



2018 Annual Report

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OUR VISION

A world where everyone has a decent place to live.

WHAT WE DO

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

A Message from our Chief Executive Officer

a hand up

An energetic eleven-year old no longer lives in the basement of his grandparents' house. He and his mom are now the proud owners of their own home. Devin has his own room; he has a backyard to play in; and he is excited to invite his friends over. He is proud of his house and himself.

The power of what we do at Habitat for Humanity goes well beyond shelter.

While it's true that our mission is to provide safe, decent, and affordable home ownership opportunities for local families in need of a hand up, the opportunity is only the beginning.



We know that the most important way for families to gain stability and self-reliance is when they own their own homes. Every day, more and more families find themselves in a struggle to keep a decent roof over their heads. Caught in punishing cycles of unpredictable rent increases, overcrowded conditions, or lack of access to land and affordable financing, these families live with a constant burden of uncertainty, stress, and fear.

Habitat for Humanity recognizes that safe, decent and affordable home ownership plays an absolutely critical role in helping families to create a new cycle, one filled with possibilities and progress. Affordable homeownership frees families and fosters the skills and confidence they need to invest in themselves and their communities. The outcomes can be far-reaching, long-lasting and life-changing.

Habitat for Humanity Ontario Gateway North is proud to serve more than 175 communities across northern and central Ontario. With a newly-placed CEO and an updated Strategic Plan, the organization is focused on incremental growth and financial health in order to deliver innovative, sustainable build programs that engage, mobilize and serve our communities at a higher level. The need is great and we are committed to making a meaningful impact.



A handwritten signature in blue ink, which appears to read 'Kimberley Woodcock'.

Kimberley Woodcock
Chief Executive Officer

Our Impact



every family

deserves to feel strength, stability and self-reliance



every hand

can help lift up a family in need of a safe place to call home

The Tkaczyks

"Living room dance parties."

When Zarah pictures life with her family in their new home, that's what she sees. Zarah and her husband Matt are the devoted parents of Ariana, 4, and Ezekiel, 3, and our newest partner family in the Habitat for Humanity Ontario Gateway North region. While Ariana may have special needs, it doesn't stop her from grooving with Daddy and Ezekiel to a little Stevie Wonder and classic R&B in the living room of their two-bedroom apartment. Everyday moments like these define this young family.



What Zarah and Matt have also shared with their children is a love for all-things-outdoors. Always on the lookout for stroller-friendly trails for Ariana, this is a family who enjoys hiking. "We live in Muskoka! We're surrounded by beautiful scenery. You can drive for five minutes anywhere and see a lake or a picturesque view."

But the view Zarah is most looking forward to is the one from her own front window. "I've never had a garden. After we finish building a ramp for Ariana, we'll be planting a garden." Fueled by the desire to "make it perfect", Zarah and Matt, a carpenter, are working hard on the finishes that will transform the Wellington Street house into a home. They are already imagining family meals and games nights around their first-ever dining room table. And moving into Bracebridge from their current rental outside of town means that Zarah and Matt will have access to more community activities, be closer to school and a larger circle of friends for Ariana and Ezekiel.

The Tkaczyks are grateful for so many things including the **"way that the Habitat for Humanity Ontario Gateway North staff supported us" and "everyone who worked with us to guide us every step of the way."**

Zarah and Matt are excited and grateful for the chance to finally own a home of their own, for the opportunity to provide stability and an improved quality of life for their children... and for living room dance parties.

**63 WELLINGTON ST.
BRACEBRIDGE, ON**

The Andersons

“It’s all so unreal. We’re going to be in a house!”



Janet Anderson is still in shock. “It’s all so unreal. We’re going to be in a house!” When Janet announced to her family that she and her son, Devin had been selected as a Habitat for Humanity Ontario Gateway North (HFHOGN) partner family, her mother cried. A long-time resident of Parry Sound, Janet and her son have lived with family for the past four years, but soon her dream of owning her own home will become a reality.

As a full-time personal support worker and a single mom to 10 year-old Devin, Janet is no stranger to hard work. She balances her responsibilities with donating time at Harvest Share, a local food-share program, and knows firsthand the value of volunteering. She’s keen to ensure her community recognizes the guidance and support provided by HFHOGN and Parry Sound chapter members and volunteers who have helped

“make this happen for Devin and me.”

While Janet and her son love being out - going on road trips or to the movies, this working mom is also really looking forward to settling in to her new home and making it her own. Hosting family dinners, playing cards, having friends over, and watching Devin “just be a kid” means a lot to her. “To me, home is a place where you can be safe. Be yourself. Relax, and enjoy family and friends.”

What’s next for Janet and Devin? “Maybe a dog in a year or so.” They have lots of time to think about it. After all, this is their forever home.



**24A ADDIE ST.
PARRY SOUND, ON**

The Norries

“This is a hand up. Not a handout”

Dave and Patty Norrie have lived in Parry Sound for the past 28 years and thanks to Habitat for Humanity Ontario Gateway North, next month they'll be moving into the first-ever home of their own. Self-described “homebodies”, Dave and Patty have clear images of their new life. They imagine Patty enjoying her hobbies of knitting and crocheting in the living room; the smell of baking coming from their new kitchen; and sharing holiday meals with friends.



The Norries appreciate all that living in Parry Sound has to offer, and in return, give back to the community. They volunteer at their local church and Dave is a member of the Men of the Sound choir. A hard worker all his life, Dave holds two jobs and has worked at the local Home Building Centre for 23 years. An outgoing guy with energy to spare, he has applied his construction knowledge to completion of his Habitat for Humanity home. A hobby woodworker, Dave pictures the day that he can set up his own wood shop, where he can continue to craft furniture like the end tables and coffee table that will be taking pride of place in their new home.

Dave and Patty believe in the power of positive thinking. After qualifying as a potential Habitat for Humanity partner family, they were bolstered by the help and encouragement of the Parry Sound chapter and affiliate staff, and Dave had a “good feeling” about the outcome. “This is a hand up. Not a handout”, says Dave. “If you work hard, good things will happen.”

When asked what he'd like to do first when he crosses the threshold of his new house, his reply was simply, “I'm going to set a chair in the living room, sit down, and say, I'm finally home.” And in the end, isn't that what all of us wish for?

**24B ADDIE ST.
PARRY SOUND, ON**



Global Engagement



Habitat for Humanity Canada's Global Village offers individuals and groups the opportunity to travel around the globe and across Canada to build alongside families who need a decent and affordable place to live.

Global Village teams are made up of 10 to 20 volunteers and are led by one or two team leaders; experienced volunteers who are trained and supported by Global Village staff.

Global Village trips offer volunteers the opportunity to learn new skills, meet new people, and immerse themselves in a new culture all while helping a family build strength, stability and self-reliance through improved shelter.

In 2018 Habitat for Humanity Ontario Gateway North supported the Global Village program, helping at least two families outside of Canada achieve their dream of home ownership.



Build Projects



**289 STATION RD.
EMSDALE, ON**

A project launched in July 2017, the South Almaguin Adopt-A-Home single family dwelling in Emsdale continued to progress throughout 2018. At year end, the home was at the interior and exterior finishing stages. Finishing the project required pouring concrete for the basement floor, installation of flooring, trim and cabinets, installation of exterior siding and porches and completion of driveway and final landscaping/grading.

**24 ADDIE ST.
PARRY SOUND, ON**



After beginning construction during the Jimmy and Rosalynn Carter Work Project in July 2017, the semi-detached homes in Parry Sound were completed in November 2018. The final inspection was completed on October 30 and approved with one minor change required. In addition to relocating the porch stairs, a short punch list exists including completing the sheds for both families, installing snow-stop rails to the roof and finishing the landscaping, driveways and grading as per the plans.

Habitat homeowners Dave and Patty Norrie and Janet Anderson moved into their new homes on November 1, 2018. Thank you to each and every one of the volunteers, donors, and sponsors for all of their contributions in building these two homes!



The transfer of ownership for the property at 132 North Shore Road was received in late December 2018, with thanks to the Morel family for the donation. Work on budgeting, planning and arranging skilled trades and volunteers are all in progress for the 2019 build season. The Adopt-A-Home Project Committee continues to source partners and donations for assistance. Donations are needed to purchase materials and services that cannot be supplied by volunteers.

132 NORTH SHORE RD. POINTE AU BARIL, ON

The renovation of a single family home began in May 2018. The small, two-bedroom house required renovations to the roof, including the installation of new soffit and fascia. Reinsulating in the attic, walls and basement was completed, along with installation of new windows, new siding, a new porch and entirely new interior finishes, from drywall through fixtures. The construction was completed by the end of 2018, with a family selection pending in early 2019.



481 ALGONQUIN AVE. NORTH BAY, ON



499 BAY ST. ORILLIA, ON

Semi-detached homes in Orillia were also started in July 2017 as part of the Jimmy and Rosalynn Carter Work Project. Throughout the year, volunteers and teams from area corporations, such as Casino Rama, Mondelez International, RBC Wealth Management, Beaver Creek Institution, Georgian College and BDO were welcomed to the site to assist in construction. Exterior grading, landscaping, driveways and interior finishes are all that remain to complete this home. Continued thanks to the Orillia Chapter volunteers for their support as we work towards completion of two more homes and serving two more families.

Team Build Days

Habitat for Humanity Ontario Gateway North's team-building opportunities offer organizations a chance to invest in their employees while making a real difference in the lives of hard-working families and the communities in which they live.

499 Bay St. Orillia



RBC Wealth Management



Mondelez



BDO



Casino Rama

24 Addie St. Parry Sound

We would like to thank all the team members who came together, rolled up their sleeves and worked together to help build safe, decent and affordable homes that our Habitat families can now call home!



Sherwin-Williams

481 Algonquin Ave. North Bay



Metric Aid



United States Air Force



Canadore College

every volunteer

helps a family build strength, stability and independence

Volunteers are the heart and soul of everything we do.

In **2018**
a total of over **33,000**

volunteer hours were donated to
Habitat for Humanity Ontario Gateway North



15,473

hours donated in
our ReStores



over
13,600

hours donated to
Build Projects



470

hours donated by our
Board of Directors



1,340

hours donated by
our Chapters

2,180

hours donated by our
Habitat Homeowners

every hand

can help lift up a family in need of a safe place to call home



Habitat for Humanity ReStores are non-profit home improvement retail stores, which sell donated home furnishings, appliances and other renovation materials at a fraction of the original price. Our Habitat ReStores accept donations of new and gently used home furniture and decor, appliances, kitchen and bath fixtures and other renovation items, as well as donations of overstocked, seconds, used, discontinued items and salvageable household and home improvement building materials from manufacturers, stores and contractors. ReStores are a great place for customers to scout out that unique vintage or retro piece for their next DIY design project and save big on items for their home.

In 2018, we officially relocated two of our ReStores – Bracebridge and Huntsville. The Huntsville ReStore opened its doors in January 2018, with over 12,000 sq. ft. in the Huntsville Place Mall. For four months prior, staff and volunteers prepared the space for operation. In April, the Bracebridge ReStore opened in a new 12,500 sq. ft. retail space, formerly part of a Zellers building off of Highway 118 West in Bracebridge. The bright, large space provides a much more convenient donation and shopping experience for the local community.

Donating items to ReStore helps us achieve our mission to build safe, decent homes for working, low-income families, through our unique affordable homeownership program. Donations also help the environment by enabling ReStore to recycle re-usable household items and provide them with a second home, reducing your environmental footprint. In 2018, Habitat Ontario Gateway North ReStores diverted an estimated 3,175,000 pounds of product from landfills.

shop. donate. volunteer.



Strategy

In October, the Habitat for Humanity Ontario Gateway North (HFHOGN) Board of Directors convened to consider and ratify a revised strategic direction for the organization over the next 5 years. Our updated strategic directive articulates the vision, hopes, challenges and expectations expressed by the Board. Equally, it recognizes the enduring nature of the strategic priorities set in 2014 that have guided the organization over the last 5 years and, where appropriate, blends them into current thinking. As an affiliate committed to the Habitat for Humanity Canada's 'one narrative' philosophy, our updated strategic structure and direction is aligned closely to the Strategic Direction of the Federation. However, our goals and priorities have been developed with a focus on our own experiences, talents, corporate knowledge and specific operating environment.

Our Goal

Through strong governance, embracing change and leveraging our people as a key resource, ensure incremental organizational growth to deliver innovative, sustainable build programs that engage, mobilize and serve our communities.

Our Strategic Pillars

H	Housing Innovation: Identify and breakdown barriers related to the Federation's ability to serve more families. Stimulate creativity that recognizes regional differences and meets communities' needs in order to significantly drive homebuilding over the next five years.
O	Optimal Performance: Optimize organizational capacity and resources while performing within a culture of <i>One Habitat</i> .
M	Mobilized Leadership: Foster and enable a culture of leadership that will inspire leaders at every level to engage in coordinated and integrated activities with the intention of sustaining growth, continuity and accountability.
E	Epic Engagement: Provide a platform that ignites action among all stakeholders while significantly raising Habitat for Humanity's brand and profile in Canada.
S	Sustainable Funding: Significantly increase revenue generation at the national and local level to serve more families.

Organizational Chart

Board of Directors

CEO

Chief Operating
Officer

Director, Build
Project
Management

Local Chapter
Members and
Build Program
Volunteers
(180)

Regional Manager,
Procurement and
Gifts in Kind

Community
Fundraising Officer

Human Resources
Consultant
Part-time

Finance
Consultant
Part-time

Executive Assistant

Finance Assistant

ReStore Manager,
Bracebridge

ReStore Manager,
Huntsville

ReStore Manager,
Midland

ReStore Manager,
Orillia

ReStore Manager,
Sudbury

ReStore Sales
Associate
(5)

ReStore Sales
Associate
(1.5)

ReStore Sales
Associate
(1.5)

ReStore Sales
Associate
(1.5)

ReStore Sales
Associate
(2.5)

ReStore Receiving
Associate
(2)

ReStore Receiving
Associate
(2.5)

ReStore Receiving
Associate
(1)

ReStore Receiving
Associate
(3)

ReStore Receiving
Associate
(1.5)

ReStore
Volunteers
(20)

ReStore
Volunteers
(40)

ReStore
Volunteers
(51)

ReStore
Volunteers
(22)

ReStore
Volunteers
(39)

Board of Directors

Thank you to our Board of Directors for the dedication and leadership you provide to Habitat for Humanity Ontario Gateway North.



Michael Price
Board Chair



Jim McLellan
Vice-President & Treasurer



Brian Ternoway
Director



Rick Zytaruk
Director



BJ Szabicot
Secretary



Curry Clifford
Director



Stephania Sikora
Director



Bruce Clark
Director



Claudette Strom
Director



Tom Phillips
Director

Regional Affiliate Team



Kimberley Woodcock
Chief Executive Officer



Meghan Smith
Chief Operating Officer



Susan McCool
Executive Assistant



Brian Ingram
Finance Assistant



Meredith Hendy
Finance Consultant



Donna Godfrey
Regional Manager
Build Procurement



Mick Janke
Director, Build
Project Management

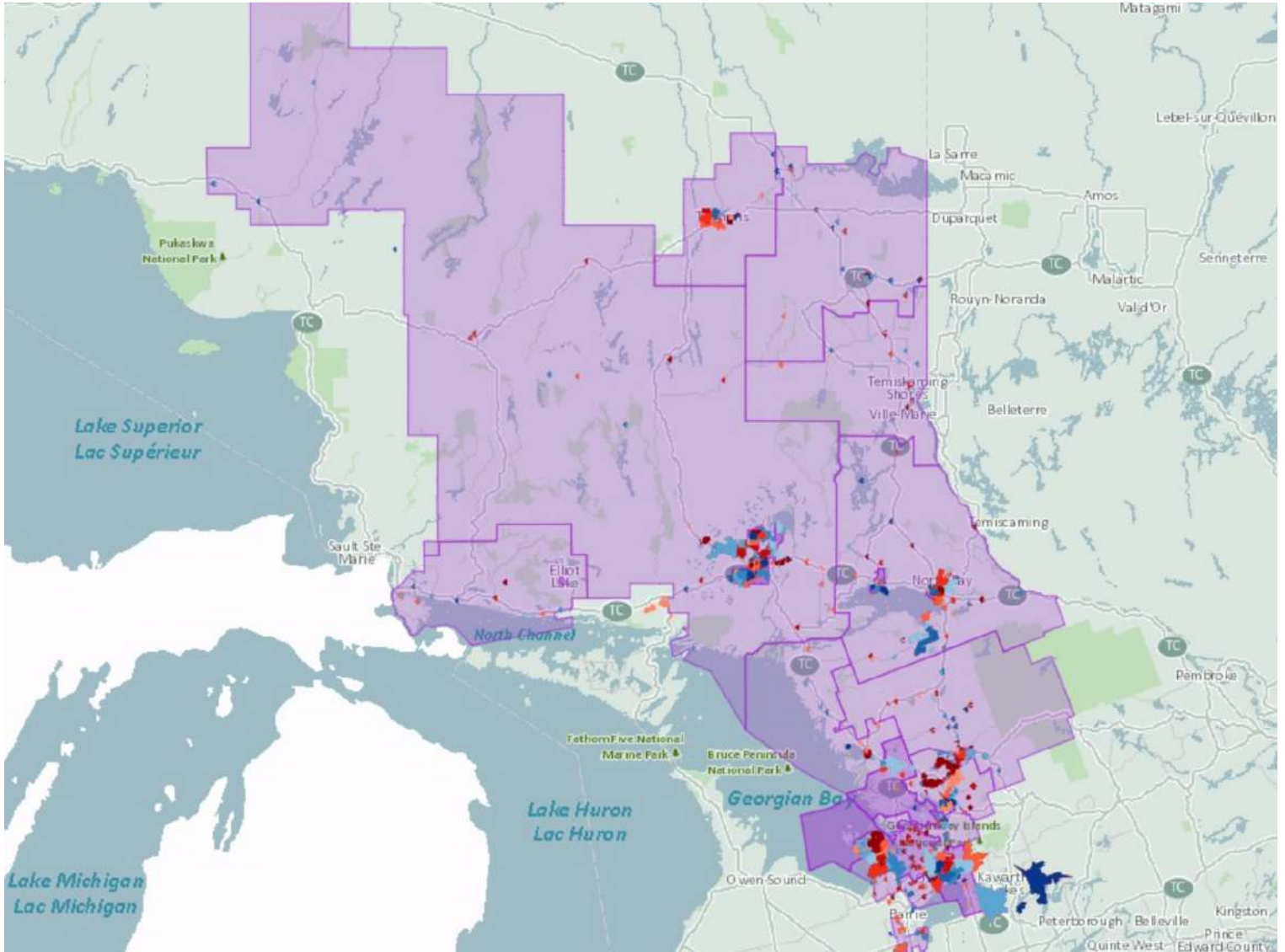


Amy Graham
Community Fundraising
Officer



Jane Clark
Human Resources

Local Chapters & Territory



**Thank you for all of the hard work by the local volunteers
across our region.**

Muskoka
North Bay and Blue Sky Region
North Simcoe
Orillia/Lake Country
Parry Sound
Pointe Au Baril
South Almaguin
Greater Sudbury
Timmins

Thank you to our build partners



The Frank H. Hori
Charitable Foundation

The Harold A. Kopas
Family Foundation



Casino Rama
Hunters Bay Radio
Marshall Well Drilling
Desmasdon's Boatworks
House Tech Design
Gateway Casinos & Entertainment Limited
Choquette Family Foundation

Murray & Susan Armitage Foundation
The Pathfinder Foundation
Kearney Senior Citizens
St. Andrew's Presbyterian Church
Pointe au Baril Islanders Association
Rotary Club of Parry Sound
Kearney Lions Club

every gift
creates the opportunity for a better life

Thank you to our ReStore partners



URBAN RUSTIC
LIVING



UNIQUE
Muskoka

Muskoka Living Interiors Inc.
Avalon Properties Ltd.
Hunters Bay Radio
Bayou Developments
Muskoka Window & Door Centre
Midland Home Hardware Building Centre
Canadian Pacific Railway Station - Sudbury
The Cottages at Port Stanton
House of Broadloom
Trick or Treat Entertainment Inc.
Tamarack North Ltd.

First General Services (Sudbury) Inc.
Kanee Medicine Professional Corporation
Rona Val Caron
Orillia Trim & Door Ltd.
Peaks & Rafters
Sound Interiors
Respect is Burning Inc.
Gen Con Construction
Don's Cabinets

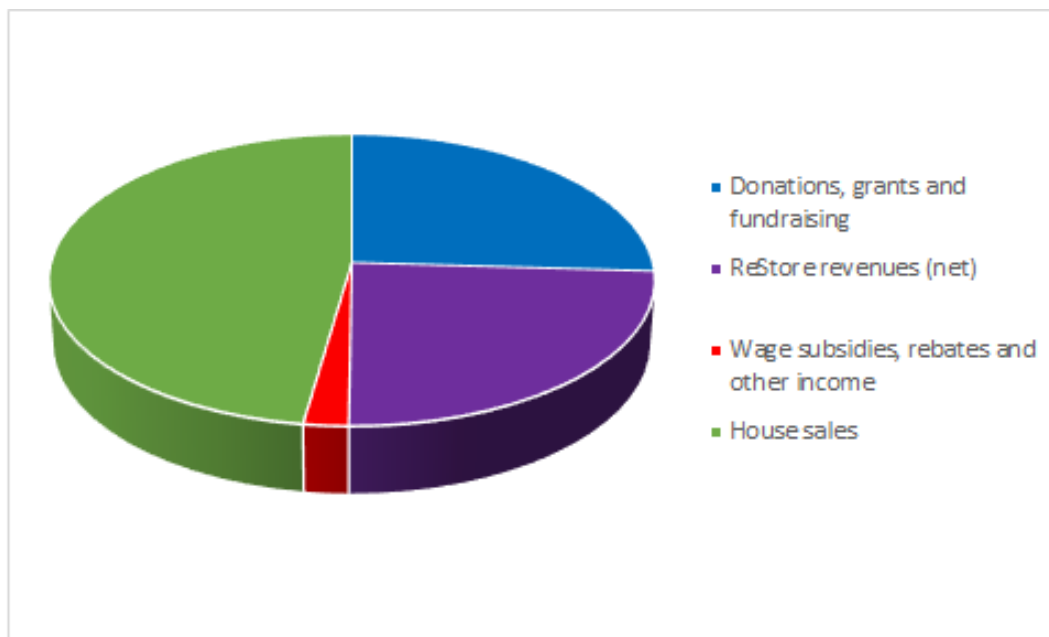
every donation
helps a family build a safe and affordable home

Financial Statements

Statement of Financial Position

December 31	2018	2017
ASSETS		
Current		
Cash	\$ -	\$ 5,686
Cash - Restricted	348,202	397,128
HST and other accounts receivable	158,654	260,574
Current portion of mortgages receivable	115,357	91,279
Prepaid expenses	101,371	106,890
Completed homes	384,163	926,018
Homes under construction	639,437	259,814
	1,747,184	2,047,389
Mortgages receivable	2,469,933	2,192,865
Capital Assets	193,469	145,387
Land held for development	556,571	493,920
	\$4,967,157	\$4,879,561
LIABILITIES		
Current		
Bank indebtedness	\$ 402,673	\$ 195,000
Accounts payable and accrued liabilities	127,095	151,509
Government remittances payable	6,423	12,294
Deferred revenues	348,202	397,128
Mortgages and loans payable	17,000	17,000
	901,393	772,931
Deferred contributions relating to capital assets	7,886	12,065
	909,279	784,996
Net Assets		
Net assets invested in capital assets, properties and mortgages	4,334,044	4,080,218
unrestricted net assets	(276,166)	14,347
	4,057,878	4,094,565
	\$4,967,157	\$4,879,561

Revenue by Funding Source



Statement of Operations

For the year ended December 31	2018	2017
REVENUES		
Donations, grants and fundraising	\$ 474,376	\$ 291,614
ReStore revenues (net)	442,682	377,536
Wage subsidies, rebates and other income	39,164	17,497
House sales	872,734	-
Present value adjustment on first mortgages		
Current year projects	(383,805)	-
Prior years' projects (deemed interest income)	134,728	82,206
	<u>\$ 1,579,879</u>	<u>\$ 768,853</u>
Building Costs	832,302	11,940
Excess of revenues over expenses before admin costs	<u>\$ 747,577</u>	<u>\$ 756,913</u>
ADMINISTRATIVE EXPENSES		
Amortization of capital assets	27,320	37,944
Amortization of capital grants	(4,180)	(5,891)
Fundraising	17,938	15,839
Insurance	7,861	6,841
Office and general	123,199	104,894
Program expenses	35,413	24,095
Professional fees	14,382	44,271
Public awareness	893	4,516
Salaries and benefits	483,822	473,793
	<u>\$ 706,648</u>	<u>\$ 706,302</u>
EXCESS OF REVENUES OVER EXPENSES	<u>\$ 40,929</u>	<u>\$ 50,611</u>



**Habitat
for Humanity®**
Ontario Gateway North

Contact Us

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Bracebridge, ON P1L 1T4

Charitable Registration Number
887017515RR0001

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Habitat for Humanity Ontario Gateway North is accredited by Imagine Canada's Standards Program. The goals of the program are to increase the transparency of charities and nonprofits in key areas such as board governance and financial accountability and transparency, and to strengthen public confidence in individual organizations and the sector as a whole. The Standards Program Trustmark is a mark of Imagine Canada used under licence by Habitat for Humanity Ontario Gateway North.

