

# Building the Dream

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*John Daniels, Chair  
2009-10 Habitat for Humanity  
Winnipeg Board of Directors*



*Sandy Hopkins, CEO  
Habitat for Humanity Winnipeg*

# “Our best year ever.”

## Message from the Board Chair and Chief Executive Officer

Despite the economic turmoil, 2009 was a record year for Habitat for Humanity Winnipeg! We spent the year Building the Dream by mobilizing volunteers and community partners to work with people from all walks of life to build safe, decent, affordable housing for purchase by low-income working families.

We set a local record for fundraising, and the ReStore celebrated its best year ever, thereby allowing us to build 15 homes (and many dreams) in 2009. We increased our revenue by 33% while expenses grew by 19%, continuing a very positive trend that started in 2008. Thus, from 2007 to 2009, we more than doubled our revenue while our expenses grew by less than 25%.

At the request of the Board, the Audit Committee, senior management and an external consultant undertook an in-depth analysis of our current long term debt and debt capacity. We are pleased to report that our financial position is very strong and continuing to get stronger, with the capability to continue increasing the number of homes we build annually. We also formed a joint board-management Risk Committee, which has completed a thorough analysis of all levels of risk the organization faces. Throughout 2010, we will be developing policies and programs to mitigate those risks and to closely monitor them going forward.

Once again, the community rallied to support our work. Every home we built was the culmination of the efforts of hundreds of organizations and thousands of people. We gratefully thank our financial supporters (page 26-27), as we could not build homes without them. We also thank the Province of Manitoba and the Winnipeg Housing and Homelessness Initiative, for their support. The City of Winnipeg generously donated an acre of land situated between Ross Avenue and Pacific Avenue.

In May 2009, it was our pleasure to host the Habitat for Humanity Canada National Conference and Annual General Meeting at the Delta Hotel. Delegates from across Canada gathered to discuss strategies to build more homes for families in need.

Volunteers remain the strength of our organization. In 2009, we had more than 3,500 volunteer days on our build sites and more than 445 volunteer days in the ReStore. Additionally, many volunteers serve on Habitat committees helping us to carry out our mandate.

In 2009, Evelyn Bernier, Maggie Friesen and Past Chair John Longbottom retired from Habitat Winnipeg's Board of Directors. We thank them for their leadership, inspiration and advice provided over the years. As well, Habitat for Humanity Winnipeg welcomed new members Margaret Haworth-Brockman, John Ruban, Phil Sheegl and Jeremy Warnick to the Board in 2009. Together, we will continue building the dream!





# Building Success

*Habitat celebrated many successes in 2009, including: building sustainable housing, prefabricating a home in a downtown church yard, developing new community partners, and creating exciting new programs and events.*

## **Sustainable Housing**

On April 17, 2009, Habitat for Humanity Winnipeg (HFHW) celebrated the groundbreaking of the first 12 of a 32-home sustainable housing development at the former Sir Sam Steele school site in Winnipeg's Elmwood neighbourhood, just off Nairn Avenue. Once completed, this site will become Canada's greenest affordable housing development. The homes are being built to Manitoba Hydro Power Smart Gold Standard and Leadership in Energy and Environmental Design (LEED®) Green Building Rating System™ standards. The housing development is HFHW's largest initiative to date.

Habitat Winnipeg's energy efficient building practices were honoured in 2009. Our first place finish in the Rio Tinto Alcan Sustainable Homes program earned us recognition and an award of \$100,000.

To expand our knowledge in sustainable building, HFHW established the Integrated Project Team in 2008. The team was very active in 2009, combining the skill and knowledge of experts from Friesen Tokar Architects, AECOM Engineering, McGowan Russell Landscape Architects, INFOTECHNIKA, JL Hockman Consulting, prairieHouse and HFHW staff. The Integrated Project Team's advice, implemented by dedicated HFHW construction department staff, volunteers and contractors, led to homes that exceeded quality expectations.

## **Unique Build at St. Mary's Cathedral**

Through a partnership with Delta Hotel & Resorts and the generosity of St. Mary's Cathedral, HFHW built a home in the churchyard across from the Delta Winnipeg to coincide with Habitat Canada's National Conference and AGM, held at the Delta Winnipeg on May 21-23. The house was moved to its permanent location on Charles Street on May 25 and purchased by a deserving Habitat family.

## **Community Partnerships**

In 2009, HFHW was proud to create new partnerships while enhancing existing community relationships. Our key partners include: Manitoba Lotteries Corporation, Manitoba Housing, The Home Depot, Investors Group, Great-West Life, Manitoba Hydro, Wawanesa Insurance, Logix Insulated Concrete Forms, and the City of Winnipeg.

2009 also featured many exciting new programs and events. The Métis Program and the First Nations Program were the first of their kind across Canada.

The Métis and First Nations partnerships each include 10 homes being built over a two-year period (2009-2010 for the Métis program and 2010-2011 for the First Nations program). The Province of Manitoba, with some assistance from the federal government, has committed \$1,000,000 to each program. The other \$500,000 required for each program is being raised in conjunction with the Winnipeg Métis Association and the Dakota Ojibway Tribal Council.

The Muddy Waters 100 was added to our roster of successful cycling events, which includes Cycle of Hope and Ride Around the Lake. The Muddy Waters planning committee turned to Habitat to assist them in expanding this celebrated event. Together, we significantly increased participation.

Additionally, the annual House Party and Auction and our Adopt-a-Day program experienced continued success in 2009 while our Manitoba Lotteries Legacy Build partnership entered its second year of a five-year program (2008-2012).

\*The Manitoba Power Smart Gold Standard requires homes to be built to specific energy efficiency standards. Manitoba Hydro is a licensee of the trademark and the official mark of Power Smart.

\*\*LEED® is a rating system developed by the Canada Green Building Council and stands for Leadership in Energy and Environmental Design.

# Building from History

*Embracing our past is inspiring, as we build on the work of our founders and continue to provide Manitobans with access to affordable housing.*



Habitat for Humanity International was founded in 1976 by Millard and Linda Fuller. Their original vision, based on building homes by using homeowners' mortgage payments and money earned through fundraising, still stands today.

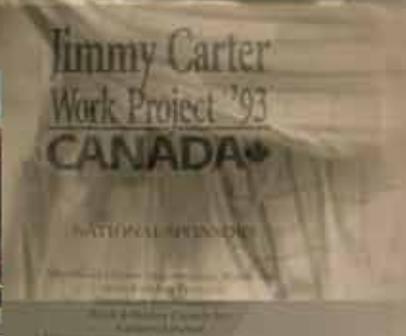
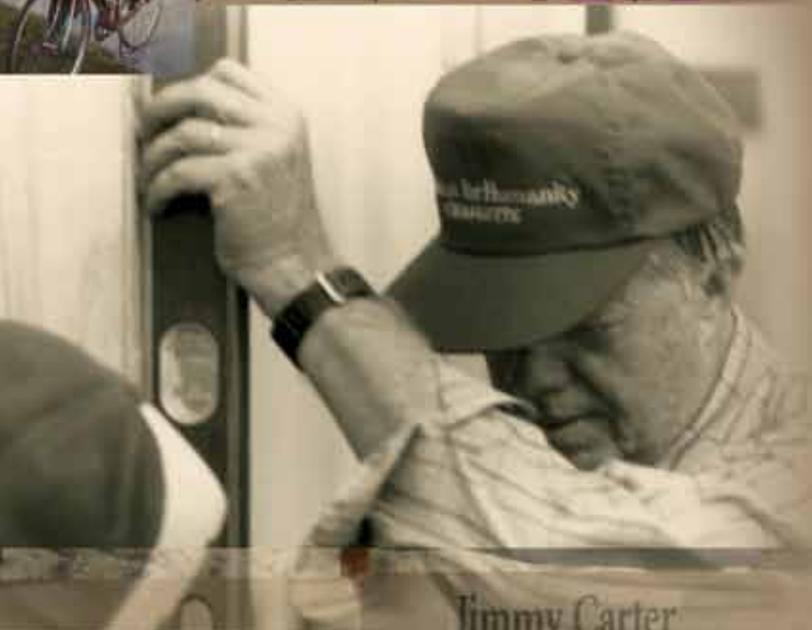
As a member of Habitat for Humanity Canada, it is with great pride that Habitat for Humanity Winnipeg builds on this innovative history.

**HFHW was incorporated in 1987.** We owe our start to the 1985 Mennonite Economic Development Associates' annual convention in Cedar Rapids, Iowa. That's when Winnipeg's Al Doerksen took inspiration from Millard Fuller's keynote speech that chronicled his journey of providing housing to those in need.

Mr. Doerksen was so moved by Fuller's exuberant vision to build houses for those less fortunate that upon his return home, he shared his enthusiasm with friend Paul Hiebert and urged him to sign up for Habitat's next Blitz Build in Chicago. The two friends also recruited Jake Pauls and Hugo Jantz and together they served at the 1986 Jimmy Carter Chicago Work Project.

Caught up in the movement, they returned to Winnipeg to start the first large city Habitat affiliate in Canada in 1987 to help eliminate poverty housing. Our first office was located in a church basement on Church Street.

HFHW conducted its first **Blitz Build in July of 1988.** In just one week, over 150 volunteers built two homes in the north end of Winnipeg. July 29, 1988 was a momentous day for the organization – and for one special family. On that day, Louis and Corrine and their three children became the first Habitat homeowners. They took possession of their brand new home on Flora Avenue.



1987 1988 1989 1990 1991 1992 1993 1994 1995 1996 1997 19

In 1991, one of Habitat Winnipeg's founding Chairs, Jake Pauls, had a big idea. He wanted Habitat to become more self-sufficient and create a steady source of income, while also salvaging reusable building materials. The **Habitat ReStore was born** – the first of its kind in the world. Since then, this Winnipeg-based idea has proven so successful that there are now 60 ReStores in Canada and several hundred across the United States.

1993 was another milestone year for the organization, when a record number of 18 homes were built. For the first time, former U.S. President Jimmy Carter and his wife Rosalynn ventured outside of the U.S. on behalf of Habitat for Humanity International. By choosing Winnipeg as their work site, the Carters attracted volunteers and media from far and wide. This surge in activity brought about the formation of the Habitat Foundation, the purpose of which was to lead the wider civic, business and church communities in supporting the **1993 Jimmy Carter Work Project**.

In 2001, more than 500 Habitat for Humanity volunteers from across North America gathered in Winnipeg and launched Habitat for Humanity International's World Leaders Build. Together, seven homes were built on Pritchard Avenue and three were built on Alfred Avenue, as part of Habitat Canada's eighth annual **Ed Schreyer Work Project**. (The Rt. Honourable Ed Schreyer and his wife Lily joined then Premier of Manitoba Gary Doer, and worked on a Habitat house with partner homeowners George and Marlene.)

In 2004, the ReStore and HFHW administration offices moved to their current location at 60 Archibald Street. At that time, new partnerships were established with manufacturers, retailers, construction companies and wholesalers to provide a supply of new and used products.

In 2005, HFHW launched the **Women Build program**. The program was designed to recruit, train, and empower women to build houses – and leadership skills. To date, seven homes have been built under this program.

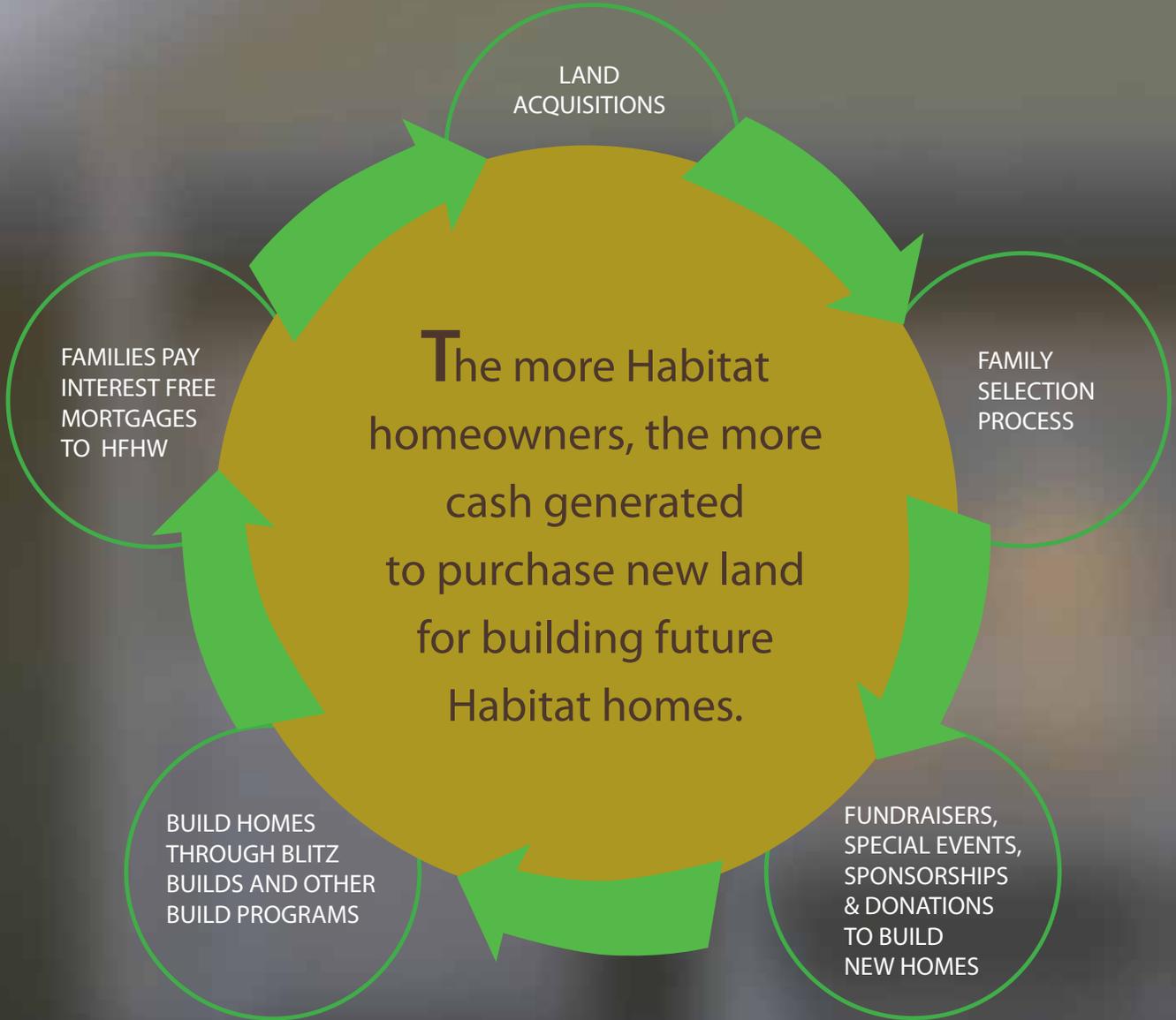
Knowing that energy efficient homes make homeownership more affordable for low-income families through lower utility and operating costs, in 2006 HFHW began building all homes to the highest level of energy efficiency: the **Manitoba Hydro Power Smart Gold Standard**.

In 2008, a landmark partnership was announced: The **Manitoba Lotteries Habitat for Humanity Legacy Build Program**. The first of its kind in Canada, it will provide up to \$5 million over a five year period to Habitat communities in Manitoba, including Winnipeg, Brandon, Portage la Prairie and Selkirk.

HFHW celebrated another amazing year in 2009. We built on our history and continued to meet the changing needs of our organization and the families we help. In 2009, we also updated our mission statement to now read:

*By mobilizing volunteers and community partners, Habitat for Humanity Winnipeg works with people from all walks of life to build safe, decent, affordable housing for purchase by low-income working families.*





\*Proceeds from the ReStore pay HFHW administrative costs.

# Building Business

*Habitat's unique business model enables donations to go into building homes, and not into administration costs. We are constantly building our business: the business of building homes.*

**H**FHW raises enough money each year to construct all of the homes we build. The funds come primarily from the business sector, with government, individuals and community groups providing the remainder.

Our overhead expenses – including salaries and utilities – are covered by revenues generated by our unique retail operation, the ReStore. This means that 100 per cent of money donated to HFHW goes into the Habitat Build Program.

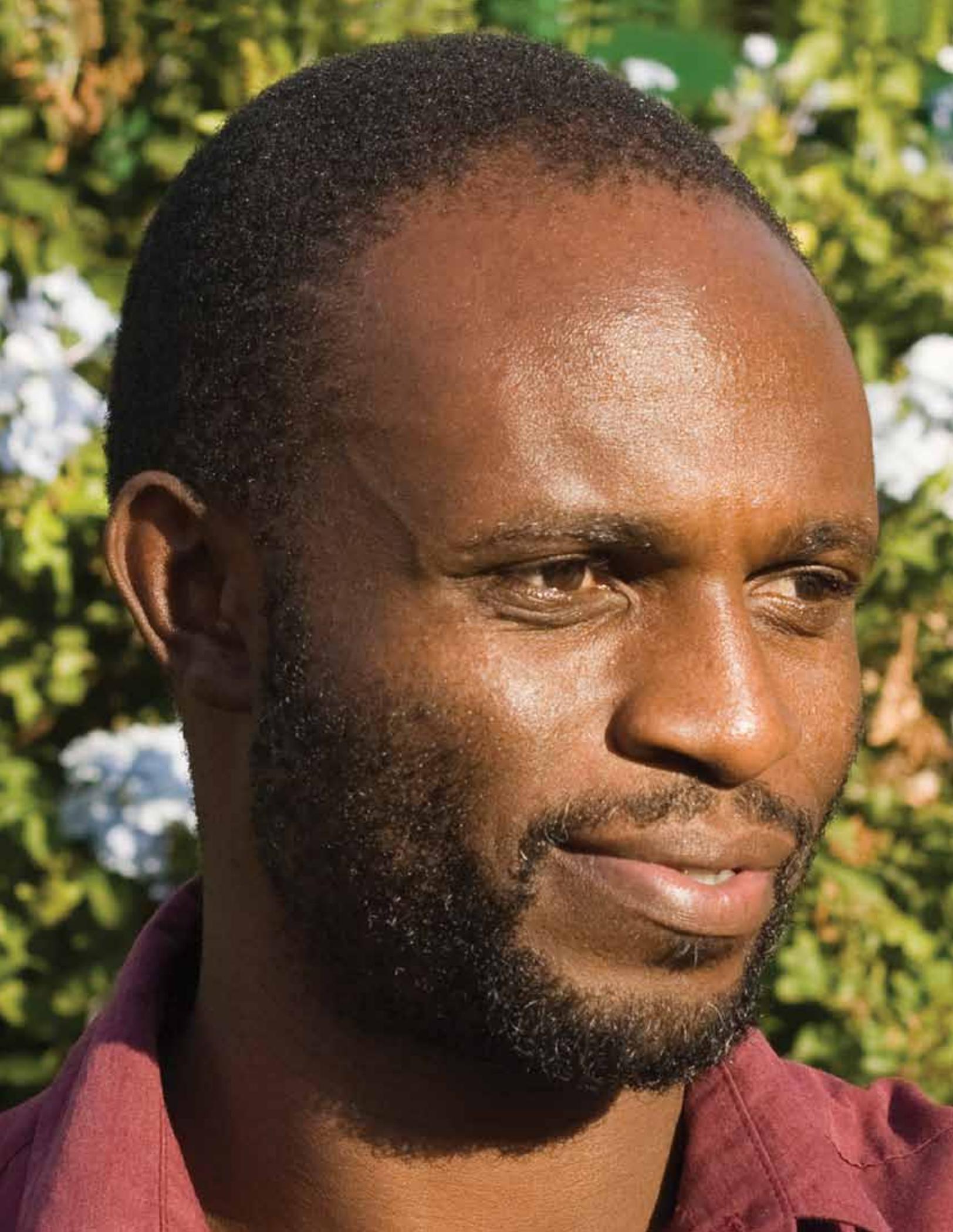
HFHW does not give away homes. Rather, we sell them at market value to families who have completed partnership requirements. Low-income working families purchase their Habitat home with no down payment and an interest-free mortgage. Monthly mortgage payments are based on family income, rather than property value. Family income is reviewed annually.

This approach allows families to have adequate cash for the other necessities of life, while still building equity for the future. Just as important, buying a Habitat home allows Manitoba families to experience, for the first time, the joys of home-ownership: pride, comfort and security.

Monthly mortgage payments received from homeowners are used to purchase more land, which enables donations to keep on giving – building more homes, more hope and more thriving communities.

By following our business model (illustrated on adjacent page), we are able to remove the barriers of homeownership for families who are in financially vulnerable positions, but are otherwise motivated and capable of improving their situation.





# Building Hope

*We work hard to select families who will become true Habitat partners, in every way. Family selection is a careful process that helps us to ensure we are building homes and hope for qualified people.*

**T**he family selection process is unique and represents a true partnership between Habitat for Humanity Winnipeg and the families that purchase our homes. Selecting the right families is a significant part of the work we do to ensure Habitat's success, and the success of our families.

## Things You Should Know About Habitat Families

All Habitat families must meet the following criteria to be considered for our program:

- There must be a demonstrated need for housing. Typically, a family needs to be living in inadequate rental housing that is too expensive, too small, unsafe, or substandard.
- Overall family income must be below the Statistics Canada low-income cutoff (LICO).
- The ability to pay a mortgage is critical. At least one adult family member must be working for the previous two years in Winnipeg
- Habitat gives preference to families with young children.
- There must be a willingness to partner with HFHW. A family is required to complete sweat equity before being eligible to purchase their home. This prerequisite consists of 350 volunteer hours for a single parent and 500 hours for a two-parent family. There are many ways to complete sweat equity: helping in the ReStore, assisting in fundraising efforts, labouring on someone else's home, or working on their own home.

Selected families enter into a partnership agreement with HFHW by signing a contract. Once the sweat equity requirement is completed and the house is built, the family signs an offer to purchase the home.

## Family Selection Committee

Our Family Selection Committee is a staff-supported group of volunteers that includes people with backgrounds in healthcare, law, finance, education and social services. They bring expertise with respect to various challenges faced by families and children in low-income situations.

Committee members interview the prospective families in their homes and communicate with landlords and employers. References provided by the family are checked and family finances and credit ratings are reviewed carefully.





# Building Futures

*We offer affordable housing that creates pride and stability for homeowners. Through Habitat, local families have opportunities to build a brighter future for their children.*

When people have access to affordable housing, their hopes and dreams can be renewed and realized. Families plant roots and become proud, connected members of a community. Children thrive in stable environments, opening doors to promising futures. Every family that becomes a Habitat homeowner helps to build the foundation of a better Winnipeg.

Prospective or current Habitat homeowners are people you know, people you work with, and people you see at your child's soccer field or school play. They are people just like you: families that want their children to have bright futures.

Habitat families are from all over the globe: from right in your backyard, to war-torn countries from afar. Families from Somalia, Vietnam, Ethiopia, Sudan, Nicaragua, Philippines, Pakistan, Colombia, Liberia and Sierra Leone are now calling Winnipeg home and building better lives.

Many Habitat families used to live under oppressive regimes, fearing for their lives, never dreaming about the future. For example, Binh and Anh left Vietnam by boat in the early 1990s, escaping Communist rule. They lived in a refugee camp before coming to Canada. More recently, another couple, Yoseph and Lensa, lived with their children under a military dictatorship in Ethiopia (where challenging the government would lead to prison or death). They brought their family to Winnipeg to create a better life.

There are also many local families that have overcome difficult circumstances, who want to create more opportunities for their children and contribute to Manitoba's growth.

There are various circumstances that can lead a family to seek out Habitat and begin the process of buying a home and building a future: single parent families, large families, families whose members have special needs, families who want to avoid living in unsafe neighbourhoods or in deplorable housing conditions...the list goes on.

Prior to buying a Habitat home, many working families can spend more than 50 per cent of their income on rent in cramped or substandard housing. This amount is reduced to 25 per cent after purchasing a Habitat home.

Because owning a home can be a challenge, all Habitat homeowners attend educational workshops that cover financial budgeting, community-building and basic home maintenance and repair.

With the security of a safe, decent, affordable home, Habitat families are able to focus on improving other areas of their lives, such as seeking further education, job training and better employment. The children of Habitat families often have greater opportunities for academic success. Families thrive. Communities prosper. Everyone wins!



**MANITOBA  
LOTTERIES  
CORPORATION**

Supporting Our Communities

**Habitat for Humanity Legacy Build**



[www.habitat.mb.ca](http://www.habitat.mb.ca)

# Building a Legacy

*The Manitoba Lotteries Habitat for Humanity Legacy Build Program benefits families and communities throughout Manitoba by building a legacy in Winnipeg, and beyond.*

The legacy began in 2008 when HFHW and Manitoba Lotteries partnered to create The Manitoba Lotteries Habitat for Humanity Legacy Build Program. A landmark partnership, Manitoba Lotteries committed to provide up to \$2.5 million towards the building of homes for low-income working families in Winnipeg, Brandon, Portage la Prairie, Steinbach and Selkirk over a five-year period. The Legacy Build Program matches new dollars raised to a maximum of \$500,000 annually for the province.

As mortgage payments are received from Legacy Build homeowners, they are kept in a separate fund and used towards building new homes. Projecting to 2058, the re-invested mortgage proceeds from The Manitoba Lotteries Habitat for Humanity Legacy Build Program will be responsible for helping more than 200 families acquire safe, decent and affordable housing.

This approach ensures entire communities can work together towards the goal of improving lives of low-income working families. In its pilot year, the program enabled the construction of five homes in Winnipeg. As well, important contributions from the Legacy Build Program were also applied toward the costs of one home each in Selkirk and Portage la Prairie. Six additional homes were completed in 2009 in Winnipeg. Proud new homeowners already occupy all of the homes.

The benefits of the program will last into perpetuity – not only because mortgage payments will keep building new homes, but also because the children who live in these homes will have a brighter future.

“We are honoured to work with this very special organization and we are particularly proud of the Legacy Build Program and the volunteerism demonstrated by our employees at many Habitat build sites,” said Winston Hodgins, President & CEO of Manitoba Lotteries.

The Manitoba Lotteries Habitat for Humanity Legacy Build Program is a visionary partnership and is unique in Canada, providing unprecedented support, community involvement, and a self-sustaining model of funding for the future. By taking the time to understand community needs, Manitoba Lotteries has found the best way to respond to a pressing issue by establishing a legacy to last a lifetime for its employees, families and communities.





I helped build it

THE  
DYE  
HOUSE  
&  
CONSTRUCTION

# Building Pride

*Our dedicated volunteers not only support Habitat and build homes; they build pride – in our organization and throughout the community.*

**V**olunteers are the heart and soul of Habitat for Humanity Winnipeg. These dedicated people of all ages and backgrounds care about the well-being of others and have been an integral part of our organization for many years.

When Habitat for Humanity Winnipeg was founded in 1987, volunteers ran the organization. Over the years, Habitat has continued to thrive, with a mix of dedicated volunteers and talented staff at our core. In 2009, our volunteers joined together for a single purpose: to provide safe, decent and affordable housing for low-income working families in Winnipeg. We built 15 homes with people from all walks of life, who provided over 3,500 volunteer days.

Habitat volunteers provide a large portion of the labour for the overall construction of each home we build. They are involved in framing, roofing, shingling and siding. Habitat hires certified tradespeople to do foundation work, electrical, plumbing, heating, drywalling, taping and finishing work on our homes.

However, the volunteer construction labour saves Habitat for Humanity Winnipeg approximately \$20,000 per home. In 2009, our volunteer work force saved us about \$300,000!

We currently have approximately 150 volunteers who serve on various committees, dedicating many hours of personal time to help Habitat for Humanity Winnipeg. In addition, our ReStore volunteers provide over 445 volunteer days throughout the year.

Thank you to everyone who helped us to build the dream, with pride, in 2009!



**CAUTION  
CONSTRUCTION SITE**



**AUTHORIZED PERSONNEL ONLY**

All Volunteers and Visitors Please  
Contact House Leader Before Entry

**Hard Hat, CSA Approved Footwear Required!**

**For all safety concerns call 233-5160**

# Building Safely

*Safety is a top priority. Habitat provides a safe environment for all volunteers, staff and sponsors by following strict workplace safety procedures in our office, the ReStore and all build sites.*

**A**s part of our commitment to building safely, we have implemented an extensive safety program through consultation with a safety consulting firm and the Government of Manitoba's Workplace Safety and Health Division (WSHD). Safety is everyone's business and we fully embrace the province's SAFE Work program.

The Habitat construction department attends safety seminars put on by the Construction Safety Association of Manitoba. As well, HFHW ensured that a professional safety consulting firm provided all 2009 volunteers with pre-build training courses. Habitat appreciates the time and respects the knowledge of the safety coaches provided to us by the Canadian Society of Safety Engineers (Local Chapter). These special coaches came to the Blitz Build and helped volunteers by demonstrating safe building techniques.

## Habitat's safety program highlights:

- All construction volunteers must attend a safety course prior to building at any Habitat site.
- All volunteers sign in and provide emergency contact numbers.
- Safety is reviewed with volunteers on the build site at the beginning of every day.
- CSA-approved steel-toed footwear and hard hats are mandatory on all construction sites.

- All build sites and the ReStore have safety signage.
- Onsite safety boxes include a first aid kit, fire extinguisher, eye wash, and emergency contact numbers.
- Safety professionals and WSHD staff audit our sites during the build season.
- Staff are trained in up-to-date safety and emergency procedures at construction sites and in the ReStore.
- Habitat has a safety committee composed of staff and management.





 **Habitat**  
for Humanity  
Winnipeg

# ReStore

P

P

60

MON - THURS 9-5  
FRIDAY 9-5  
SATURDAY 9-5

# Building Resources

*The ReStore generates enough revenue to cover Habitat's administration costs, thereby enabling 100 per cent of donations to be directed to our Build Program.*

**D**ue to the ReStore's success, you can be assured that all funds donated to Habitat for Humanity Winnipeg help us to do what we do best: build homes.

The 20,000 square-foot ReStore serves three important purposes: to provide a low cost alternative for home renovation and décor; to divert product from landfill sites for reuse; and to cover HFHW's administration costs.

The ReStore relies on corporate and individual product donations to have inventory available to sell, and provides tax receipts for the market value of goods. We are very appreciative of these donations and the ongoing support we receive from the community.

Winnipeg's ReStore sells a mix of gently used and new home improvement materials, furnishings and décor items at substantially below retail prices. It's a shopping paradise for discount shoppers looking to renovate, furnish or decorate their home or cottage.

The ReStore has a roster of regular suppliers, so customers often find a vast array of home improvement items such as tiles, sinks, tubs and flooring, and many different types and sizes of doors. Regular shoppers always seem to find hidden gems on a weekly basis due to the diverse group of business and individual donors that are connected to the ReStore.

Donating to and shopping at the ReStore helps Habitat for Humanity Winnipeg build safe, decent, affordable homes for purchase by low-income working families in our community.

As well, the ReStore helps Winnipeggers reduce their environmental footprint. For example, in 2009 the ReStore diverted more than 1,500,000 pounds of material from being dumped in local landfills.



# Building Support

*While helping to build support for the organization and our future homeowners, Habitat's special events are also a lot of fun for sponsors, staff, volunteers and participants.*



## **NEW!** Muddy Waters 100

The Muddy Waters 100 was launched 15 years ago by a group of serious cyclists who wanted to have an organized 100-mile ride held on an annual basis. From those humble beginnings, primarily through word of mouth and providing a good experience to the riders, the number of participants grew to approximately 225. The ride always took place outside of Winnipeg.

In 2009, organizers of the Muddy Waters ride partnered with Habitat for Humanity Winnipeg, which has a long history of organizing cycling events – including Cycle of Hope and Ride Around the Lake – to help them to grow the event into the most important annual celebration of cycling in Manitoba. Now starting and ending at The Forks, it was a great success with over 500 cyclists, more than doubling the previous years' participation. In addition to the historic century ride, Muddy Waters has three shorter rides: 100 kms, 60 kms and a 25 km urban ride, with the latter geared to families as well as individuals.

**RAISED  
\$28,000+**

## 16th Annual Cycle of Hope

Cycle of Hope riders and their support crew cycled the Lewis and Clark Trail – from Williston, ND, south to Pierre, SD, and home to Winnipeg. The 1,000-mile adventure was remarkably challenging due to hills and headwinds, but the dedicated cyclists helped each other persevere by showing an exceptional display of co-operation and teamwork. Each cyclist raised a minimum of \$2,500.

**RAISED  
\$151,000+**



## 7th Annual House Party & Auction

Our annual gala dinner and auction featured a French theme: 'Un Soir à Paris'. Held at the Winnipeg Convention Centre, the event's grand prize draw was a trip to Paris, France (including accommodations). Ace Burpee, an entertaining emcee and auctioneer, led the live auction and injected much laughter and frivolity during the course of the fabulous evening.

**RAISED  
\$52,000+**



## 3rd Annual Ride Around the Lake

For four days, cyclists of all skill levels rode 350 to 375 kilometers in the beautiful Lake of the Woods area. At the end of each day, cyclists relaxed and enjoyed great meals and comfortable lodge accommodations. Participants raised a minimum of \$5,000 each and covered their own expenses.

**RAISED  
\$117,000+**





# Building Beyond

*Providing quality, affordable housing for families in need means that Habitat is constantly building its resources beyond today, to ensure the dream of homeownership will become a reality for Manitobans in the years to come.*

**I**n 2010, we will celebrate the third year of the Manitoba Lotteries Habitat for Humanity Legacy Build Program.

Habitat for Humanity Winnipeg's new First Nations Program mirrors the existing Métis Program (now in its second year). Each program includes 10 homes being built over a two-year period (from 2009 to 2010 for the Métis Program and from 2010 to 2011 for the First Nations Program). The Province of Manitoba, with some assistance from the federal government, has committed \$1,000,000 to each program. The other \$500,000 required for each program is being raised in conjunction with the Winnipeg Métis Association and the Dakota Ojibway Tribal Council respectively.

We are heading into Phase II of our sustainable building program. The first of its kind in Canada, this initiative was implemented in 2009 at the former Sir Sam Steele School site on McCalman Avenue in Winnipeg. Thirty-two homes are being built to Manitoba Hydro Power Smart Gold standard and LEED® certification program standards with twenty more homes being built to these strict environmental building standards over the next two years.

In 2010, Habitat will apply to subdivide newly acquired land (generously donated by the City of Winnipeg) between Ross Avenue and Pacific Avenue, into 10 lots. Habitat is negotiating with the City for additional land in this area as well as other parts of the city.

The Habitat for Humanity ReStore will celebrate its first annual art exhibition and auction in March 2010. ReCreate: A ReStore Art Sale will showcase local artists utilizing salvaged and recycled materials to raise money for the ReStore.

HFHW will proudly organize the Better Buildings Conference & Exhibition fundraising dinner in April 2010. This Winnipeg event will provide Habitat with an excellent opportunity to showcase our sustainable building work and to meet potential business partners to aid in the future success of our building program.

2010 will also feature a new, unique golf event: 'Holes for Homes'. The Habitat Women Build Golf event will take place at the Lorette Golf Course on June 4 and 5, 2010.



# Building Relations

*Without the relationships we've built over the years with our loyal sponsors and supporters, Habitat would not be able to make our community a better place.*

## Community Development Partner



## Sustainable Development Partners



## Home Development Partners



## Youth Build Sponsor



## Home Sponsors



## Gold Hammer



## Silver Hammer



## Bronze Hammer



## MAJOR SUPPORTERS

Above All Roofing & Renovation  
 All Charities Campaign  
 All Fab Building Components Inc.  
 All Star Concrete  
 All Weather Windows  
 Armtec  
 Assiniboine Credit Union  
 Bentall LP  
 Biovail  
 Bob Williams  
 BP Group  
 Brian Meakin  
 Bulman Communications Group  
 CGC Inc.  
 CIBC  
 CIL Paints  
 Cambrian Credit Union  
 Cardinal Capital Management Inc.  
 Candy Badger  
 Cheryl Rayter  
 Continental Travel  
 Cunningham Business Interiors  
 Debbie Shkolny  
 Delta Winnipeg  
 Derrick Saedal  
 DJN Services  
 Dr. Don Porter  
 Duxton Windows & Doors  
 Ernst & Young LLP  
 Eaton Electrical  
 Estate of Victor Reynolds  
 F.K. Morrow Foundation  
 Festival du Voyageur  
 Friesen Toker Architects  
 Gail Asper & Michael Paterson  
 Garry Markham  
 Gary & Judy Edwards  
 General Paint  
 Genworth Financial Canada  
 Gypsum Drywall Interiors Ltd.  
 Hartley & Heather Richardson  
 Health Sciences Centre staff  
 Holz Constructors Incorporated  
 HP Builders  
 Hudson Bay Charitable Foundation  
 Hunter Douglas Canada Inc.  
 Ipsos Direct staff fundraising  
 Jeld-Wen Windows & Doors  
 Jim & Lenev Richardson  
 Johnson Waste Management  
 Johnston Group  
 Kinsmen Jackpot Bingo  
 Kitchen Craft of Canada  
 Kris Benidickson  
 Lavergne Draward & Associates Inc.

Leviton Manufacturing of Canada Ltd  
 Loewen Mechanical  
 Lowe Mechanical Services Ltd.  
 staff fundraising  
 Magellan Aerospace  
 Manitoba Home Builders Association  
 Manitoba Public Insurance  
 staff fundraising  
 McGowan Russell Group Inc.  
 Mike O'Shaughnessy fundraiser  
 Murray Chevrolet Hummer  
 N/C Machine & Tool Co.  
 National Leasing Group Inc.  
 Nelson River Construction Inc.  
 Nettie Siemens  
 New Flyer Industries Canada Ltd.  
 Osram Sylvania Limited  
 Pauwels Canada  
 Pinnacle HRV  
 Portage MCC Community  
 Assistance Centre Inc.  
 Price Waterhouse Coopers  
 Canada Foundation  
 Priority Alarms  
 Progressive Tax Services Inc.  
 Public Service Alliance of Canada  
 staff fundraising  
 Qualico Developments  
 Raymond & Adam Carriere  
 RBC Foundation  
 Realty Executives First Choice  
 Reimer Soils  
 Renewable Energy Inc.  
 Robinson Lighting Ltd.  
 Ruban Insurance Brokers Inc.  
 Rueben Potash  
 soul sanctuary  
 St. Mary's Cathedral Congregation  
 Schneider Electric Ltd.  
 Standard Aero staff  
 Stantec Architecture Ltd.  
 Steinbach Credit Union  
 Sustainable Forestry Initiative  
 TD Canada Trust  
 The Pollard Family Foundation  
 The Portage la Prairie Mutual  
 Insurance Company  
 Tim Hortons  
 TORLYS Inc.  
 Victoria Inn and Convention  
 Centre staff fundraising  
 Wardrop Engineering Inc.  
 Warehouse Supply Inc.  
 Waste Management  
 Wellington West Capital Inc.

Westgate Enterprises Ltd.  
 WGI Westman Group Inc.  
 Whirlpool Canada Inc.  
 Winnipeg Free Press  
 Winnipeg Housing and  
 Homelessness Initiative

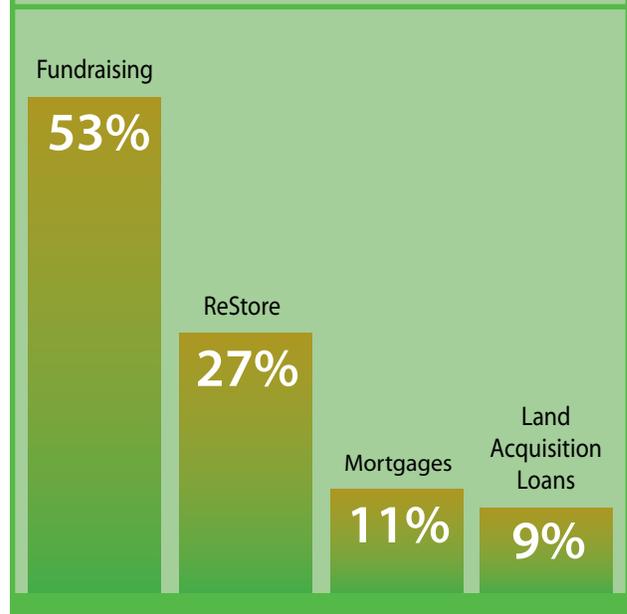
### Major ReStore Donors

A & A Building  
 A & K Millwork  
 Accurate Dorwin  
 Alliance Door Products  
 Allmar International  
 All Weather Windows  
 Ballycastle Distributors Ltd.  
 Barkman Concrete  
 Beauchamp Family Group  
 Bill Knight Flooring  
 Bob Cunningham  
 Buhler Furniture  
 C.T. Loewen Building Centre  
 (Steinbach)  
 Canad Inns/ Radisson Hotel  
 Clear Choice Window  
 and Door Store  
 Creative Colors (Stonewall)  
 EQ3  
 Fred Rich  
 Gateway Cabinets  
 Goodfellow Inc.  
 Home Hardware (Kenora)  
 Janzen Builders  
 Jeld-Wen of Canada Ltd.  
 Kitchen Craft Canada Ltd.  
 Manitoba Lotteries  
 Mary Louise Price (Kenora)  
 Olympic Builders Supply  
 Palliser Furniture Ltd.  
 Patio World  
 Penner Doors  
 Robinson Lighting  
 Royal Canadian Mint |  
 Monnaie royale canadienne  
 Stantec Architecture Ltd.  
 Seymour Pacific Developments Ltd.  
 Star Building Materials  
 Steinbach's Flooring Canada  
 The Dufresne Group  
 The Fabris-Milano Group Ltd.  
 The Home Depot  
 The Thoughtful Touch Clothing  
 & Gift Boutique  
 Western Millwork  
 Windsor Plywood  
 Woodland Supply & Mfg Ltd.

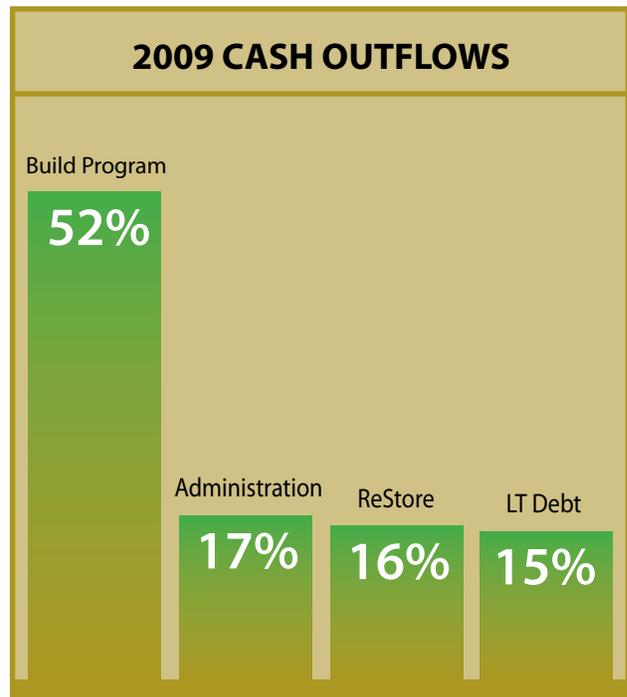
*Thank you also to our other donors whose names do not appear on this list.*

# Financials

## 2009 CASH SOURCES



## 2009 CASH OUTFLOWS



*These Financial Summaries are not audited.  
The 2008 & 2009 Audited Financial Statements are available on request.*

Winnipeg Habitat for Humanity Inc.

## Statement of Financial Position

	As of December 31	2009	2008
<b>ASSETS</b>			
Cash	\$	425,226	\$ 7,238
Accounts Receivable		78,700	170,258
Inventory, refundable deposits and prepaid expenses		171,697	178,956
Construction in Progress		282,921	1,076,177
Mortgages receivable (Note 1)		5,814,782	4,323,889
Residential property		550,568	669,435
Property and equipment		1,513,291	1,588,829
Investment in subsidiary		53,946	54,287
<b>TOTAL ASSETS</b>	<b>\$</b>	<b>8,891,131</b>	<b>\$ 8,069,069</b>
<b>LIABILITIES</b>			
Bank indebtedness	\$	-	\$ -
Accounts payable and deferred revenues		713,567	471,845
Long term debt (Note 1)		2,751,591	2,862,716
<b>TOTAL LIABILITIES</b>		<b>3,465,158</b>	<b>3,334,561</b>
<b>NET ASSETS</b>			
Invested in property and equipment		484,499	418,626
Unrestricted (Note 1)		4,941,474	4,315,882
<b>TOTAL LIABILITIES AND NET ASSETS</b>	<b>\$</b>	<b>8,891,131</b>	<b>\$ 8,069,069</b>

Winnipeg Habitat for Humanity Inc.

## Statement of Operations

	For the 12 Months ended December 31	2009	2008
<b>REVENUES</b>			
Donations, special events, grants, Gift-in-Kind, sundry	\$	2,754,518	\$ 2,077,010
Habitat Winnipeg ReStore (Net Income)		618,476	465,553
		<b>3,372,994</b>	<b>2,542,563</b>
<b>EXPENSES</b>			
Administration costs & amortization		737,627	578,301
Build Program costs		221,156	225,898
Habitat for Humanity Canada Affiliation fees		94,040	83,486
Interest on long term debt		99,671	149,479
Other Expenses		19,942	20,044
Tithe for International Efforts		10,000	10,000
		<b>1,182,436</b>	<b>1,067,208</b>
<b>EXCESS REVENUE OVER EXPENSES</b>	<b>\$</b>	<b>2,190,558</b>	<b>\$ 1,475,355</b>

*Note 1: These lines include a significant Present Valuation factor due to the required adoption of new accounting standards that became effective January 1, 2007.*

# Building People

*Habitat is built by a team of dedicated, experienced and passionate people – on our Board of Directors, in our administrative offices and in the ReStore.*

## Board of Directors

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Bob Aldridge  
Shauna Arnott  
Evelyn Bernier  
Donald Bjornson  
*Vice-Chair*  
John Daniels  
*Chair*  
Maggie Friesen  
Chuck Golfman  
Glen Gowryluk  
Margaret Haworth-Brockman  
Janet Milne  
*Past -Chair*  
Don O'Hara  
Lynne Rochon  
John Ruban  
Phil Sheegl  
Jeremy Warnick

## Winnipeg Office and Construction Staff

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Brian Born <i>Director, Finance &amp; Administration</i>	Rhonda Lanouette <i>Volunteer Services Coordinator</i>
Ron Dacombe <i>Project Manager, Construction</i>	Ken McIntyre <i>Manager, Communications</i>
Steven Dick <i>Director, People Services</i>	Linda Peters <i>Manager, HR/Safety/Warranty</i>
Carmen Fredborg <i>Data Entry</i>	Shelley Robinson <i>Bookkeeper</i>
Walter Geddert <i>Construction Site Supervisor</i>	Elaine Smith <i>Manager, Special Events</i>
Sandy Hopkins <i>Chief Executive Officer</i>	Dave Stoesz <i>Construction (part-time)</i>
Heather Scott <i>Database &amp; Administration Supervisor</i>	Lori Hessner Unsworth <i>Manager, Special Events</i>
Vern Koop <i>Director, Construction</i>	Nicholas Williams <i>Senior Accountant</i>
	Kim Wilson <i>Director, Fund Development</i>

## Winnipeg ReStore Staff

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Wilfred Bunn <i>Receiver</i>	Sheila Picklyk <i>Dispatch Supervisor</i>
Kelly Burke <i>Sales Associate</i>	Devon Preece <i>Sales Associate</i>
Marty Garlinski <i>Sales Associate</i>	Kale Sagar <i>Sales Associate</i>
Shayne Guimond <i>Manager, Receiving</i>	Janice Sells <i>Manager, Procurement</i>
Gregg Kozyra <i>Driver</i>	Patricia Sudyn <i>Cashier</i>
Brenda Mulvaney <i>General Manager</i>	Amber van den Broek <i>Procurement Accounts</i>





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