Ontario Home Builders' Association

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Dear Builder/Developer Member,

Over the past three years, OHBA and our local home builders' associations have worked deliberately to strengthen the voice, influence and effectiveness of our industry. That investment in advocacy, research, technical expertise, communications and government relations has fundamentally changed what we are able to accomplish together.

For 2026/27, the OHBA base membership fee for all three categories will increase by $25 as an inflationary increase, and Builder/Developer members who build more than five homes annually will have an additional $500 advocacy fee.

The results over the last two years have been significant.

Working with our local associations and industry partners, OHBA has helped secure some of the most consequential housing policy changes Ontario has seen in years: an enhanced HST rebate of up to $130,000 on qualifying new homes; major reforms to development charges; new infrastructure funding linked directly to reducing the burden of DCs on new-home purchasers; development-charge payment deferrals; greater recognition of qualified professional work through Respect the Stamp; and measures aimed at making municipal approvals faster and more predictable.

These outcomes did not happen by chance.

They required sustained engagement with government, credible independent economic research, detailed technical policy work, coordinated advocacy with local associations, public and member communications, and the ability to respond quickly when opportunities for meaningful policy change emerged.

And the evidence tells us that these interventions matter. Following the implementation of HST and related affordability measures, new-home sales in Q2 2026 were approximately 130% higher than the same period a year earlier. Independent analysis estimated that the additional sales generated during that quarter alone could induce or preserve approximately 17,300 jobs and generate approximately $2.8 billion in GDP over their development cycle.

While this represents important progress, our work is far from finished.

Ontario's housing market remains fragile. Construction costs remain too high, approval processes remain too slow in too many communities, infrastructure costs continue to be disproportionately carried by new-home buyers, the required action to address illegal building remains outstanding, a

proper strategy to support skilled trades in our industry has yet to be deployed, and the economics of many projects remain extremely difficult.

A dedicated investment in Builder/Developer advocacy.

Beginning with the 2026/27 membership year, OHBA has introduced an **annual Builder/Developer Advocacy Fee** for those who build five or more homes annually. The Builder/Developer Advocacy fee in its first year is $500, bringing the total annual OHBA fee for Builder/Developer members to **$1,025**.

There is also a significant risk in assuming that the policy gains to date will sustain themselves. They will not. Maintaining them, and building upon them, requires the same level of coordinated advocacy capacity that helped secure them in the first place.

For the coming year, our Builder/Developer advocacy priorities include:

- **Extending the enhanced HST relief beyond March 2027**, so that affordability measures remain in place long enough to support a sustained recovery in new-home sales and construction;
- **Continuing to reform how growth-related municipal infrastructure is funded**, moving more of these costs outside the traditional development-charge envelope and away from new-home purchasers;
- **Addressing illegal building and vending**, through stronger regulatory interventions that protect legitimate builders and renovators, consumers and the integrity of the industry;
- **Advocating for mortgage stress-test rules that better reflect purchaser realities**, particularly in a market where financing requirements can prevent otherwise qualified purchasers from buying a home;
- **Reducing construction costs through rationalization and modernization of building codes**, while maintaining appropriate standards for safety and performance; and
- **Continuing to improve municipal approval timelines across Ontario**, reducing duplication, unnecessary delay, carrying costs and uncertainty.

Achieving progress on these priorities will require OHBA to maintain the professional advocacy, economic research, technical policy, communications and government-relations capacity that has produced results over the past several years. These capabilities are now a central part of what members expect from their provincial and local associations.

We recognize that any increase in the cost of membership must be justified by value.

For Builder/Developer members, the issues at the centre of OHBA's advocacy: Taxes, development charges, infrastructure costs, approval delays, regulatory requirements, purchaser financing and construction costs, have a direct impact on project viability, housing affordability and the ability to bring new homes to market. The new advocacy fee is intended to ensure that OHBA can continue devoting the resources necessary to advance those issues on behalf of builders and developers throughout Ontario.

This is not about growing OHBA for the sake of growing the organization. It is about sustaining an advocacy platform that has demonstrated that, when properly resourced and working together with our local associations, our industry can achieve significant province-wide change. The alternative, reducing our capacity precisely when the market remains vulnerable and important policy opportunities remain before us, carries a far greater risk for our members and for Ontario's housing sector.

OHBA remains committed to working closely with local associations, board chairs, Executive Officers and members to provide the context and information needed to clearly explain the new fee model and the value it will continue to deliver across the province.

OHBA will continue to work in partnership with local HBAs to communicate these priorities clearly, respond to member questions, and demonstrate how sustained provincial advocacy strengthens the ability of both OHBA and local associations to deliver meaningful results for members.

One industry. One voice.

OHBA also recognizes that successful implementation of this new model depends upon our partnership with local home builders' associations.

We are committed to working closely with local association leadership to implement the Builder/Developer Advocacy Fee in the most effective manner possible, to communicate clearly with members about how these resources are being deployed, and to demonstrate the outcomes that this investment helps make possible.

Our responsibility to you is equally clear: to continue to deliver.

That means remaining persistent with government, bringing credible evidence and practical solutions to the table, speaking forcefully when the interests of our industry require it, and working together across the provincial and local association network to make it less expensive, less complicated and faster to build the homes Ontario needs.

The progress to date demonstrates what can be accomplished when our industry has the capacity and resolve to advocate effectively.

Now is the time to build on that momentum, not retreat from it.

Thank you for your continued membership, investment and support of our collective advocacy on behalf of Ontario's residential construction industry.

Sincerely,



Christina Giannone
Chair, Board of Directors
Ontario Home Builders' Association



Scott Andison
Chief Executive Officer
Ontario Home Builders' Association