

Annual Report 2016



Charitable #: 136473717RR0001

 **Habitat for Humanity**[®]
Heartland Ontario

CEO and Board Report

No matter who we are or where we come from, we all deserve to have a decent life. We deserve to feel strength and stability day after day. We deserve to know we have the power to take care of ourselves and build our own futures. At Habitat for Humanity Heartland Ontario, this is what unites us.

Through home ownership, we empower. Our shared vision is a world where everyone has a decent place to live. Because you, me, we – we're all humans. And every single one of us deserves the opportunity for a better future.

In 2016 we furthered our goal of building affordable homes for families in our region. With builds in Ingersoll, Listowel and our large development in London, and an additional land purchase in Ingersoll, we worked with local families to realize their dream of homeownership now and in the future.

Our five ReStores continued to provide funds for our operations and our newly opened St Thomas store showed steady growth throughout the year.

Internally our team became stronger and our goals more focussed. We are poised for sustainable growth in the future, and we could not have done any of this without our volunteers, sponsors, staff and donors.

Thank you for your involvement with Habitat this year. Your financial support, your voice and your time bring strength, stability and independence to families in need of a decent place to live.

Chuck Quintyn, Chair, Board of Directors
Brian Elliot, CEO
Habitat for Humanity Heartland Ontario

“The goal of Habitat for Humanity is to rid the world of substandard, or poverty, housing. Habitat works hard to do this by building simple homes in partnership with families in need. These partner families pay the full cost of their new homes over time through no-profit loans that Habitat grants them. The prices of Habitat homes remain affordable because the homes aren't extravagant and because they're built with volunteer labor, including the labor of the partner families.” President Jimmy Carter



Leadership

Board of Directors

Chuck Quintyn, Board Chair
David Marr, Treasurer - Finance Chair
Paul Feron, Board Vice Chair
Scott Louch, Director
Jennifer Parraga, Director
Paul Benedict, Director
David Bunce, Director
Dee-Ann Vickers, Director
Al MacKinnon, Governance Chair
Adel Fortin, Director
Adam Campbell
Kristina Stankevich

Ex-Officio Members

Catherine McInerney - Recording Secretary
Jim Durham - Indigenous Affairs
Lisa Bowden - Governance

Administration and Staff

Brian Elliot CEO

Kerry Blackwell - Fund Development Manager
Sharon Brennan - GM Partnerships and Programs
George De Vlugt - GM Construction
Duncan MacIntosh - Director of Finance and Admin
Gerry Pieroni - GM ReStore Operations
Fran Deschamps - IT and Office Administrator
Kendra Forrest - Volunteer Coordinator
Allison Kampman - Steering Committee Coordinator
Debbie Kennedy - Office Maintenance
Heather Rivet - Fund Development Coordinator
Lucy Simas - Bookkeeper
Annette Vandervloet - Family Services Coordinator
Doug Watters - Assistant Site Supervisor
Magda Winnicki - Office Assistant

ReStore Administration and Staff

ReStore Administration

Barb Ransome - Regional Manager ReStore Operations
Jamic Gilliland - West Region ReStore Manager
Catherine McCue - East Region ReStore Manager, Health & Safety

Pacific ReStore Staff

Cindy Dewar
Bob Watson
Dale Wright
Ron Hodgins
Walter Longlade
Wendy Murphy
Jessie McDougall

Adelaide ReStore Staff

Sean Thievin
Miranda Connor
Elizabeth Barber
Scot Russell
Brad Ross
Venkatesh Rajapurohitam
Becky Baldwin
Cameron Wilson

Woodstock ReStore

Dave Wall
Haydn Carlin
Nelson McCready
Greg Hughes
William Ransome
Cameron Giles
Nelson McCready

Stratford ReStore

David Hohendorf
Florance Daniels
Bruce Isbister
William Hunt
Anita Kropf
Michael Kooy

St Thomas ReStore

Dana Erickson
Cam McPhail
Spencer Lockwood
Elisabeth Brooks
Anita Roelans

Listowel ReStore

Rich Boertien
Norm Bedard

ReStore Transportation

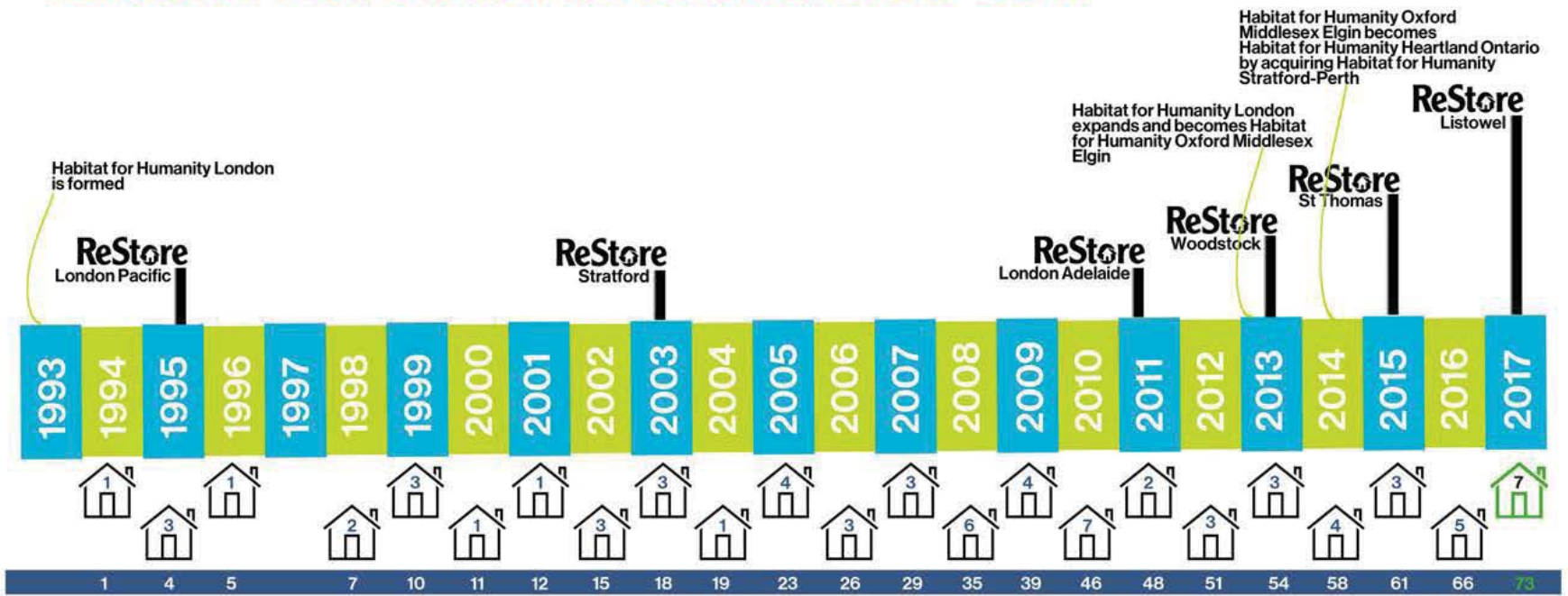
Bong Leangvan
John Elliott
Rick Surwaniec
David Watson
Cameron Wilson
Issac Mention
Greg Littleton



every
one

deserves a decent place to live

Habitat Heartland Milestones 1993-2017



timeline
of activity



Build Activity

Habitat Heartland Ontario enjoyed a solid build program in 2016. We were able to build in Oxford, Middlesex and Perth Counties, building six homes and acquiring an additional piece of land in Ingersoll. Our build program is supported by community donations of goods and funds, and our donors can have confidence knowing that every dollar they donate goes directly to building homes for low income and hard working local families.

The first three homes were completed on our 15 lot Forbes St project in London. We were humbled by the tremendous support from our military, fire, police and EMS services, and the Brockett family received their first home.

Community Living London partnered with us to fundraise and build two additional homes on Forbes St.. This partnership allowed Community Living London to change the lives of five men who moved from geared to income rental housing into beautiful living conditions. Ingersoll's newest Habitat family was the five member Sweeney family. With the support of an active and dedicated Steering Committee in Ingersoll, we were able to complete a clean and safe home for this family who have children with special needs.

The Hill family from Listowel received an awesome Christmas present supported by a community led Steering Committee there, when they took possession of their Listowel home in December. A special thank you goes out to our Steering Committees in Ingersoll and Listowel. Their selfless efforts to fundraise and engage the entire community helped to build these homes and assist two families in achieving their dreams of home ownership.

John Latosinsky, a student at Lester B Pearson School for the Arts in London, Ontario won the Genworth Meaning of Home contest, which resulted in a \$25,000 gift to our build program. This is the poem that won the competition.

Meaning of Home

Home is a place, like no other place can compare.
It gives a wonderful feeling that everybody should share.
It is a place where you find lots of new things to discover.
It's a place where all your injuries recover.
When you look at it you smile so bright.
So you think to yourself, what a beautiful sight.
You learn even more things there that you never knew.
You learn what is false, and what is true.
You learn to walk, crawl and run at home.
You will find lots of new places to roam.
Think about the times you share with family.
All the moments you spend, smiling with glee.
The memories you make there will never fade.
There is almost never a time there when you are afraid.
When I see someone without the warm feeling that I feel,
I think to myself, this can't be real.
But there's a sad truth that's looming around.
It's been here for days, waiting to be found.
The sad truth is one that I hate to say.
There are people around who have no place to stay.
They don't feel the same warmth and love as we do.
They don't have the life that we're used to.
But we can bring them the help they need.
I know we can, and we will succeed.
We have let it rest for much too long.
Let's give them a place where they feel they belong.
We can all make a difference today.
And we can fix the world the right way.



**every
child
deserves a home base
from which to explore
the world**

ReStore Activity



2016 represented a year of growth for our ReStores. Just prior to the start of the year Habitat Heartland opened a St. Thomas ReStore which bolstered optimism regarding a prosperous upcoming year. We could not be happier with the performance of the St. Thomas ReStore during the first full year of operations. Our Assistant Manager Dana Erickson, her staff and volunteers have done a wonderful job starting the new store on the right foot and we thank the community for their tremendous support.

The strength of the ReStore staff foundation showed its commitment and depth, working through a busy 2016. The organization posted great results, projecting continued growth and prospects for the future. In 2016, the ReStores lost two key members of our management team to retirement. Peter Myts, Regional ReStores Manager, and Steve Hadskis, the London and Area ReStores Manager, were instrumental in guiding our business through the growth and expansion of the last few years. Their experience, dedication and strength will be missed. However, when one door closes another door opens and we are very happy to be able to fill the two positions with equally valuable people. Barb Ransome, formerly Manager of the Stratford and Woodstock ReStores, moved into the Regional ReStore Manager's position. Also, Habitat Heartland welcomed Jamie Gilliland, a former manager of the Guelph ReStore, now West Region ReStore Manager, responsible for operations of our two London locations as and the St. Thomas ReStore.

In January, 2017, Habitat Heartland opened a sixth ReStore in Listowel, and we will continue to look at opportunities to grow our network in 2017. The ReStores continue to be proud of the impact we make on the environment and the community through our efforts in salvage and recycling. We actively assess our process internally to recycle more products back into our store network as well as a robust - recycling and metal refinement that helps us divert thousands of tons of material from our local landfills. We continued to partner with other social agencies this year in providing job training or roles for individuals from organizations such as ACN, Pathways, and CMHA to name just a few. Through their work with the ReStore they are able to obtain valuable hands-on experience in multiple roles to assist them in their personal growth for the future. Our ReStore revenues continue to fund our operations and allow all of our fund raising dollars to be directly put to building homes. ReStore is a valued entity and an integral part of our organization.

shop donate volunteer

2016 ReStore Successes:

-  30,737 volunteer hours
-  103,152 transactions, an increase of 14.8% over 2015
-  Total sales for 2016 increased 20% over 2015 sales
-  135 Salvage projects across our area – everything from removing kitchens, helping with home demolitions, business renovations, bathroom and basement projects.
-  1,600 tonnes diverted from landfill by Heartland ReStores

Our ReStore Community Partners:

ATN
Centre for Employment & Learning of the Avon Maitland
District School Board
City of Stratford Social Services
Community Employment Services
Community Options for Justice
Goodwill Industries
Hutton House Learning Centre
Impact Junk Solutions/CMHA London
Leeds Employment Services
Partners in Employment Perth County
Pathways Training
Salvation Army Correctional and Justice Services, Perth County
St. Leonard's Community Services
WDDS – Job Links
Women's Employment Centre Oxford County
Youth Opportunities Unlimited

every donation

helps a family in your community



Did you know, that the Habitat Heartland ReStores accept the following new or gently used items?

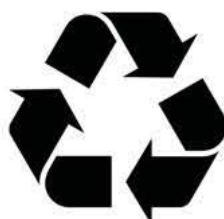
Appliances
Architectural Columns, Mantels, Antique Moldings
Cabinets
New Carpeting and under pad
Doors
Drywall, Blue Board, Green Board and Cement Board
Drywall mud and Tape
Electronic Devices and Fixtures
Flooring (in new condition)
Furniture (No Mattresses, Box springs please)
Garden and Outdoor Supplies
Hardware
Tools
Lighting and Plumbing Fixtures
Office Furniture
Plumbing pipes and tubing
Roofing
Unopened Sealants and Caulking
Shelving units
Siding
Steel and Aluminum
Wall Coverings
Windows
Wood
Paint or Stain
...and more!

For more information or to discuss our salvage or e-waste program, go to: habitat4home.ca

Acceptable Recyclables

We accept the following items in non- working condition for recycling:

Metal - all recyclable metals – appliances, wiring, copper plumbing, appliances, pop cans etc.
e-waste – Computers, cell phones, TVs, cameras, small appliances, most other electronics





Volunteers

In 2016 Habitat for Humanity Heartland Ontario benefitted from over 52,000 volunteer hours that resulted in a savings to the organization of almost \$600,000. These individuals and groups contributed to our ReStore operation, build sites, salvage crew, special events and administration. Each year we celebrate a volunteer who has given a significant amount of time and expertise to the organization. This year we honour Carolyn Carroll.

Carolyn Carroll - Habitat Heartland Founders Award 2016

“Before I applied to be a volunteer for Habitat, I didn't really know what I was looking for in my life. At the time my children were grown and on their own. I was speaking with a co-worker who was volunteering for Habitat. The more she told me, the more it tugged at me. I've been very blessed with a good career, family and home and our discussions made me realize I wanted to do some good for others too and with my work background I thought it would be a good fit. I jumped in and never looked back. Over the years I've met some wonderful people both on the committee and Habitat Partner families that apply. Oh, the families - they made me smile. On a number of occasions I had a gut feeling right away they would be a good fit for Habitat even before the home visits began. Seeing some of the families again after they had been approved gave me such joy, and the excitement in their eyes and smiles on their faces reminded me I was a tiny part of that. That was what it was about to me - giving hope and security to families who might not have ever had the opportunity without Habitat.”

Carolyn is a devoted and hardworking member of our team at Habitat for Humanity. Committed to fulfilling our mission - To mobilize volunteers and partners in providing opportunities for families to achieve affordable and sustainable home ownership as a means of breaking the cycle of poverty and strengthening communities. Carolyn has been with Habitat for 9 years. During this time, she has assisted with special events including Jeans 'n Classics, helped us as a Habitat Ambassador during community outreach events and served on the Family Selection & Support Committee. Without key volunteers like Carolyn, we could not have the impact in the community that we do!



**every
volunteer**
can help families build strength,
stability and independence



Our International Impact

Last year I had the amazing opportunity to work with three other student leaders and plan our annual reading week volunteer trip. We brought together a group of 28 volunteers and in February we travelled to Tuscaloosa, Alabama to help build and renovate two houses for those affected by the tornado in 2011. During our eight days in Tuscaloosa we helped other Habitat volunteers with the two projects. Hearing the families stories and helping them build a home was such a rewarding experience and we had the chance to meet the families as well! We got to experience a new culture and meet so many amazing individuals. The great thing about Habitat for Humanity is that we get to work with these families who help us build their future homes. Through this experience, we, as a group, were able to do hands on volunteering, physically see the impact we were making, break the cycle of poverty for at least one family, and create lifelong friendships. ~ Mia Martinovic

Partnership

house sponsors



STRONGER COMMUNITIES TOGETHER™

John Latosinsky

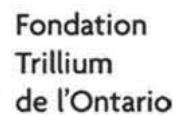
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Un organisme du gouvernement de l'Ontario.

silver hammer sponsors



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RCMP O Division



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GM - Cami Assembly Plant
Great Floors Ingersoll
Habitat Western Club
idesign Kitchen Studio
Ingersoll Community Foundation

Ingersoll Kiwanis Club
J and A DeVries Construction Inc.
Johnstons Custom Cabinets
London Community Foundation
London Stair and Railing
North Pole Trim and Supply
Oliver & Associates Real Estate
Brokerage Inc.
Rock Solid Designs
Ron Lockie Electric Ltd.
Siemens Canada
Sisters of St Joseph
Spinrite Limited Partnership
Surfaces of London
Thamesford Lions Club
The Ingersoll Kiwanis Club
TRS Components
Travelers Canada
TRY-DYS Construction Inc.

every gift

gives the opportunity to
build a better life.

Partnership

iron hammer sponsors

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Technicians
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D & J Paton Bros. Ltd.
Dan the Sewer Man
Dave Hardyck Construction
DeKay Construction (1987) Ltd.
Dennis Albert
Development Engineering
(London) Limited
Don Toth Construction
Donegan's Haulage (2010) Ltd.
Ed's Roofing & Siding
Elma Steel
EMCO Corporation
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ERS Masonry
Fanshawe College Paramedics
First Baptist Church Listowel
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Jack Greydanus & Son Drywall Ltd.
Jim McBride
John Clifford
Johnson's Sanitation Service Ltd.
JZ Cabinet Making
Keil-Dadson Insurance Brokers Ltd.
Keith M. Trussler Professional Corp.
Keller Williams Lifestyles Realty
L.T.S. Construction
Lafarge Construction Materials
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Wilf and Leaurie Noordermeer
Listowel City Ford
London City Council
London Ferrell Brick & Stone
London Police Services
London Professional Fire Fighters
Association Local 142 IAFF
Lumex Electric
Mavis Kyler
Medigas Praxair Canada Inc.
Medtronic YourCause, LLC
Middlesex-London EMS
Molesworth Farm Supply Ltd.
Mr. Alan MacKinnon
Mr. and Mrs. Geraldine Winger
Mr. Chris Kirwin
Mr. Robert H. Kayser
Mrs. Linda Armstrong
Ms. Joan Houston
Ms. Linda Brackstone
Nedco
Noble
Norfolk Disposal
Olympic Tree Care
Ontario Police College
Ontario Retired Teachers Federation
Paul Brown & Son Excavating Ltd.
Paul Lewis
Pete Kubasek

Reliance Comfort Limited Partnership
Retired Teachers of Ontario (RTO/ERO)
Richard Ivey School of Business
Rietta's Décor & Design Centre
Rob Carrere Flooring Inc.
Rob Clarke Drywall
Rod Freeman
Ryksen Concrete Forming
S & N Cairncross Corp. (Tim Hortons)
S & T Gas Services
Schouten Construction
Self Advocates of North Perth
Smink Plumbing Ltd.
Springfield Building Components
St. Clair Insurance Brokers Inc.
Stantec Consulting Ltd.
STP Mechanical Services
Sun Life Financial Canada
Tacit Brick & Stone
Thermal Resources Inc.
Torbram Electric Supply
Travelers Canada
Union Gas
Western University
Van Allen Insurance Inc.
VersaBank
Watson's Home Hardware
Westburne Electrical Supply
Wilf and Jean Bell Foundation
Winger's Plumbing Service
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team sponsors

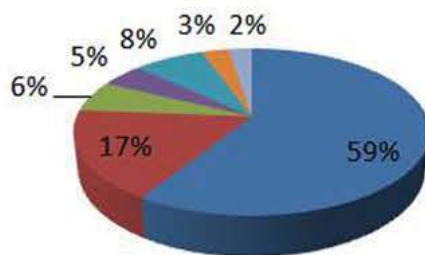
A Few Loose Screws
Babes Under Construction
Fools with Tools
Fund-Tastic Titans
Inspired Change
Let's Get Hammered
Masterfeeds
On Top of the Roof
Sista Sledges
Team for the Dream
Team Landor
The Mother Hubbards
Truss-ted Sisters 1
Truss-ted Sisters 2
Mike's Debakkles
No High Rafters
Scotiabank Women in Leadership
Arthur J. Gallagher

Financial Report

2016 continued Habitat for Humanity Heartland Ontario's growth trend and quest for financial stability. Thanks to the efforts of our ReStore operations, we were able to fund our day to day operations and ensure that all of our fundraising efforts go directly to our core mission of helping families achieve affordable and sustainable home ownership. Those families in turn helped to fund the acquisition of new lands and further home building projects through their monthly mortgage payments to Habitat Heartland. With the addition of new home owners in the coming year and the ongoing expansion of our ReStore model of operations, Habitat will continue to build from strength to strength.

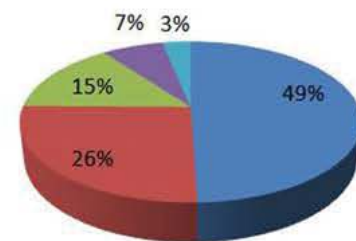
Revenue 2016

- ReStore sales
- GIK donations
- Grants & Donations
- Other Income
- Home Sales
- Fundraising
- Accretion Mortgage income



Expenses 2016

- ReStore Expenses
- House Costs
- Fundraising Expenses
- Administration expenses
- Land Costs



every
home

is a building block





Thank you for helping us build strength, stability and self-reliance through home ownership.

Habitat for Humanity Heartland Ontario
2-40 Pacific Court,
London, ON N5V 3K5
www.habitat4home.ca

 **Habitat for Humanity**[®]
Heartland Ontario