

# 2018 impact report



**Habitat**  
for Humanity®  
Waterloo Region

# every one

deserves a safe and  
decent place to live

## Mission

Habitat for Humanity brings communities together to help families build strength, stability and independence through affordable homeownership.

## Vision

A world where everyone has a decent place to live.

## Values

- Housing for all
- Human dignity
- Partnership
- Faith in action
- Diversity and inclusiveness
- Accountability



## Message from your CEO and Board Chair

Since 1988, Habitat for Humanity Waterloo Region has mobilized countless volunteers and partners to work together to build more than 120 homes in our community. Every home provides a solid foundation on which its homeowners can build strength, stability and self-reliance. We know that this is what leads to thriving communities.

2018 was a year of change for our organization as we welcomed many new faces to our team and set our collective gaze toward the future. In the coming year, our Board of Directors will approve our new Strategic Plan, charting a path forward that builds on our solid history and renews our shared commitment to increase our impact in this community.

Our successes of the past 30 years would not have been possible without the generosity and commitment of our volunteers, partners, and donors who have worked together alongside our homeowners to achieve our mission. We are grateful for your contributions and will continue to build a community where everyone has a safe, decent and affordable place to live.



  
**Karen Coviello**  
CEO

  
**Tracey Appleton**  
Board Chair



6

new Habitat homes built  
in Waterloo Region in 2018



11

children moved into a  
Habitat home in 2018



## BOARD OF DIRECTORS

Tracey Appleton - *Chair*  
Fiona Beardwood - *Vice-Chair*  
Steve Bentley  
David Kerr  
Amy Sproule-Jones  
Tyler Bowman  
Horace Coelho  
Chris Kotseff  
Heidi Rees  
Dianne Romano  
Duncan McLean  
David Lin

# every donation

helps build a safe and affordable home for a family

HopeBuilders are our dedicated, special group of donors whose monthly donations demonstrate their year-round commitment to partnering with families achieving homeownership. They are our faithful heroes and partners because their steady and reliable contributions, no matter the size, allow us to plan effectively and confidently. Let's consider what the following monthly donations can help fund over the course of the year:

\$20 per month = new hard hats for 7 volunteers

\$40 per month = all the light fixtures for a home

\$100 per month = all the doors for a home

Every dollar donated goes directly to our home building program. That means every donation impacts our community in a meaningful and positive way.



**88%**  
**of HopeBuilders**

have been donating monthly for three or more years

“My husband and I feel **more accomplished, more stable.** It’s made my kids happier - they love having a house.”

**Paige Fay and Russel MacCharles**

*Habitat Homeowners*



# 30 years and growing

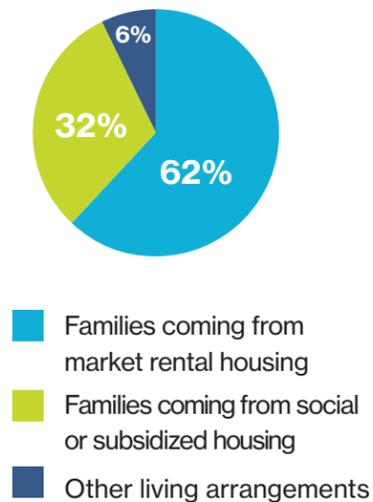
For the past 30 years, with your support, we have been able to help families — locally and globally — create the opportunity for a better life through affordable homeownership.

## OUR IMPACT SINCE 1988

**143**  
low-income, working families  
(over 647 individuals) became new Habitat homeowners.

**420**  
children  
moved into Habitat homes.

Of the 143 families that moved into a Habitat home in Waterloo Region, research shows:



**100%** of families that partner with Habitat Waterloo Region are moderately to much happier.

**Did you know?**  
The children of families that partner with Habitat achieve greater educational outcomes and parents' employment prospects improve.



**89%** of families that partner with Habitat Waterloo Region return the favour by volunteering in their community.



**\$200,000** tithed to support Habitat's global mission in countries like Malawi, Kenya, Uganda, Nepal, Vietnam, Haiti, and the Dominican Republic.



**Over 250** volunteers from Waterloo Region have participated in the Global Village program to help build homes for families all over the world.

# Milestones

'90s

- 1988** Board of Directors is established
- 1989** 1st Build Project  
Renovation for family of 6
- 1993** Jimmy Carter Work Project  
Built 10 Homes in 10 Days on Daniel Avenue
- 1993** Grand Opening of the Waterloo ReStore on King Street North
- 1996** 1st Home Built in Cambridge on Lowell Street

'00s

- 1997** Waterloo ReStore moved to 120 Northfield Drive East
- 1998** Built 25th Home on Strasburg Road in Kitchener
- 2000** Hosted 1st Women Build in Canada
- 2004** Built 50th Home  
1st Multi-dwelling Weber Street in Kitchener
- 2005** Grand Opening of the Cambridge ReStore
- 2006** 1st Condo Project on Cherry Street in Kitchener

'10s

- 2008** ReStore reached over \$1,000,000 in gross sales
- 2013** Cambridge ReStore moved to 200 Preston Parkway
- 2013** Began our largest condo unit to date on Kehl Street in Kitchener
- 2013** Completed 16 units at Howe Drive in Kitchener including an accessible unit
- 2016** Hosted the Habitat National Conference
- 2017** 1st Wellesley Build



# every volunteer makes a difference

Every volunteer has their own motivation for giving their time to help people in need of safe and affordable places to call home.

Members of our hospitality team shared some of their reasons: Susan enjoys sharing her passion for cooking at the build site and takes satisfaction when others are delighted by her food; Eva and Margaret met through volunteering in a Habitat kitchen and both like meeting new people in the relaxed build-site atmosphere; Sue values the opportunity to stay active and savours the community aspect of volunteering; Sharon and Elizabeth use this time to bond as mother and daughter while they connect with Habitat's model of helping people willing to help themselves.

Volunteers like these help build stronger, more stable communities alongside our homeowners.



**240**  
meals served  
to volunteers in 2018



# every team

impacts their community

Our Team Build program offers unique opportunities for corporations and community groups to share the experience of participating in a build. For the past four years, the nonprofit organization Trucks for Change has supported this program as part of its mandate to provide affordable and efficient ways for the Canadian transport logistics industry to make a positive difference in their communities.

In 2018, 35 transportation logistics industry employees volunteered 246 hours during three Team Build days and raised \$10,000 for Habitat Waterloo Region.



**1,405**

individual volunteers  
showed up and made  
an impact in 2018



From those individuals

**41,000**

hours were given  
across the organization



Our corporate teams thoroughly enjoyed the memorable and rewarding experience and great hospitality that the Habitat Waterloo Region team provided.

**Pete Dalmazzi**

*Trucks for Change Founder*

# every family

should have a home base from which they can explore the world

Jane and Dylan lived in a rental unit that had an unresolved mold problem. Their income went to pay student loans and basic expenses. With a new baby, this all meant there was little left over to save for a down payment on a house.

Habitat Waterloo Region offered Jane and Dylan a way to overcome their financial barriers to home ownership. Under our model, families provide a minimum of 500 hours of volunteer time, some of which is spent building their own home. “We weren’t just given a home,” recalls Jane. “The most important things in life are the things you need to work the hardest for. And we found that we needed to invest in our home to truly appreciate it.”

When families partner with Habitat Waterloo Region, they start down a new path — one with far fewer barriers to a better, healthier, more financially stable life.



# 7

## new families

were served in 2018

“Just having a place where I can watch my son jump around, and make memories means so much.”

**Jane and Dylan Bleijerveld**

*Habitat Homeowners*



# Thank you to our partners

Many of our donors never ask for recognition, but we want to let people know that it takes a whole community to build Habitat homes. We thank the corporations, teams, youth groups, faith communities, foundations and individuals who work with our future homeowners to build strength, stability and independence.



**100%**  
of donations go  
directly to our build  
program



Corporate donors raised  
**\$80,000**  
for women and youth  
initiatives in 2018



**\$67,000**  
grossed at our  
2018 Annual Golf  
Tournament

## LIST OF 2018 DONORS BY GROUPS

### HOUSE SPONSORS \$75,000

- Toyota Motor Manufacturing Canada

### THE ELMER & EILEEN SHANTZ SOCIETY (LEGACY GIFTS)

- The Estate of Betty Komar
- The Estate of Lothar Erich Weihe

### \$25,000 AND ABOVE

- Anonymous
- Manulife Financial
- The Wagner Family

### \$10,000 – \$24,999

- Cowan Insurance Group
- Google
- Insurance Brokers Association of Waterloo Region
- Joe Denys & Carol Dietrich
- Mersynergy Charitable Foundation
- Miovision
- Revera
- Home Depot Canada Foundation
- Trucks for Change Network

### \$5,000 - \$9,999

- Chervin Kitchens
- Electrical Contractors Association of Central Ontario
- Glen & Elsie Shantz

- Habitat Waterloo Region Board of Directors
- Jennifer Lehman
- Ross & Doris Dixon Charitable Foundation
- SAP Canada Fund
- The Savvas Chamberlain Family Foundation
- Warburton Family Foundation
- Wellesley and District Lions Club

### \$1,000 - \$4,999

- Adam Nace
- Advocate Insurance Group
- AECOM Canada Architects Ltd.
- Alltrade Industrial Contractors Inc.
- Anonymous
- Arnold Meyers
- Beatrice Wideman
- The Beer Store
- Brent Zorgdrager
- Canadian Home & Renovation Team (CHART)
- CBRE Ltd.
- Charlotte Innerd
- Choice Hotels
- Congregation of the Resurrection
- Dave George In Trust (GWS)
- David & Nancy Matthews
- Dorian Hausman
- Elmer & Eileen Shantz
- Ervin & Erma Steinmann
- Flanagan Foodservice Inc.

- Fred & Charlene Schiedel
- GHD Ltd.
- Gore Mutual Insurance Company
- Grand River Unitarian Congregation
- Ian & Ruth Atkinson
- InFlight Corporation
- John & Carol Unruh
- Jonathan Backer
- Johnathan Zulawski
- Karen Redman
- Kraus Carpet
- Leis Feed & Supply Ltd.
- MCAP
- Mitchell Plastics
- Northbridge Insurance
- Patrick & Noreen Flynn
- Paul Church
- Perk.com Canada
- Rob Schlegel
- Ron & Shirley Craig
- Sandra Thompson
- Simon Forsyth
- Sortable
- Stanley Park Baptist Church
- Stephen Jones
- Thomas Redekopp
- Victor & Rita Krueger
- WalterFedy Partnership
- XCG Consulting Ltd.

### HOPEBUILDERS

- Albert & Ruby Martin
- Anonymous

- Cristina Vanin
- David Kerr
- David Lubell
- Donna & Dale Finch
- Dorothy Duxbury
- Fiona Beardwood
- Frey's Plumbing Works Inc.
- Heffner Lexus Toyota
- Jennifer Uttley
- John & Diane Surian
- Karen Coviello
- Kathy Gottfried
- Lynne Quigley
- Mark Weber
- Melissa Riewald
- Mr. Kaufman
- Richard & Pauline Budding
- Shirley & Robert Parker
- Susan & David Fish
- William & Valerie Cuthbert
- Zelda Thomas

### IN-KIND BUILD DONORS

- ABC Festival
- Ball Service Group
- DJ Jackson Engineered Truss Components
- Domino's Max Becker
- Esso
- Home Hardware - Wellesley
- IBEW Local 804
- Jantzi Plumbing Inc.

- Jantzi Roofing
- John Jacob
- KW Countertop
- Living Lighting Kitchener
- Morty's Pub
- Poole Electric Ltd.
- Priority Mechanical Services Ltd.
- Pym's Village Market
- Schmidtsville Restaurant
- Wellesley Gourmet Meats & Cheese
- Wellesley Apple Products
- Wellesley Township
- WOW 1Day Painting

### IN-KIND RESTORE DONORS

- Chicopee Craftsmen Inc.
- Costco
- Country Lane Builders
- Glen Dimplex
- Golden Windows Ltd.
- Grand Valley Tile Co.
- Home Hardware - St. Jacobs
- I.C.I. Marble & Tile Inc.
- Lowe's Home Improvement
- Menno S. Martin Contractor Ltd.
- Olympia Cabinets
- Pioneer Craftsmen Ltd.
- Riverside Millwork Group
- Rona Home and Garden
- Schreiter's Inc.
- Strassburger Windows and Doors

- Swanson's Home Hardware Building Centre
- The Home Depot Canada
- Vinyl Trends Inc.

### IN-KIND ADMINISTRATION

- Concordia Club
- Donna Rogers
- Gold Roast Coffee
- Immanuel Pentecostal Church
- Rita Matzek
- Robson Carpenter LLP

### GOLF TOURNAMENT SPONSOR

- Activa Holdings Inc.
- Advance Millwrights Inc.
- Anonymous
- BMO Bank of Montreal
- Delta - Waterloo
- Enviro-Stewards
- Libro Credit Union - Waterloo
- Meritech Engineering
- MTE Consultants Inc.
- Reitzel Insulation Company Ltd.
- Scotiabank - Boardwalk
- WalterFedy
- Welker & Associates Inc.

# every purchase creates the opportunity for a better life

Our ReStores accept donations from manufacturers, stores, contractors and individuals, that are then sold to the public.

For seven years, Vinyl Trends Inc. has been partnering with our Habitat ReStore. In 2018 alone, they donated \$22,000 in flooring underlay products. It being such a large quantity of product, we were able to share with other ReStores across the country.

Don Snider, Vinyl Trends' Key Accounts and Operations Support, shows his dedication to our mission by attending many Habitat Waterloo Region events and engaging with the homeowners. Don understands the important role the ReStore plays in supporting the program of Habitat Waterloo Region.



# 2.47 million pounds

diverted from landfills in 2018



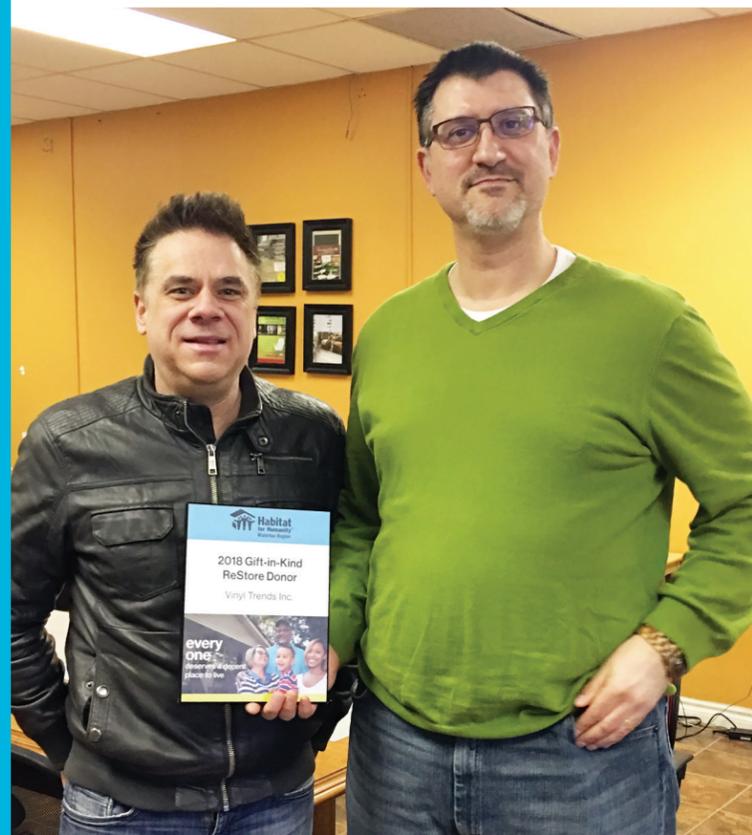
# 8,000

items were donated to our Waterloo and Cambridge ReStores in 2018

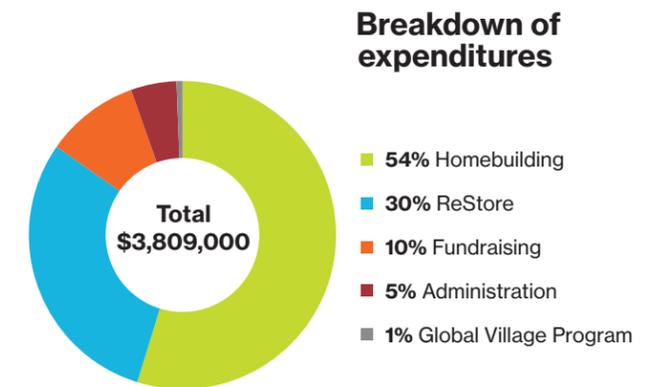
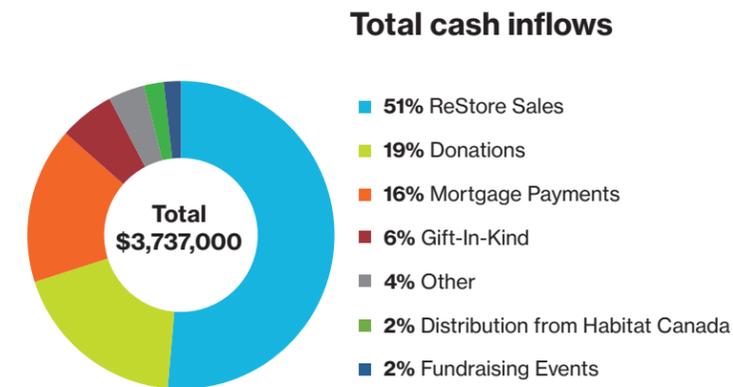


From those donations, our ReStores collectively achieved gross sales of

# \$1.9M



## Accountability is key



ASSETS	2018	2017
<b>Current Assets</b>		
Cash and Cash Equivalents	1,279,540	1,176,557
Accounts Receivable	151,587	21,978
Finished Homes & Construction in Progress	900,738	1,031,900
Prepaid Expense	33,578	29,960
Current Portion of Mortgages Receivable	343,302	360,374
	2,708,745	2,620,769
<b>Non-Current Assets</b>		
Mortgages Receivable	5,846,126	5,314,522
Property and Equipment	84,544	117,353
Properties Held for Future Development	1,697,346	1,853,293
	7,628,016	7,285,168
<b>Total Assets</b>	10,336,761	9,905,937
<b>LIABILITIES</b>		
<b>Current Liabilities</b>		
Accounts Payable & Accrued Liabilities	217,938	166,607
HST Payable	116,635	218,243
Mortgage Payable	126,500	126,500
Deferred Revenue	1,452,906	1,436,746
<b>Total Liabilities</b>	1,913,979	1,948,096
<b>NET ASSETS</b>		
Invested in Homeownership Program	7,208,106	6,996,843
Invested in Capital Assets	84,544	117,353
Unrestricted	1,130,132	843,645
	8,422,782	7,957,841
<b>Total Net Assets and Liabilities</b>	10,336,761	9,905,937

For additional information on the financial position and results of operations including the Consolidated Financial Statements for the year ended December 31, 2018, audited by Cardy Winters & Simon, please visit [habitatwr.ca/annualreport](http://habitatwr.ca/annualreport).

“I wake up **feeling refreshed** and enjoy getting the coffee on and sitting in the serenity of the living room!”

**Melissa Bennett**  
*Habitat Homeowner*



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