



Habitat
for Humanity®
Heartland Ontario



2019 Annual Report

welcome home

our mission

to mobilize volunteers and partners in providing opportunities for families to achieve affordable and sustainable homeownership as a means of breaking the cycle of poverty and strengthening communities

our vision

a world where everyone has a safe and decent place to live





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building community together

We cannot describe how proud we are to continue impacting the communities of Oxford, Middlesex, Elgin and Perth counties. A dedicated group of volunteers began this journey in 1993 with a dream of providing families in need with a hand-up. Since that first build and our first ReStore, we have worked with 90 local families and children, and have grown to 6 locations.

We have seen the impact first-hand and all we can say is that a Habitat home is life changing for the families we serve. In 2019, we continued helping others achieve their dreams through homeownership. This milestone would not have been possible without every donor, corporate partner, and volunteer or dedicated Habitat staff. It is because of their investment in us that we are able to continuously build homes and serve more families than ever before.

It all started with simple single-family builds, and meetings and design originating in the basement of our volunteers' homes, to an organization that now builds single and multi-unit projects. We have influenced build design and have continued to raise the bar on quality for our families. This creates a great foundation to help us launch multi-unit builds in our future.



Brian Elliot, CEO

Habitat for Humanity Heartland builds more than just homes. We build communities. For Habitat homeowners, the houses we build are a sanctuary where parents feel safe raising their children. It is a welcoming place where families are comfortable having friends and family members over. It is the foundation for children to grow into the best version of themselves – today, tomorrow and for years to come.

Our ReStore growth has us represented in every municipality we serve. This social enterprise has grown to support the needs of our community. Our landfill diversion, recycling programs and community engagement has made us one of the stronger affiliates in Canada. The success of ReStore is directly related to the people who shop, donate and volunteer.

We would also like to thank our extraordinary volunteers; many of whom have been with us for a decade or more! We appreciate the dedication you have shown to our cause - you make our operation possible. Thank you of course to the Board of Directors, and the staff – your commitment to our mission and vision continues to propel us forward every year. As we look back on where we have been and all we have accomplished, we are excited for what lies ahead.

Together, we are building a brighter future for our families and our community.



Paul Féron, Board Chair

our impact 2019

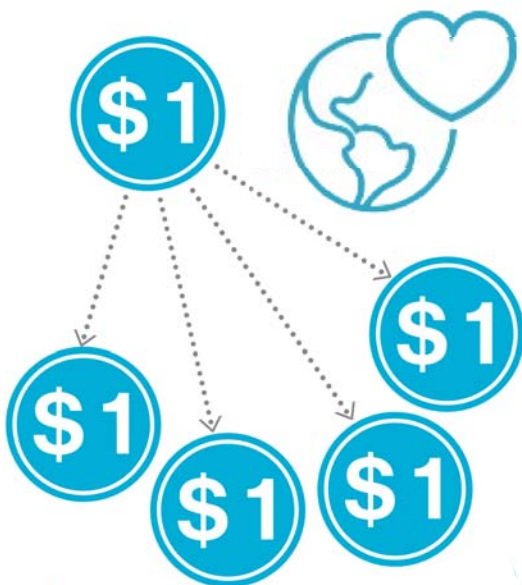
here's what you helped us
achieve

239 low-income, working families

across Canada became new
homeowners by partnering
with Habitat

\$2,405,876 of societal benefits generated

for the communities we serve.
Every dollar donated to
Habitat Heartland results in \$4
of societal benefits



4 families

moved into their Habitat
homes this year



84 families

have partnered with Habitat
Heartland to achieve
affordable homeownership
since 1993



1,927 volunteers

donated their time to help in
our ReStores, on our build
sites, and in our offices



45,718 volunteer hours

contributed by our
ourstanding volunteers!



\$1,005,276 raised

in donations and gifts in kind,
thanks to our generous
donors and community
partners

our impact



Lindsie's story

Lindsie is a single mother taking care of her 16-year-old daughter Mariah, 12-year-old daughter Leah and 2-year-old son Noah. Before moving into their Habitat home, Lindsie's family lived in a three-bedroom basement apartment, where little Noah had to share a room with his mother. In their small living space, Lindsie found pride in creating a very warm and welcoming home environment for her family. This close knit, loving family enjoys spending time together and making new memories.

Lindsie's children are her greatest achievements and motivation in life. Lindsie is a Personal Support Worker at the hospital, working shifts to support her family and save for their future.

Like many hardworking single parents, Lindsie thought homeownership was a far-off dream. "I remember feeling really discouraged, like owning a home would not be feasible for someone in my situation," she said. "Habitat gave us hope."

Lindsie, Mariah, Leah, and Noah are now living in their Habitat home at 32 Forbes Street. Their home was our 2019 Community Build, constructed by corporate-sponsored volunteers from the community. Lindsie's family is all settled in to their new home, and looking forward to the future. "This opportunity means a new beginning and prosperous future for my family.", Lindsie says. "Our Habitat home is a place where my family can build memories, stability, and pride."



Brianne's story

Brianne is a single mother taking care of her 14-year-old son Brayden. Brayden is severely disabled and uses a wheelchair, and their former home was not accessible to Brayden's needs. Brianne was finding it increasingly difficult to tend to Brayden's daily care and transfer him between rooms in the house. It was very taxing on her physically and she relied on other family members for help. The logistical challenges of caring for Brayden in a home lacking accessibility added unnecessary stress and worry for their safety.

When Brianne was selected to partner with Habitat Heartland and become a Habitat homeowner, she described the event as "life changing". For Brianne and her son Brayden, their 800 square-foot bungalow with special accessibility features means that Brayden can live at home safely and comfortably and remain in Brianne's care for as long as possible.

In their new, accessible Habitat home, Brianne can move about the single level main floor for every part of Brayden's care and daily life activities. She has particularly enjoyed spending time with Brayden in their own backyard and walking around the neighborhood as he really loves the outdoors.

Fittingly, Brianne's home at 28 Forbes Street was Habitat Heartland's Women Build in 2019. This strong single mother's home was built with support by local members of Women In Construction, who came together in a shared mission to help Brianne and Brayden have a safe, decent and affordable place to call home.

According to Brianne, "Owning my own home means stability, being able to keep my son with me longer, and knowing that I can safely transport my son without hurting myself." Thank you for supporting Brianne and Brayden's growing sense of strength, stability and self-reliance.

manor park habitat community



This year, we began construction on the final two builds of our 17 home Manor Park Habitat Community project in London.

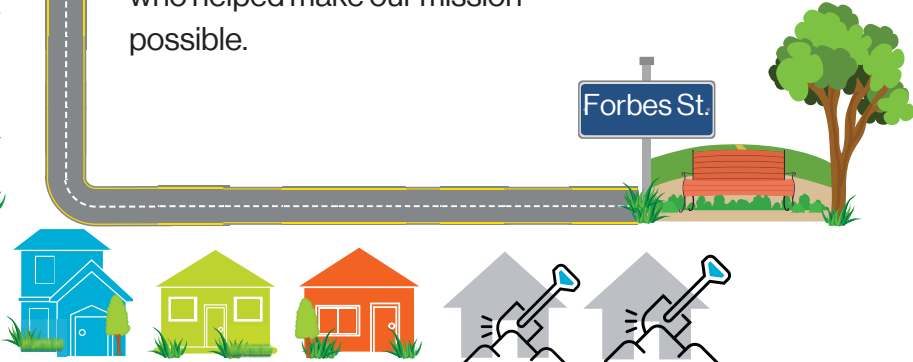
This project began in 2016 when Habitat Heartland Ontario partnered with Homes Unlimited to purchase a parcel of land where a vacant school once sat in the middle of Manor Park neighbourhood. This under-utilized property was then divided and developed into affordable rental units by Homes Unlimited and 17 residential housing lots for Habitat to build affordable homes for qualifying local families.

With the Manor Park project, we have been able to build a diverse Habitat Community that will continue to foster strength, stability and self-reliance in our homeowners for generations to come. We are grateful for the generous contributions of the many companies, corporate sponsored teams, volunteers and tradespeople who helped make our mission possible.

Our partnerships with many organizations including non-profit, educational and private companies have allowed us to build a greater vision of affordable homeownership for all. We worked together to mobilize volunteers, donors and community members to provide solutions to affordable living in the Manor Park community for 17 families (70 people, of whom over 35 are children).

The lasting impact of the Manor Park Habitat Community will double the number of homes we have constructed to date. As the Manor Park families pay back their mortgages the funds are reinvested into the Habitat build fund. This is a long-term investment that will reach hundreds of additional families in the counties we serve.

Thank you for your support of the Manor Park Habitat Community.



2019 highlights

february

Genworth
Bonspiel
fundraiser



august

Signed MOU with
Munsee-Delaware
Nation for 2020
Indigenous builds

march

Key Ceremony
for 28 & 30
Forbes Street



september

Finch Auto Group
Party 4 Humanity



april

Habitat Canada
National
Conference in
St. John's
Newfound Land



may

Groundbreaking
for 32 & 34
Forbes Street



october

Key Ceremony for 32
& 34 Forbes St,
Groundbreaking for
36 & 38 Forbes St



july

Signed MOU with
Forever Homes
for 38 Forbes
Street build



november

Sharon Brennan
won the RBC Place
London
Ambassador Award

december

ReNewIt project
with CAS to install
wheel chair ramp

2019 highlights

our awards

Habitat Canada Mobilized Leadership Award



Habitat Canada Optimal Performance Award



Christian Horizons - Excellence in Action Award



we also won:

Stratford Perth Community Foundation - Communities Award

London Home Builders Association Nominee

our community events

she shed
he shed

presented by:



She Shed He Shed, presented by Old Hickory Buildings was a fun new fundraising event for us this year. Two local interior designers decorated a shed each, one for “him” and one for “her”, incorporating items from the Habitat ReStore. The sheds were then displayed and raffled off at the Western Fair Home & Outdoor Show. Corus was the media partner for this event, broadcasting live from the sheds at the home show. Thanks to our generous sponsors, 100% of the funds raised from ticket sales went toward building homes in our community.



special thanks to:

CORUS - London's Best Rock
FM96 and 103.1 Fresh Radio
Detailing & Design by Myra
Western Fair District

Fanshawe College Interior
Decorating Faculty
London Home Builders Association
Women In Construction



**finch auto
group
party for
humanity**



title sponsor



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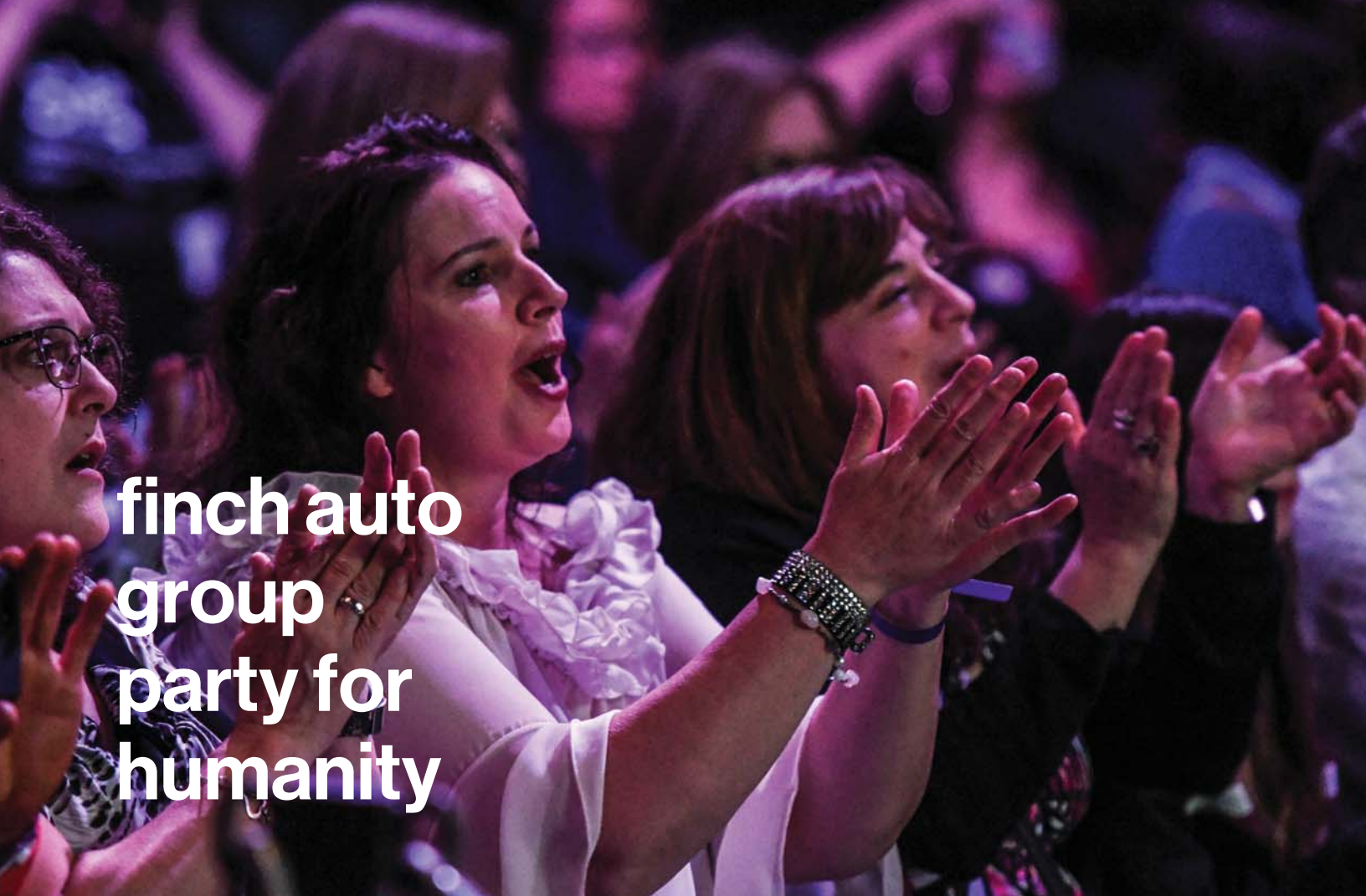


awards sponsor



performer sponsors





finch auto group party for humanity

Thank you to all the supporters, sponsors, judges and contestants who helped make Finch Auto Group Party for Humanity: Classic Rock Edition such an amazing success!

It was a lively evening of great music, with a room full of wonderful people gathered to celebrate and support the work of Habitat Heartland Ontario. Jude Coyle won the Grand Prize, while Randy Bryte, Patrice Robinson and Calvin Jasper Kelly were selected as runners-up by our celebrity panel of judges. The audience agreed with the judges and awarded Jude Coyle with the People's Choice Award. Thanks to Lewkowicz Financial's generous support for making this award possible for the first time.

Every contestant has star status in our hearts for giving such energetic and powerful performances on the stage of London Music Hall, skillfully supported by backing tracks supplied and managed by Music Central.



our environmental impact

building green
building together

25% more energy efficient than building code regulations

40% increase in number of team build days

\$403,807 in GIK donations to builds

4,670 hours on site from construction volunteers

212% increase in GIK donations to builds

Habitat Heartland ReStores

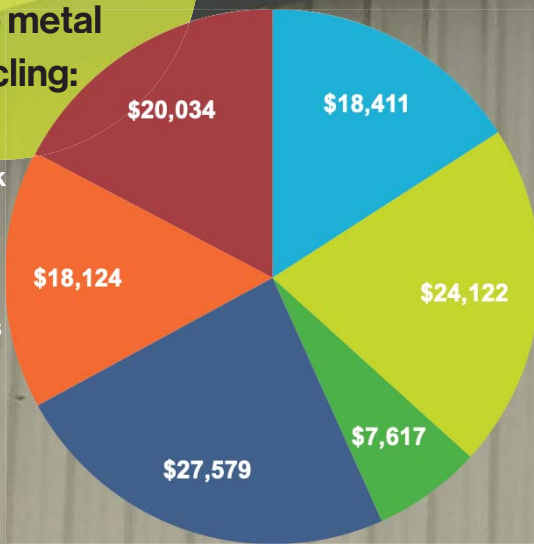
2019 was an incredible year for our ReStores. Across all six of Habitat Heartland's ReStores, our total sales increased by 6.2% to \$3.4 million and total sales transactions increased by 8% to over 137,000. This success can be attributed to the hard work and dedication of our ReStore staff and volunteers who continue to engage the community and serve our customers with kindness and dedication.

Over 1,700 volunteers participated in ReStore activities in 2019 performing over 30,300 hours of volunteer work. The Stratford ReStore had a full year of operations in their new location which was very well received and led to a large increase in their transactions and sales. St. Thomas and Listowel ReStores, at various times throughout the year, were National leaders in year over year, same month sales increases. These numbers were some of the best performances in the country!

Our environmental initiatives in e-cycling and repurposing continue to have a positive impact. Here are some stats that show just how well our eco-friendly programs have done:

revenue from electronic waste recycling and in-house metal recycling:

- Woodstock
- Adelaide
- Listowel
- Pacific
- St. Thomas
- Stratford



over 500,000 lbs metal recycled

reduced our waste to landfill by 22%

over 26,000 individual donation drop-offs

364,730 lbs e-waste recycled



Habitat for Humanity
Heartland Ontario

ReStore

our sponsors

diamond hammer sponsors



platinum hammer sponsors



title sponsors



financial foundation sponsor



our sponsors

gold hammer sponsors



FANSHAW



Pat Muscat



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Estate of Mary Bernice Kennedy



Mike Geelynse



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Wayne Dunn



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bronze hammer sponsors

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Doug Tarry Homes

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Hot Cold and Freezing
Ironstone
Jan Koersen
Joe Van Lagen
Joel Dykstra
Jones Packaging Inc. Employees Ass.
Jumbo Building Products
Karaoke Canada
Kinneri Dalal
Kristen Knight

Linda Block
Marks Supply Inc
Mr. Braden W Smith
Natalie Hertzman
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Nothers
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Old Masters
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York Developments
Zucora Home

our sponsors

iron hammer sponsors

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Big Dog Holding Ltd.	Eva Knelsen	Kelmat Construction	Nieman Market Design	Stratford Perth Community
Bill Vanlogenstein	Firm Enterprises Inc	Ken Parnell	Noel Demers	Foundation
Bill G.W. Hawkins	Flooring and Paint Store	Kevin Dowell	North Pole Trim & Supplies Ltd.	Old South Community Group
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Burling & Griffith Flooring	Glenn Caldwell	Langford Lumber	Patty Galea	Thomas W Clark
Canadian Tire Woodstock	Gloria Fenn	Larry Sander	Paul Feron	Tie Mao
Store #124	Gord Jackson	Laurie Sobie	Paul Walmsley	Tim Good
Carolyn Williamson	Gordon Gerger	LCF – Mrs. Helen Hinton	Pauline Hewitt	Tim Adair
Catherine Ebbs	Global Heating and Air	Lee Industries for Upholstered	Peter Foote	Tom Hughes
Catherine Campbell	Granton Construction	Furniture	Peter Sherriff	Trevor Odanski
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Darryl Ruddock	Ingersoll Home Hardware	Manolita Pace	Robert Davidson	Yander Salerno
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our sponsors

national sponsors



Canadian Institute
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our team

board of directors

Thank you to the members of our Board of Directors for the leadership you all provide to Habitat for Humanity Heartland Ontario

Paul Féron
Board Chair

Adam Campbell
Director, Governance Chair

Jennifer Spry
Director, Governance Committee

Alan MacKinnon
*Director, Governance Chair

Blair Knox
Director, Finance Committee, Land Acquisition

Chris Kirwin
Director, Land Acquisition

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Janice Castell
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Ciara Pittam
Director - Risk Committee

Dee-Ann Vickers
Director, Risk Committee

Kristina Stankevich
Director, Fundraising Committee

Scott Louch
Director, ReStore Committee

Vera Dokter
Director, Governance Committee

management team

Brian Elliot
Chief Executive Officer

Sharon Brennan
General Manager, Community Partnerships

George De Vlugt
General Manager, Construction

Duncan MacIntosh
General Manager, Finance and Administration

Gerry Pieroni
General Manager, ReStore

Barb Ransome
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Jamie Gilliland
ReStore Manager, London

Sean Thievin
Assistant Manager, Adelaide ReStore

Haydn Carlin
Assistant Manager, Woodstock ReStore

Florance Daniels
Manager, Stratford ReStore

Dana Erickson
Manager, St. Thomas ReStore

Veronica Burrows
Manager, Listowel ReStore

our team

volunteers

Habitat Heartland volunteers gave
45,659
total volunteer hours in 2019

38% are over the age of 50 and 26% are under the age of 25



45,659 total hours at \$15/hour = \$684,885 saved in labour costs

1,627 new volunteers joined our team



our team includes 422 youth volunteers between the ages of 16-25

4,670 hours contributed on the build site from construction volunteers



facilitated 36 student volunteer placements

776 new Habitat build day & community impact volunteers joined our team

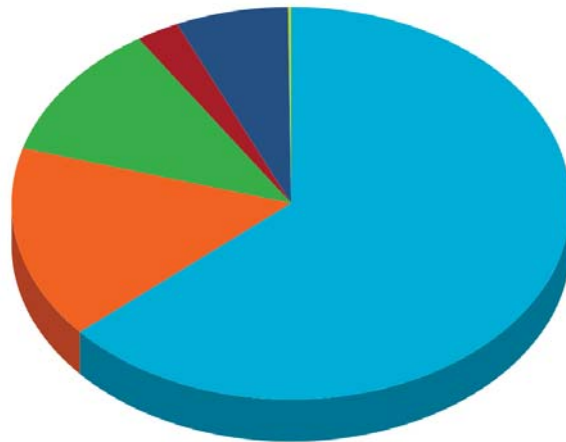


thank you volunteers!

our reports

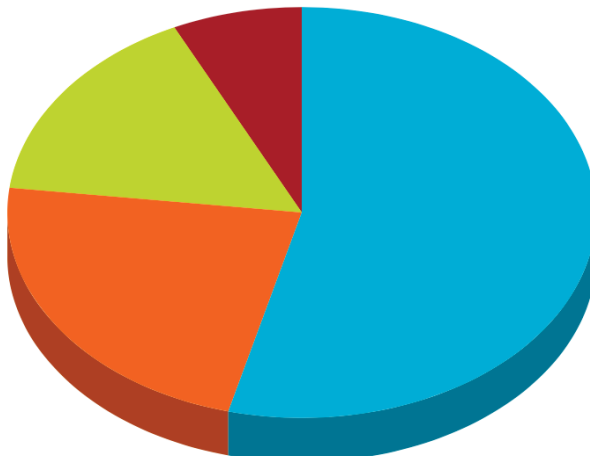
funding sources

ReStore Ops	●	\$3,500,950	63.63%
Home Sales	●	\$874,643	15.90%
Fundraising Revenue, Donations & Grants	●	\$620,984	11.29%
Income on Mortgages	●	\$137,338	2.50%
GIK for Builds	●	\$357,930	6.51%
Other	●	\$9,979	0.18%
Total:		\$5,501,824	



allocation of operating expenses

ReStore Operations	●	\$2,849,402	54.02%
Administration	●	\$1,208,275	22.91%
Build Costs	●	\$841,140	15.95%
Land Costs	●	\$376,235	7.13%
Total:		\$5,275,052	



our reports

statement of operations and changes in fund balances

In Canadian Dollars As of December 2019	2019	2018
ASSETS		
CURRENT		
Cash	340,173	908,211
Accounts Receivable	102,598	266,551
HST Rebate recoverable	31,932	46,568
Prepaid expenses & deposits	157,859	52,682
Inventory	1,183,631	1,034,714
Current portion of First Mortgages receivable	422,912	398,598
	2,239,105	2,707,324
Capital Assets	412,639	433,032
First Mortgages Receivable	3,950,907	3,404,351
	6,602,651	6,544,707
LIABILITIES AND NET ASSETS		
CURRENT		
Accounts Payable and Accrued Liabilities	207,688	177,077
Deferred Contributions	230,270	432,454
Demand Loans	293,512	286,380
	731,470	895,911
Deferred Contributions related to Capital Assets	8,798	26,278
Lease Inducement	70,792	57,000
	811,060	979,189
NET ASSETS	5,791,591	5,565,518
TOTAL	6,602,651	6,544,707



Habitat
for Humanity®
Heartland Ontario

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