.

Our core strength, and a measure of our success, is an expanding and engaged membership. Developing such a membership requires ongoing services, support and events to engage and educate industry members. By the end of 2021 we will have an active membership of over 1,200 with local groups hosting regular events in Vancouver, Toronto and three other markets.

Project quality assurance (QA), supported by post occupancy monitoring and verification, is the foundation of trust in a performance standard, while supporting policy implementation and informing our education program. As high-performance buildings become more common, a Canadian-based system of QA will be required if service expectations are to be met. It is our goal to create this system in partnership with our international partners and stakeholders by 2021.
Closing Thoughts

Taking Root

The shift we are witnessing is extraordinary. Institutions across the country are becoming engaged and are no longer intimidated by the prospect of delivering high performance buildings. The federal policies we advocated for are now supported by the federal budget. Projects are being funded, and the performance bar to qualify for incentive funding is moving higher.

The successes that we have experienced are directly attributable to the dedication of industry professionals and elected officials who are passionate about sustainability. Their momentum and enthusiasm has given us the privilege of assisting all levels of government in building policy development, the ability to support the growth of a national membership of over 1,100 members (in eight provinces and two territories) and deliver hundreds of courses, with over 5,000 registrations across Canada.
This appetite for a higher standard of building forged partnerships resulting in the launch of Canada’s first Zero Emissions Building Exchange and a successful inaugural national conference.

While the primary goal is, of course, the mitigation of climate change, this alone does not catalyze market transformation, represent the motivation of everyone involved, or simplify the process of managing change.

As we continue to advocate for more from our governments, professions, and buildings, we create growth, improve collaboration, and foster sustainability. Not only does our infrastructure improve in quality and comfort, our economy becomes greener, and our communities develop resiliency.

For many, the primary motivation is a desire to have better buildings. The unparalleled comfort, health, durability, resilience and affordability of buildings offering Passive House levels of performance are reason enough to make the choice. Affordable housing advocates may focus on the reduced costs of ownership, operation and utility costs to tenants, homeowners on their comfort, while absolutely everyone craves a constant supply of filtered fresh outdoor air.

Some professionals, developers and trades are attracted by the quality of work such buildings entail and enjoy the pride of workmanship. Others know high performance building regulations are coming and are looking for a competitive advantage, a market differentiator, in establishing their company brand. Increasingly, some are simply responding to the developing market for Passive House buildings and their components, which they know will grow.

Canada and the world requires the performance levels Passive House provides, and it is important that we, as a community, ensure that people are not forced to settle for less.

We know our role at Passive House Canada will change and likely diminish as building codes and standards approach Passive House performance levels and we can’t think of a better reason to become redundant.

Taking a “mission first” approach enables more rapid progress, facilitating collaboration with industry and consumers in addition to government. We can best achieve our mission by collaborating with aligned groups and individuals.

You, our industry leaders, are essential to how our buildings are designed and constructed and your dedication to the Passive House Standard and high-performance buildings is the foundation towards a sustainable future. Thank you for all that you have done and continue to do. As an organization, we are honoured to walk alongside so many who are devoted to a future that is better for people and the planet.

Rob Bernhardt
Chief Executive Officer
Thank You

Special Thanks to our 2018 Funders and Partners for their contributions to market transformation in Canada – we could not have done this work without you!

475 High Performance Building Supply
Blackcomb Glass Ltd. (RAICO Bautechnik)
BOABC
Canadian Home Builders Association Saskatoon
Chandos Construction
City of Edmonton
City of Toronto
Convoy Supply
Diamond Schmitt Architects
Eight Avenue Development Group Ltd.
ETRO Construction Ltd.
Euroline Windows
Fenstur Windows and Doors
GlasCurtain Inc.
HVAC Systems & Solutions
Innoteca
Innotech Windows + Doors
Integral Group (Vancouver)
Kassandra Trust
Metric Modular
NY Passive House Inc.
Passive House California

Perkins and Will (Vancouver)
RCABC
Real Estate Foundation
Recollective Consulting
Regional District of Bulkley-Nechako
Regional District of Nanaimo
Rockwool
Ryder Architecture
SIGA Canada Inc.
Small Planet Supply Canada
Soprema Inc.
Spire Development Corporation
Stephane Laroye Architect Inc - SLA
Stich Consulting & Design Inc.
Talus
The Regional Municipality of York
Town of Smithers
Trane Canada-West
Vancouver Regional Construction Association
Ventacity Systems, Inc
Westeck Windows and Doors
Williams Engineering Canada
ZEBex - Zero Emissions Building Centre of Excellence
ZGF Architects Inc.