

“IT’S HOME

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ANNUAL REPORT / 2011  
*words from Gloria, Homeowner*

THAT WE  
TREASURE.

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Habitat for Humanity®  
Habitat pour l'humanité®  
Canada

A HOME  
THAT WE

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HABITAT.CA

LOVE.”

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The background of the page is a collage of various photographs. It includes a large group photo of many people outdoors at the top left; a man smiling next to two young children in a library setting at the top center; a woman holding a baby at the bottom right; a man playing with a child on the floor in the middle; a living room interior at the bottom left; and several other smaller photos of individuals and groups throughout. Overlaid on the right side of the collage is a large green rectangular area containing white text for the table of contents.

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**MARKING THE COMPLETION OF OUR 2,000TH HOME, WE GATHERED TOGETHER THE FAMILIES, VOLUNTEERS, DONORS, ARCHITECTS AND AFFILIATE STAFF FOR A RARE EXCHANGE.**

**ASKING THEM TO OPENLY SHARE THEIR COLLECTIVE EXPERIENCES WITH US AND EACH OTHER, THE RESULTING CONVERSATION WAS EYE OPENING.**

**SIMPLY PUT—THIS INTIMATE CONVERSATION SHOWED A TRUE GLIMPSE OF THE HOME, HEART, COMMUNITY AND HOPE.**



Since work began on the first Habitat home built on Canadian soil in 1985, Habitat for Humanity affiliates across Canada have worked diligently to build affordable housing for low-income families in their communities. On June 18, 2011, all the hard work over the previous 26 years culminated as Habitat for Humanity Canada (HFHC), in partnership with Habitat for Humanity Winnipeg, raised the walls of Canada's 2,000th Habitat home.

With the first home having been built in Winkler, Manitoba, it was only appropriate that this 2,000th home also be a hand up for a low-income Manitoba family. An event held on June 18th in Winnipeg celebrated the building of this 2,000th home, as well as Habitat for Humanity Winnipeg's 200th home build.



**ON FEBRUARY 27, 2012, WE INVITED A GROUP OF PEOPLE WHO HELPED BRING THESE HOUSES TO LIFE TO THE HABITAT FOR HUMANITY WINNIPEG RESTORE. WHAT FOLLOWS IS A VISUAL ESSAY OF THIS ROUNDTABLE DISCUSSION, AND SOME OF THE THOUGHTS AND FEELINGS EXPRESSED ABOUT WHAT BEING A PART OF THIS PROJECT – OF HABITAT – HAS MEANT.**

Habitat for Humanity Canada was extremely honoured to have illustrious company to help build these two landmark homes. HFHC's vice-regal patron, The Right Honourable David Johnston, Governor General of Canada, his wife, Mrs. Sharon Johnston, and former Governor General of Canada, the Right Honourable Edward Schreyer, built alongside a team of Habitat for Humanity international, national and local volunteers. Habitat for Humanity Canada thanks everyone who supported the building of these homes, including the 2,000th home sponsor, The Home Depot Canada Foundation, and 200th home sponsor, Schneider Electric.



# OPEN FORUM

“We were thrilled to be selected to have the 2,000th house built here and delighted that the Governor General came out to assist with that.”  
— **SANDY HOPKINS**



Building 2,000 homes in less than 26 years has taken time, effort and resources. To date, Habitat for Humanity Canada has worked with more than 300,000 volunteers across Canada, who have logged more than 11.2 million hours on build sites. These volunteers, working under the direction of trained professionals, have hammered 35.4 million nails and screwed in 56,000 light bulbs. They have also installed more than 3,000 toilets, 5,000 sinks, 24,000 windows and 36,000 doors, and applied 80,000 gallons of paint to help transform the houses into homes.

Habitat for Humanity Canada would like to thank the following people for their contributions to our Roundtable 2,000th event.



- ATTENDEES**

**Ernie & Gloria Penner**  
1st HFHC homeowners –  
Winkler, Manitoba

**Jan Smith**  
HFH Winnipeg Build  
Volunteer – Women Build  
Leader

**Sandy Hopkins**  
HFH Manitoba CEO

**Peter Babb**  
Assistant Store Manager –  
St. Vital Home Depot,  
1999 Bishop Grandin Blvd.  
Winnipeg, Manitoba

**Marten Duhoux**  
Project Manager Friesen  
Tokar – HFHC 2,000th &  
HFHW 200th homes

**Melanie Gagnon**  
Designer, Sustainability  
Coordinator, Friesen Tokar

**Vern Koop**  
Director, Construction and  
long-time volunteer – HFHW  
and recipient of the 2010  
Kenneth J. Meinert Award

**PHOTOGRAPHER**  
**Ian McCausland**

**VIDEO TEAM**  
**Dave Wowchuk**  
**James Rinn**  
**Marvin Polanski**

# TALKING ABOUT SHARED EXPERIENCES AND POINTS OF VIEW



The kitchen is filled with the most memories. We've often sat around as a family eating meals together and discussing what happened in our days. That room brought everyone together and we taught the kids how to cook.

— ERNIE



We wanted a place we didn't have to rent, a place that would be ours one day – somewhere we could raise our family.

— ERNIE



We build with between 10 and 30 volunteers per house. You don't have to motivate the volunteers to work, they come to work.

— VERN



▲ Jan Smith



▲ Peter Babb

Q

WHY DID YOU VOLUNTEER?

A

THE IDEA OF THE WOMEN'S BUILD APPEALED TO ME RIGHT AWAY. IT WAS SUCH A UNIQUE SITUATION TO BE ABLE TO PARTICIPATE IN THE WOMEN'S BUILD AND HELP FAMILIES IN NEED.



Q

HOW ARE HABITAT HOMES UNIQUE?

A

HABITAT HOUSES ARE A LITTLE BIT DIFFERENT BECAUSE THEY'RE BUILT BY VOLUNTEERS, SO WE HAVE TO THINK IT THROUGH AND MAKE SURE THAT EVERYTHING CAN BE DONE BY VOLUNTEERS.



To watch a volunteer put a wall up or put siding up when they didn't think they could is really exciting to see.

— VERN



Habitat in Winnipeg has been really pushing the envelope when it comes to using sustainable design methods and building green. They're well on their way to becoming the most sustainable developments in Canada for housing like this.

— MARTEN



▲ Marten Duhoux

“



▲ Melanie Gagnon

*It's heartwarming to see that you were able to change their lives. Not only have you provided shelter, but you've provided a place that they can make memories and be part of a community.*

— MELANIE

► Vern holds a photo of all participants on the first Jimmy Carter Work Project in Canada in 1993.



Sandy Hopkins ▲

*The first hundred houses we built took 16 years, the second hundred houses were built in eight years, and the third hundred houses will be built in four years.*

— SANDY

”



▲ Vern Koop

## THE FIRST EVER, HABITAT FOR HUMANITY FAMILY IN CANADA

When Ernie and Gloria Penner applied for a Habitat for Humanity house 25 years ago, Habitat was far from a household name. In fact, there had never been a Habitat house built in Canada before then.

As Gloria and Ernie were raising their children in a two-bedroom apartment, homeownership seemed beyond their reach. After a six-month application process, they were told they'd been chosen as HFH's first home recipients in Canada.

Today, the Penner family still calls their Habitat house, home. Their daughter, Christine, is now married and raising her first child in a home about one kilometre down the road. Their son, Tim, is planning on taking over the house in the next two years, and raising a family of his own in the house that he grew up in.

Gloria says having their own home gave her children the chance to grow up in a happy environment that they could thrive in. “We got the house and we never really looked back,” she says. This home was a transformative experience for the Penner family. It offered them a new beginning and more importantly, a renewed sense of hope.

Over the years, the Penner family has given back to families in the same situation they once found themselves in – by donating over 1,000 hours of labour into building other Habitat homes. Of the entire experience, Gloria says: “It's just phenomenal. We're so proud to be ambassadors for Habitat.”



*We didn't have a lot of things other people had growing up, but we had a home and our own backyard.*

— ERNIE

”



“

*It really felt like my own home when I put the first nail in the wall to hang a picture and I didn't have to ask anybody.*

— GLORIA



# THE 2,000TH FAMILY MOVES IN



*We love to spend time in our living room as a family. Our old apartment only had one room. Now we can enjoy family time together and individual time in our separate bedrooms. It's made such a difference for our family.*

— ROWENA



*It really feels like home in our new house. We all sleep better and we're all so much happier.*  
— ROWENA

Jeffrey and Rowena are from the Philippines and have made Winnipeg their home. Jeffrey arrived first in 2004, and lived with an uncle until he found work. In 2006, Jeffrey returned to the Philippines to marry Rowena and bring her home.

Jeffrey worked as a painter and general labourer, while Rowena looked after their two toddlers. The family of four started to feel overcrowded in their one bedroom suite. Jeffrey's income seemed insufficient to improve their standard of living.

Jeffrey had heard about Habitat for Humanity through relatives and applied in 2007. When the family was accepted in 2009, they were ecstatic at the opportunity of affordable homeownership and all that it would bring to their lives. Like all Habitat homeowners, Jeffrey and Rowena are most thrilled for the newfound security, stability and

roots for their two young children. They will all have their own bedrooms and a yard to play in – while being neighbours to other new Habitat homeowners. Feeling like part of the neighbourhood and community gives the family a sense of belonging.

The freedom they feel by having more space and being close to future schools for their children, enables the family to relax and enjoy life. When the children are of school age, Rowena plans to work again to help plan for their children's future. For now, she can just relax and nurture her children at home while Jeffrey goes to work, happy knowing that they have a place they can call their own.

The family now has “room to breathe”, thanks to Habitat for Humanity Winnipeg.

Q

WHAT HAS YOUR HABITAT HOME MEANT TO YOU?

A

WE REALLY FEEL LIKE PART OF A COMMUNITY. WE GET OUTSIDE MORE OFTEN TO GO FOR WALKS – THERE'S A PARK JUST DOWN THE STREET. THERE ARE A LOT OF OTHER FAMILIES AROUND AND LOTS OF SOCIAL EVENTS TO TAKE PART IN. EVERYTHING REALLY HAS EXCEEDED OUR EXPECTATIONS.



*Helping build our home was just awesome. We learned all kinds of useful things and now I'm not afraid to try to fix things in my home.*

— LYNN



## HABITAT FOR HUMANITY WINNIPEG'S 200TH FAMILY FINDS STABILITY

Chris and Lynn reside in Winnipeg and have been together for 19 years. They have been married for 14 years and enjoy the challenges of raising four children. Through the years, their family dwellings have varied from one-to two-bedroom apartments, a trailer, and at one time, a townhouse. The combination of Chris and Lynn's earnings, plus daycare and rental costs convinced Lynn to stay home and raise their children. Most recently, this family of six squeezed itself into a two-bedroom apartment with mom and dad and the youngest child sleeping on a foldout in the living room.

After being rejected by traditional banks, they sought out Habitat for Humanity Winnipeg. When they were selected, the family was overwhelmed with joy. They finally each have their own space. The kids will be able to have friends over to play in their backyard and sleep in their own rooms. Lynn can have a garden and grow her own vegetables and entertain friends and family.

Chris is so happy to know that the family's hard-earned money will go into homeownership and build equity. The growing family now has room to grow and a much brighter future, thanks to Habitat for Humanity Winnipeg.



“2011 EMERGED AS A LANDMARK YEAR FOR HABITAT AS WE BUILT OUR 2,000TH HOME. WHAT THIS SAYS ABOUT OUR VOLUNTEERS, DONORS & STAFF ARE NOTHING SHORT OF EXTRAORDINARY.”

Stewart Hardacre, HFHC President & CEO

**SINCE 1985,  
2,013 HFH HOMES  
HAVE BEEN  
BUILT ACROSS  
CANADA.**

**IN 2011,  
227 HOMES  
WERE BUILT.**

**SINCE 1985,  
11.2 MILLION  
VOLUNTEER  
HOURS HAVE  
BEEN LOGGED  
BY CANADIAN  
VOLUNTEERS.**

**THIS YEAR,  
1,515 CANADIANS  
BECAME GLOBAL  
VILLAGE  
VOLUNTEERS.**

# BUILDING HOPE, LEADERSHIP IN ACTION

In November 2011, a group of influential Canadians joined together to create Habitat for Humanity's National Leadership Council (NLC). Brought together by their shared belief that everyone should have access to safe, decent and affordable housing, the Council has pledged their time and influence to working with Habitat for Humanity Canada to raise awareness of the issue with a goal to make affordable housing a reality for all.

As part of the NLC launch, the Council's first act was to issue a "National Platform on Affordable Housing", calling on Canadians to take a stand on the housing crisis. By the end of the year, more than 1,800 people had signed their names to the platform to show their support.

The National Leadership Council also joined a group of Canadian volunteers and sponsors to participate in the 27th annual Carter Work Project in Haiti, helping build 100 houses in one week for earthquake-affected families. The Council has committed to participate in both domestic and international build projects in 2012.

## NATIONAL LEADERSHIP COUNCIL MEMBERS

**Stewart Hardacre**  
President and CEO,  
Habitat for Humanity  
Canada

**Brett Marchand**  
President and CEO  
(Chair), Cossette

**Annette Verschuren**  
Executive Chair,  
RNStore Inc.

**Hank Stackhouse**  
Chairperson Hotel  
Association of Canada  
and Former President  
& CEO, Delta Hotels  
and Resorts

**Paul Ostrander**  
President and CEO,  
Holcim (Canada) Inc.

**Dave Perkins**  
President and CEO,  
Molson Coors Canada

**Vi Konkle**  
President and CEO,  
The Brick Group

**Avi Kahn**  
President & GM, Hilti  
(Canada) Corporation

**Shawn A-in-chut  
Atleo**, National Chief,  
Assembly of First  
Nations (AFN)

**Jean LaRose**  
CEO, Aboriginal  
Peoples Television  
Network (APTN)

**Frank Geier**  
President, GFS Foods  
Canada Ltd.

**Rusty Sutherland**  
President, Tachane  
Foundation

**John Thompson**  
Chair, Corporate  
Social Responsibility  
and SVP, Product  
Development &  
Strategic Initiatives,  
MCAP Service  
Corporation

**Gail Lilley**  
Partner, Blake Cassels  
& Graydon LLP

**Michael Dobbins**  
SVP, Head, Mortgage  
and Consumer  
Lending, RBC

**Simon O'Byrne**  
Senior Principal  
Practice Leader –  
Urban Planning,  
Stantec

**Henry Banman**  
Senior Executive VP  
& Founding Partner,  
All Weather Windows

**Dr. Penny Gurstein**  
Director & Professor  
at the School of  
Community & Regional  
Planning, UBC

## CELEBRATING THE IMPACT OF LONGEVITY

In 2011, Habitat for Humanity Prince Edward Island celebrated 15 years by pledging to build five new homes, providing 34 low-income residents with housing. Habitat for Humanity Hamilton and Edmonton both celebrated 20 years of building homes, the first completing eight homes and the latter serving an astounding 80 families.

## EXPANDING HABITAT'S IMPACT

Habitat for Humanity Canada now has affiliates in every province and territory with the launch of the Northwest Territories affiliate in 2011. Another new affiliate was also formed last year in Sherbrooke, Quebec.

The new Sherbrooke affiliate wasted little time making its presence known in the community, starting with construction on its first home late last year. In 2011, we also saw affiliates merge to cover more territory; the Newfoundland and Nova Scotia affiliates merged together to better serve the communities they work in.

The total number of affiliates in Canada now stands at 69.

## BUILDING PARTNERSHIPS WITH THE ASSEMBLY OF FIRST NATIONS

The Habitat for Humanity Canada Aboriginal Housing Program launched in 2007 as a pilot program, becoming a permanent program in 2011. To date, affiliates across Canada have built 35 homes for Aboriginal families,

but there is more to do.

In December 2011, the inaugural year of this permanent program, Stewart Hardacre, President and CEO of Habitat for Humanity Canada and Shawn A-in-chut Atleo, National Chief of the Assembly of First Nations, signed a collaboration agreement to increase First Nations' involvement in Habitat projects and enhance opportunities for First Nations peoples, while also adding to the housing stock. This partnership will come to fruition in 2012 and beyond as HFHC and its affiliates are able to build more off-reserve and on-reserve housing.

## ABORIGINAL HOUSING SUCCESS

In May 2011, Habitat for Humanity Winnipeg was awarded the inaugural Canada Mortgage and Housing Corporation Aboriginal Housing Award for building 22 homes for Aboriginal families in the Winnipeg area.

Last year, Habitat affiliates partnered with Aboriginal families to build over 15 homes including homes for three Métis families, who partnered with HFH Edmonton and the Métis Capital Housing Corporation. HFHC looks forward to more AHP builds through 2012.

## CANADIANS GO GLOBAL

Canadian volunteers took flight with Global Village Canada to help build homes for people in more than 31 countries last year. More than 1,500 individuals formed 110 Global Village teams. In its sixth year, the Global Village program continues to grow, demonstrating Canadians' commitment to Habitat's vision of a world

where everyone has a safe and decent place to live.

## REVITALIZING HAITI

Habitat for Humanity has been working in Haiti for more than two decades.

In 2011, Habitat for Humanity Canada joined this project in a big way with the Canadian International Development Agency committing almost \$1.3 million to support rebuilding efforts in Haiti, following the devastating earthquake of 2010.

Our rebuilding projects in Haiti are focused in Simon Pele, a low-income, high-density, earthquake-affected community of Port-au-Prince. The project takes a community-led approach to addressing poverty by helping empower communities through community councils, job skills training in construction techniques to repair and rebuild homes, and the development of small- and medium-sized construction companies to make the rebuilding effort sustainable.

As part of this project, Habitat for Humanity Canada will repair 175 homes and install 100 sanitation facilities in the Simon Pele community. Through the work of a Canadian partner NGO, Rayjon ShareCare, the project in Simon Pele also involves providing primary health care services, educating 10,000 community members on major health issues, immunizing 100 pregnant women and 900 children, and providing health supplies to 3,000 households and schools.

With the success of this project to date, CIDA has committed to support a second Habitat for Humanity project in Haiti, which is poised to provide comprehensive training to support urban residents in developing livelihoods and

productive employment in the construction sector. This second project is set to kick off in 2012.

## CELEBRATING RESTORE SUCCESS

June 18th marked ReStore's 20th birthday. Now with more than 750 locations in North America, 74 of those in Canada, where the ReStore concept was developed. The first store was opened in 1991, by Habitat for Humanity Winnipeg.

In Canada, ReStores diverted approximately 22,000 tonnes of waste from landfills in 2011, while raising funds for local Habitat homebuilding.

## FOSTERING EMPLOYMENT OPPORTUNITIES IN TAJIKISTAN

2011 was the third year of a four year Habitat for Humanity Canada project in Tajikistan funded by the Canadian International Development Agency. Through this project, almost 500 students have been educated on HIV/AIDS; more than 1,800 people in earthquake-affected communities have gained practical skills and knowledge on earthquake-resistant construction skills; and housing conditions have been improved for more than 250 families.

## BUILDING SMART PARTNERSHIPS

Habitat for Humanity Canada's 360 Built Smart Partnership – an innovative program developed to address the affordable housing crisis, while changing the face of communities across Canada. Beyond funding affordable homebuilding, the 360 Built Smart

Partnership takes a conscious and holistic approach to addressing the issue by driving funds to support all aspects of the need for affordable housing in local communities.

Made possible through the generous support of title sponsors, The Home Depot® Canada Foundation and Holcim Canada Inc. Habitat's 360 Built Smart Partnership is a powerful movement for change in Canada assisting local affiliates access critical funding to help them better serve families in their communities. By the end of 2011, more than 60 grants were awarded to local Habitat for Humanity affiliates for work projects related to the environment, family, community, safety and volunteers.

## KEY 2011 DONOR PROFILE

In 2011, HFHC welcomed the PCL family of companies as a new corporate partner. PCL committed to donating \$1M to Habitat projects in North America throughout 2011 & 2012, including sponsoring a Habitat home in Winnipeg and Edmonton in 2011.

PCL's donation is not only cash based; they have also contributed materials, skilled workers and multiple staff volunteers to their build sponsorships.

PCL's HFH Winnipeg home sponsorship was unique in that it had an Aboriginal ground blessing conducted at the groundbreaking in September 2011 – a fitting connection, as PCL is proud to have many Aboriginal employees.

PCL's HFH Edmonton home at Anderson Gardens is the largest Habitat Built Green site in Canada. PCL's funds will be used to sponsor more home builds in the US and Canada in 2012.

VISION

A WORLD WHERE EVERYONE HAS A SAFE AND DECENT PLACE TO LIVE.

MISSION

TO MOBILIZE COMMUNITY PARTNERS AND VOLUNTEERS IN BUILDING AFFORDABLE HOUSING AND PROMOTING HOMEOWNERSHIP AS A MEANS OF BREAKING THE CYCLE OF POVERTY.

VALUES

HOUSING FOR ALL

We believe that access to safe, decent and affordable housing is a basic human right that should be available to all.

HUMAN DIGNITY

We believe in the worth and dignity of every human being. We respect the people we serve and those who help us in this effort. People are our greatest resource.

PARTNERSHIP

We believe we can best achieve our mission

through meaningful and mutually beneficial partnerships with others.

FAITH IN ACTION

We believe that faith is lived through action. Building on our Christian foundation, we serve and work with people of all faiths and beliefs in a spirit of justice and compassion.

DIVERSITY & INCLUSIVENESS

We believe there is a role for everyone committed to our vision, mission and values, and we seek to enrich our organization through diversity.

CORE PROGRAM

THE HOMEOWNERSHIP PROGRAM

Habitat achieves its mission through its Homeownership program, which reduces the barriers to homeownership for individuals and families in financially vulnerable situations.

Our model is one of partnership, where families become part of their own housing solution by building and purchasing their own homes.

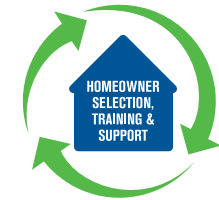
HABITAT HOMES ARE...

Constructed using donated funds, materials and labour.

Sold at no-profit to partner families through a no-interest mortgage.

Financed with payments set at 30% of gross income or less.

Supporting additional families, when mortgage payments are reinvested into the program.



PARTNER FAMILIES

People living below the poverty line who are able to repay an interest-free mortgage can qualify to become a partner with Habitat for Humanity.

Future homeowners contribute hundreds of hours of sweat equity, share the labour of homebuilding, and participate in valuable training and preparation. In return, the program provides access to affordable housing, helps families build equity for the future and, in many cases, breaks the cycle of poverty forever.

PROGRESS REPORT 2011



◀ Volunteers, partner family and Stewart Hardacre on the Jimmy and Rosalynn Carter Work Project (JRCWP) in 2011.

EVERY YEAR WE CELEBRATE NEW MILESTONES, AND IN THIS PAST YEAR WE CELEBRATED ONE OF OUR MOST INCREDIBLE MILESTONES YET, THE CONSTRUCTION OF OUR 2,000TH HOME.

It’s difficult to characterize what, exactly, 2,000 homes means. To look at it one way, that’s 35.4 million nails hammered and 56,000 light bulbs installed by hard-working volunteers who have donated 11.2 million hours over the last 26 years.

When we attempt to quantify the impact these homes have had, the numbers are equally as impressive. Those homes have provided safe, decent and affordable housing for more than 8,000 Canadians.

The houses we build have a lasting impact. About 6,000 of the people who live or have lived in Habitat houses are children. By providing much needed housing for today’s youth, we’re helping develop tomorrow’s citizens and leaders.

A whole generation of children who grew up in Habitat houses have gone on to higher education, to find jobs, to raise families – to become contributing members of society. These Habitat graduates are the very reason we do what we do.

In 2011, we took another step in the fight to eradicate this country’s housing crisis. The transition of our Aboriginal Housing Program from a pilot project to a permanent fixture will make a lasting impact on Aboriginal families across the country.

We also found new voices to champion Habitat for Humanity Canada’s cause. Through our new National Leadership Council, community and business leaders from across the country have committed to act as Habitat for Humanity Canada ambassadors. And, our National Platform on Affordable Housing is a new way to engage Canadians in our efforts to provide affordable housing for all Canadians.

Habitat for Humanity Canada started by building one house to provide one family with affordable housing. Today, our impact goes beyond simply building homes; we empower people and communities around the world in a holistic approach to providing solutions to housing needs.

We’ve pledged to support the construction of more than 2,000 homes over the next five years, doubling our current total. And, we will continue to support the construction of homes and community building efforts of our neighbours in other parts of the globe. Our goals are ambitious, but we’re confident we’ll achieve them with the continued support of our generous donors and the unparalleled commitment of our staff and volunteers across the country.

*Stewart Hardacre*  
**STEWART HARDACRE**  
*President & Chief Executive Officer*



*David Bowden*  
**DAVID BOWDEN**  
*Chair, National Board of Directors*



# ACCOUNTABILITY



▲ The Home Depot associates participate in Habitat's 2000th home build project in Winnipeg in June 2011, supported by The Home Depot Canada Foundation

**WE BELIEVE THAT TRANSPARENCY AND ACCOUNTABILITY ARE ESSENTIAL TO OUR SUCCESS, AND THAT OUR DONORS ARE ENTITLED TO THE GREATEST IMPACT POSSIBLE FOR THEIR INVESTMENT.**

Habitat for Humanity Canada and Habitat for Humanity Canada Foundation place a high value on our relationship with our donors and supporters. With this in mind, Habitat for Humanity Canada was among the first organizations in Canada to adopt Imagine Canada's Ethical Fundraising and Accountability Code.

This program sets the standards for how charitable organizations should manage and report their financial affairs responsibly. By voluntarily adhering to the Code, Habitat follows accepted best practices in soliciting, managing and reporting on donor dollars.



## FUNDRAISING REVENUE SOURCES

Percentages from 2011

- 43 % CORPORATE GIFT-IN-KIND
- 37 % CORPORATE CASH
- 17 % INDIVIDUAL GIVING
- 3 % OTHER REVENUE



## ALLOCATION OF FUNDRAISING REVENUES

Percentages from 2011

- 77 % LOCAL HOMEBUILDING (TRANSFERS TO AFFILIATES' BUILD PROJECTS)
- 12 % FUNDRAISING & ADMINISTRATIVE EXPENSES
- 5 % LICENSE FEE
- 4 % INTERNATIONAL PROGRAMS
- 2 % DOMESTIC PROGRAMS



# KEY 2011 HFHC PROGRAMS

**IT WAS ANOTHER BUSY YEAR FOR HABITAT FOR HUMANITY CANADA. WE CONTINUED TO GROW OUR EXISTING PROGRAMS AND CREATE INNOVATIVE NEW PROGRAMS TO BROADEN OUR REACH AND IMPACT.**

### NATIONAL LEADERSHIP COUNCIL

Habitat for Humanity Canada's National Leadership Council is a group of influential Canadians brought together by their belief that safe, decent and affordable housing is key to building stronger communities and a stronger Canada. Together, they are working to raise the profile of the affordable housing issue by acting as Habitat ambassadors locally and globally.

### 360 BUILT SMART PARTNERSHIP

The 360 Built Smart Partnership drives support to local affiliates to help them proactively address the affordable housing crisis in their communities. The program takes a 360 degree approach, funding the key activities that have been proven to build sustainable communities. This program is generously supported by our title sponsors: The Home Depot Canada Foundation and Holcim Canada Inc. and with the support of RBC Foundation, Everyday Essentials and Schneider Electric.

### ABORIGINAL HOUSING PROGRAM

Now, more than ever, Canada is facing a crisis when it comes to the state of housing available to Aboriginal families. The Aboriginal Housing Program is aimed at addressing this housing crisis by providing affordable housing solutions both on- and off-reserve. It began as a pilot program in 2007

and became a permanent program in 2011. The success of this program is due in no small part to the following sponsors: the Canadian Mortgage and Housing Corporation, the RBC Foundation, PCL and the Tachane Foundation.

### INTERNATIONAL SUPPORT

Inadequate housing is a global problem that requires a global solution. Conditions in developing countries are quite different compared to those in Canada, so often different solutions are required for our international work. International projects funded by Habitat for Humanity Canada are generally targeted at the community-level, and led by the affected communities themselves, through self-help programs focused on providing safe, decent and affordable shelter, job skills training, and small construction business development. In addition, each Habitat for Humanity Canada affiliate tithes – or contributes – 10 per cent of its cash contributions to support international homebuilding by national Habitat affiliates in other countries as part of its affiliate covenant, which forms the basis of cooperation by the various parts of the Habitat Global Network.

### GLOBAL VILLAGE CANADA

Habitat for Humanity Canada invites Canadians to work hand-in-hand with volunteers and partner families – especially those in developing countries – to help build safe, decent and affordable housing. Through the

Global Village Program, volunteers participate in short-term international building missions that leave a lasting legacy in the communities in which they work.

### RESTORES

ReStores are home and building supply stores operated by Habitat for Humanity affiliates that accept and resell quality new and used building materials. Shopping at a ReStore, is a socially and environmentally conscious decision, as funds generated support Habitat for Humanity Canada's affiliates' homebuilding efforts and because many of the items donated would have otherwise ended up in a landfill. There are 74 ReStore locations serving communities nationwide.

### WOMEN BUILD PROGRAM

Women are often more adversely affected by poverty. As such, the issue of affordable housing often hits close to home for them. The Women Build program empowers women and others to build homes and raise awareness about the need for affordable housing in Canada.

### BUILDING ON FAITH

Habitat invites people of all religions and backgrounds to put their faith into action. Members of churches, mosques, temples, and synagogues support Habitat by raising funds, volunteering on construction sites, feeding volunteers, and supporting partner families.



▲ Ruth Roussy and Chris Johnson Genworth Financial Canada, Prince Edward Island Representatives.

# CANADIAN AFFILIATES

HABITAT FOR HUMANITY CANADA’S MISSION IS DELIVERED BY AFFILIATES IN OVER 300 COMMUNITIES. THESE HABITAT FOR HUMANITY AFFILIATES SELECT AND PREPARE PARTNER FAMILIES FOR HOMEOWNERSHIP, MANAGE CONSTRUCTION, AND HOLD MORTGAGES. THEY PLAY A VITAL ROLE AT THE LOCAL LEVEL BY ENGAGING COMMUNITY VOLUNTEERS, SECURING RESOURCES, INCREASING THE PROFILE OF HABITAT AND RAISING AWARENESS ABOUT THE ISSUE OF AFFORDABLE HOUSING.



▲ HFH Iqaluit and The Right Honourable David Johnston, Governor General of Canada, July, 2011

◀ The Right Honourable Governor General Ed Schreyer and David Johnston with Sharon Johnston, June 2011, 2,000th build

## HABITAT FOR HUMANITY CANADA AFFILIATES

### ALBERTA

Brooks District  
Calgary  
Camrose  
Edmonton  
Lethbridge  
Medicine Hat  
Mountain View  
Red Deer Region  
Wood Buffalo

### BRITISH COLUMBIA

Boundary Society  
Kamloops  
Kelowna  
Greater Vancouver Region  
Mid-Vancouver Island  
Prince George  
South Okanagan  
Sunshine Coast

Upper Fraser Valley  
Vancouver  
Vancouver Island North  
Victoria  
West Kootenay

### MANITOBA

Winnipeg

### NEW BRUNSWICK

Fredericton  
Moncton  
Saint John

### NEWFOUNDLAND

Newfoundland and Labrador

### NOVA SCOTIA

Nova Scotia

### NUNAVUT

Iqaluit

### NORTHWEST TERRITORIES

Northwest Territories

### ONTARIO

Brampton  
Brant  
Chatham-Kent  
Durham  
Grey-Bruce  
Halton  
Hamilton  
Huron County  
Huron  
Kingston  
London  
Mississauga

Muskoka  
National Capital Region  
Niagara  
North Bay  
North Simcoe  
Northumberland  
Orillia Lake Country  
Peterborough  
Prince Edward-Hastings  
Sarnia Lambton  
Sault Ste. Marie  
Seaway Valley  
South Georgian Bay  
Stratford-Perth  
Sudbury District  
Thousand Islands  
Thunder Bay  
Toronto  
Waterloo  
Wellington County  
Windsor-Essex  
York Region

### PRINCE EDWARD ISLAND

Prince Edward Island

### QUEBEC

Deux-Montagnes  
Montréal  
Sherbrooke

### SASKATCHEWAN

On the Border Lloydminster  
Prince Albert  
Regina  
Saskatoon

### YUKON

Yukon

# OUR INTERNATIONAL PROGRAM

Highlights of projects initiated and/or completed with the support of the Government of Canada through CIDA.

## INADEQUATE HOUSING IS A GLOBAL PROBLEM THAT REQUIRES A GLOBAL SOLUTION.

The Habitat for Humanity International Program recognizes that we must address the problem of inadequate housing internationally as well as domestically. International projects funded by Habitat for Humanity Canada are generally targeted community-based self-help programs focused on interventions related to safe, decent and affordable shelter solutions. Often, a strong emphasis is placed on the promotion of good governance and the encouragement of private sector development, while improving health

and educational outcomes and advancing environmental sustainability. Beyond these project efforts, another goal of the International Homebuilding Program is to build at least one house internationally for each house built in Canada. This is accomplished by using tithe donations from local affiliates to fund international development projects through HFHC.



### HAITI 2011–2012

**FOCUS**  
housing, education,  
health and infrastructure  
**IMPACT**  
30,000 people

■ 175 homes repaired and 100 sanitation facilities installed for 400 families

■ Local companies and residents trained in repair, maintenance and reconstruction

■ 250 local residents trained in financial literacy

■ Increased female representation in community development and reconstruction

■ 10,000 community members educated on major health issues; 100 pregnant women and 900 children immunized; and health supplies provided to 3,000 households and two schools (in partnership with a local Canadian health NGO, Rayjon ShareCare)



### LESOTHO 2008–2010

**FOCUS**  
education, housing  
and infrastructure  
**IMPACT**  
Over 60,000 people

■ 60 paralegals trained to execute public awareness campaigns and provide support to communities

■ 250 safe and secure living spaces created for 540 females and OVC

■ 150 ventilated latrines constructed to reduce health-related incidents resulting from lack of access to decent sanitation

■ 62,448 community members reached by public awareness campaigns



### TAJIKISTAN 2008–2012

**FOCUS**  
education  
and housing  
**IMPACT**  
5,000 people

■ 497 students gained knowledge and vocational skills and were educated on HIV/AIDS. 70% of the 497 course graduates found employment after finishing the course

■ 1,831 people in earthquake-affected communities of Kumsangir and Rasht districts gained practical skills and knowledge on earthquake-resistant construction skills

■ Housing conditions for 254 families (approx. 1,200 women and 800 men – mostly female-headed households) have been improved



### NEPAL 2008–2011

**FOCUS**  
housing, infrastructure  
and education  
**IMPACT**  
Over 2,000 women

■ Increased access to environmentally sustainable, safe, decent and affordable housing for low-income beneficiaries in southeast Nepal and future employment generation through factory construction

■ 935 people completed skills training: 701 female and 234 male through 33 sessions

■ Constructed and equipped factory facilities for fabrication of corrugated bamboo roof tiles

■ 60 hectares of cultivated bamboo provided and factory purchase of 22,000 bamboo mats from the trained mat producing groups

■ 240 women-led groups trained in technical aspects of bamboo production and micro-enterprise skills

■ Improved capacity of approximately 120 women-led groups to sustainably produce and sell low cost, environmentally responsible housing materials and increase their incomes

## COUNTRIES RECEIVING DONATIONS & TITHES IN 2011.

### HFHC TITHES

Habitat for Humanity is a global partnership. In recognition of and commitment to that global partnership, the Affiliate Covenant mandates that each Affiliate will contribute (tithe) 10% of its cash contributions to Habitat's international work. In other words, for every \$10 in undesignated donations received, an Affiliate would tithe \$1 and send these funds to HFHC for distribution abroad.

Countries listed in order of donations received.

- Haiti
- El Salvador
- Honduras
- Mexico
- Nicaragua
- Uganda
- Guatemala
- Japan
- Argentina
- India
- Hungary
- Philippines
- Lesotho
- Kenya
- Ghana
- Pakistan
- Costa Rica
- Zambia
- Botswana
- Guyana
- Sri Lanka
- Dominican Republic
- Bolivia
- Brazil
- Cambodia
- Chile
- Columbia
- Ethiopia
- Jordan
- Kyrgyzstan
- Malawi
- Nepal
- New Zealand
- Paraguay
- Tajikistan
- Thailand
- Trinidad & Tobago
- USA

# MULTI-YEAR DONORS

GENEROUS CONTRIBUTIONS FROM OUR CORPORATE, INDIVIDUAL AND GOVERNMENT PARTNERS CONTINUE TO BE THE KEY TO OUR SUCCESS AT HABITAT FOR HUMANITY CANADA.

THESE DONATIONS HELP US BUILD HOMES – AND NEW LIVES – FOR DESERVING FAMILIES ACROSS THE COUNTRY. ON BEHALF OF ALL OF THE HABITAT PARTNER FAMILIES, WE THANK YOU FOR YOUR SUPPORT.

## LEGACY PARTNERS \$ 2,500,000 and above



## PLATINUM PARTNERS \$ 1,000,000 to \$ 2,499,999



## GOLD PARTNERS \$ 500,000 to \$ 999,999



## SILVER PARTNERS \$ 250,000 to \$ 499,999



## BRONZE PARTNERS \$100,000 to \$249,999



# SINGLE-YEAR DONORS

## PLATINUM PARTNERS \$ 1,000,000 to \$ 2,499,999



## SILVER PARTNERS \$ 250,000 to \$ 499,999



## BRONZE PARTNERS \$100,000 to \$249,999



## LEADERSHIP GIFTS FROM LOCAL AFFILIATE PARTNERS \$100,000+



# NATIONAL PARTNERS



▲ Nissan Canada team on HFH Edmonton's Anderson Gardens build site



▲ Frank Geier, President of Gordon Food Service Canada and the GFS team on the HFH Brampton build

# NATIONAL PARTNERS



▲ As a Presenting Sponsor, PCL family of companies hands over the keys to a new Habitat home in Edmonton Jason Idler (left) (Edmonton Intracon Power, Vice President & District Manager for PCL), Devyn, Jessica and their children Trystyn (5), Rachel (3), Sarah (2), Melissa Zimmerman (HR Advisor for PCL) and Mike Wieninger (right) (Operations Manager for PCL).



▲ Whirlpool Canada staff celebrate their 100th anniversary with HFH Wellington County 2011 home sponsorship

## DEVELOPERS

\$50,000 to \$99,999

Boston Consulting Group  
CamI-Tomlin  
Carpenters' District Council of Ontario  
City of Waterloo  
Eldis Group Partnership  
Home Outfitters  
House & Home  
RR Donnelley  
SAWDAC  
Scotiabank Shared Services  
Selective Ceramics  
The Source  
State Farm  
Mr. Brian Penny  
Estate of Mrs. Patricia A. Thorsley

HJ Linnen  
Ingersoll Rand  
Manulife Financial  
Nexans Canada Inc.  
Osram Sylvania  
PriceWaterhouseCoopers  
Robert Salva  
Rosedale United Church  
Siskinds LLP  
Union Gas  
West 49  
Estate of Daphne D. Ture

## CRAFTSMEN

\$10,000 to \$24,999

Appraisal Institute of Canada  
Armtec  
Aspera Recycling Ltd.  
Cargill International  
DIV Construction  
Durox Floors and Accessories  
Executive Woodworking  
First Canadian Title  
Fruits & Passion  
Green Standards Ltd.  
Hoarding for Humanity

## GROUNDBREAKERS

\$25,000 to \$49,999

ARCA Canada Inc.  
Deloitte Canada  
Don Park LLP  
Doorland Group  
Henkel Canada Corporation

Interwrap  
John Deere Foundation of Canada  
Kaindl Flooring  
Knape & Vogt Canada Inc.  
Leviton Manufacturing of Canada  
Mirolin Industries  
New Roots Herbal  
Newell Rubbermaid  
Pitney Bowes  
Royal Building Products  
SC Johnson Canada  
Sears Canada  
The Australian Shop  
Tool Hound  
Toyota Foundation  
Trialto Wines  
West 49  
Estate of Charlotte Jessie Prowse

## BUILDERS

\$5,000 to \$9,999

AGR Polyester Inc.  
Anatolia Tile  
Arboreteum

Bailey Metal Products  
Barrick Gold  
BMO Capital Markets  
CNC Automatic  
Del Ridge Homes  
Destaron Property Management  
ENJO  
Fenestration Canada  
General Motors Canada Limited  
Herman Miller  
Mackie Moving Systems  
McCarthy Tetrault Foundation  
MerSynergy Charitable Foundation  
Mosaic Experiential Marketing  
Northern Carpet Sales  
Rockwell Collins  
Rustoleum  
Shaw Communications  
Steels Industrial Products  
Ten Thousand Villages  
Vivint  
Ms. Lydia Almorales-Ray  
Ms. Grace Bellamy

Mr. Bryan Colangelo  
Mr. John Keating  
Ms. Marion Lane  
Ms. Carol June Mclean  
Mr. Kenneth Meinert  
Mrs. Margaret O'Connor  
Mr. William Scott  
Estate of Helen Allen Stacey

## CANADIAN INSTITUTE OF PLUMBING & HEATING (CIPH) MEMBERS

### A

A.O. Smith WPC Canada  
Acudor Acorn Limited  
Allied Technical Services Inc.  
Allpriser  
American Standard Brands  
Aqua Tech Sales & Marketing Inc.  
Axford Agencies B.C. Ltd.

### B

B.A. Robinson Co. Ltd.  
Barclay Sales Ltd.  
Bartle & Gibson Co. Ltd.  
Bell & Bell Sales Limited  
Bibby-Ste-Croix  
Blanco Canada Inc.  
Boshart Industries Inc.  
Bradford White Canada Inc.

### C

Canplas Industries Ltd.  
Caroma Canada Industries Ltd.  
Cello Products Inc.  
Centon Sales Corp.  
Conbraco Industries, Canada

### D

Don Park LP

### E

E.S. Gallagher Sales Ltd.  
Emco Corporation

### F

Flocor Inc.  
Franke Kindred Canada Limited

### G

Globe Union Canada Inc.  
Grohe Canada Inc.  
Groupe Deschênes Inc.  
Grundfos Canada Inc.

### H

Heatlink Group Inc.  
HPAC Magazine  
Hy-Line Sales Ltd.

### I

Insinkerator (Canada)  
Ipex Inc.

### J

J. Wright Sales Ltd.  
J.U. Houle Ltée

### K

Ken Partington Sales Ltd.  
Kohler Canada

### M

M.A. Stewart & Sons Ltd.  
M.I. Viau Et Fils Ltée  
Maax Bath Inc.  
Materiaux De Plomberie PMF Inc.  
Mechanical Business Magazine  
Midwest Engineering Ltd.  
Moen Inc.  
Morden National Sales and Marketing Inc.  
Mueller Streamline Co.

### N

Nci Marketing Inc.  
Novanni Stainless Inc.

### O

Oakville Stamping & Bending  
Oatey Canada Supply Chain Services Co.  
Onward Sales & Marketing Limited

### P

Parmenter & Associates  
Pelco Sales Inc.  
Pentair Canada Inc.  
Plumbing & HVAC  
Points West Marketing Inc.  
Price Pfister

### Q

Quest Specialty Sales Ltd.

### R

Rheem Canada Ltd./Ltée  
Royal Pipe Systems

### S

Saniflo  
Slant/Fin Ltd/Ltée  
Sluyter Company Ltd.

### T

Taco (Canada) Ltd.  
Tekmar Control Systems Ltd.

### U

Universal Supply Co. Inc.  
Uponor, Ltd.  
Usines Giant Factories Inc.

### V

Viessmann Manufacturing Company Inc.

### W

Watergroup Companies Inc.  
Waterline Products Co. Ltd.  
Watts Water Technologies (Canada) Inc.  
Weil-Mclain Canada Sales Inc.  
Wesmech Technical Sales Inc.  
William Scott Inc.  
Wolseley Canada

### Y

Yorkwest Plumbing Supply Inc.

### Z

Zurn Industries Ltd.

# INDEPENDENT AUDITOR’S REPORT

Habitat for Humanity Canada  
Habitat pour l’humanité Canada



TO THE DIRECTORS OF  
Habitat for Humanity Canada  
Habitat pour l’humanité Canada

We have audited the accompanying financial statements of Habitat for Humanity Canada Habitat pour l’humanité Canada, which comprise the statement of financial position as at December 31, 2011, the statements of changes in fund balances, operations and cash flows for the year then ended, and a summary of significant accounting policies and other explanatory information.

Management’s Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with Canadian generally accepted accounting principles, and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditor’s Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with Canadian generally accepted auditing standards. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor’s judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity’s preparation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity’s internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our qualified opinion.

Basis for Qualified Opinion

In common with many charitable organizations, the organization derives revenue from donations, the completeness of which is not susceptible to satisfactory audit verification. Accordingly, our verification of these revenues was limited to the amounts recorded in the records of the organization. We were unable to determine whether any adjustments might be necessary to revenue, excess of revenue over expenditures, assets and fund balances.

Qualified Opinion

In our opinion, except for the possible effects of the matter described in the Basis for Qualified Opinion paragraph, the financial statements present fairly, in all material respects, the financial position of Habitat for Humanity Canada Habitat pour l’humanité Canada as at December 31, 2011 and the results of its operations and its cash flows for the year then ended in accordance with Canadian generally accepted accounting principles.

BDO Canada LLP

CHARTERED ACCOUNTANTS, LICENSED PUBLIC ACCOUNTANTS  
Cambridge, Ontario  
March 21, 2012

# STATEMENT OF FINANCIAL POSITION

Habitat for Humanity Canada  
Habitat pour l’humanité Canada

December 31	2011		2010
	Designated Fund	Unrestricted Fund	Total
Assets			Total
Current			
Cash (Note 2)	\$ 1,342,298	\$ 301,666	\$ 1,643,964
Temporary investment (Note 3)	508,344	–	508,344
Accounts receivable (Note 4)	–	651,772	651,772
Prepaid expenses	–	44,895	44,895
Due from HFHC Foundation (Note 5)	–	453,845	453,845
Due from Unrestricted Fund (Note 6)	192,046	–	192,046
	2,042,688	1,452,178	3,494,866
Capital assets (Note 7)	–	11,856	11,856
	\$ 2,042,688	\$ 1,464,034	\$ 3,506,722
Liabilities and Fund Balances			
Current			
Accounts payable and accrued liabilities	\$ –	\$ 326,845	\$ 326,845
Unearned revenue	–	–	–
Due to Designated Fund (Note 6)	–	192,046	192,046
	–	518,891	518,891
Fund Balances			
Internationally designated (Note 8)	2,042,688	–	2,042,688
Unrestricted	–	945,143	945,143
	2,042,688	945,143	2,987,831
	\$ 2,042,688	\$ 1,464,034	\$ 3,506,722

# STATEMENT OF CHANGES IN FUND BALANCES

Habitat for Humanity Canada  
Habitat pour l’humanité Canada

For the year ended December 31	2011			2010
	Designated Fund	Unrestricted Fund	Total	Total
Fund balances, beginning of year	\$ 1,703,047	\$ 699,711	\$ 2,402,758	\$ 1,812,514
Excess of revenue over expenses	339,641	245,432	585,073	590,244
Fund balances, end of year	\$ 2,042,688	\$ 945,143	\$ 2,987,831	\$ 2,402,758

# STATEMENT OF OPERATIONS

Habitat for Humanity Canada  
Habitat pour l’humanité Canada

For the year ended December 31	2011			2010
	Designated Fund	Unrestricted Fund	Total	Total
Revenue				
Donations	\$ 984,503	\$ 312,145	\$ 1,296,648	\$ 1,590,639
Global Village Program (Note 9)	1,909,299	587,414	2,496,713	2,324,101
Government	837,564	66,462	904,026	144,132
Fees (Note 5)	–	2,601,765	2,601,765	2,524,715
Contract services revenue (Note 5)	–	1,646,579	1,646,579	1,497,817
Interest and investment income	–	14,096	14,096	9,491
	3,731,366	5,228,461	8,959,827	8,090,895
Expenses				
Contracted services	–	1,646,579	1,646,579	1,497,817
Programs and services (Note 10)	3,391,725	2,220,842	5,612,567	4,753,399
Finance and administration, governance, marketing and communications, government relations (Note 11)	–	1,095,148	1,095,148	1,187,100
Amortization	–	20,460	20,460	38,449
Loss on disposal of capital assets	–	–	–	23,886
	3,391,725	4,983,029	8,374,754	7,500,651
Excess of revenue over expenses	\$ 339,641	\$ 245,432	\$ 585,073	\$ 590,244

# STATEMENT OF CASH FLOWS

Habitat for Humanity Canada  
Habitat pour l’humanité Canada

For the year ended December 31	2011			2010
	Designated Fund	Unrestricted Fund	Total	Total
Sources of cash				
Donations	\$ 3,731,366	\$ 952,021	\$ 4,683,387	\$ 3,996,872
Sale of investment	504,154	–	504,154	500,000
Fees, contract services and other	–	4,185,060	4,185,060	3,916,089
	4,235,520	5,137,081	9,372,601	8,412,961
Uses of cash				
Salaries and benefits	–	(2,477,859)	(2,477,859)	(2,274,913)
Purchase of investment	(508,344)	–	(508,344)	(504,154)
Purchased materials and services	(3,391,725)	(2,417,159)	(5,808,884)	(5,213,971)
Cash transfers to affiliates	–	(20,060)	(20,060)	(15,000)
Transfer to HFHC Foundation	–	(35,275)	(35,275)	(443,846)
Purchase of capital assets	–	(3,043)	(3,043)	(4,888)
	(3,900,069)	(4,953,396)	(8,853,465)	(8,456,772)
Increase (decrease) in cash	335,451	183,685	519,136	(43,811)
Cash, beginning of year	896,589	228,239	1,124,828	1,168,639
Interfund transfers	110,258	(110,258)	–	–
Cash, end of year	\$ 1,342,298	\$ 301,666	\$ 1,643,964	\$ 1,124,828

The complete audited financial statements are available upon request.

# INDEPENDENT AUDITOR’S REPORT

Habitat for Humanity Canada Foundation  
Fondation Habitat pour l’humanité Canada



TO THE DIRECTORS OF  
Habitat for Humanity Canada Foundation  
Fondation Habitat pour l’humanité Canada

We have audited the accompanying financial statements of Habitat for Humanity Canada Foundation Fondation Habitat pour l’humanité Canada, which comprise the statement of financial position as at December 31, 2011, the statements of changes in fund balances, operations and cash flows for the year then ended, and a summary of significant accounting policies and other explanatory information.

Management’s Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with Canadian generally accepted accounting principles, and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditor’s Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with Canadian generally accepted auditing standards. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor’s judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity’s preparation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity’s internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our qualified opinion.

Basis for Qualified Opinion

In common with many charitable organizations, the organization derives revenue from donations and donated gifts in kind, the completeness of which is not susceptible to satisfactory audit verification. Accordingly, our verification of these revenues was limited to the amounts recorded in the records of the organization. We were unable to determine whether any adjustments might be necessary to revenue, excess of revenue over expenditures, assets and fund balances.

Qualified Opinion

In our opinion, except for the possible effects of the matter described in the Basis for Qualified Opinion paragraph, the financial statements present fairly, in all material respects, the financial position of Habitat for Humanity Canada Foundation Fondation Habitat pour l’humanité Canada as at December 31, 2011 and the results of its operations and its cash flows for the year then ended in accordance with Canadian generally accepted accounting principles.

BDO Canada LLP

CHARTERED ACCOUNTANTS, LICENSED PUBLIC ACCOUNTANTS  
Cambridge, Ontario  
March 22, 2012

# STATEMENT OF FINANCIAL POSITION

Habitat for Humanity Canada Foundation  
Fondation Habitat pour l’humanité Canada

December 31	2011		2010	
	Designated Fund	Unrestricted Fund	Total	Total
Assets				
Current				
Cash (Note 2)	\$ 1,495,645	\$ 564,147	\$ 2,059,792	\$ 2,027,386
Temporary investment (Note 3)	508,344	–	508,344	504,154
Accounts receivable	–	53,904	53,904	15,877
Inventory	–	–	–	8,890
Due from Designated Fund (Note 4)	–	106,822	106,822	226,930
	\$ 2,003,989	\$ 724,873	\$ 2,728,862	\$ 2,783,237
Liabilities and Fund Balances				
Current				
Accounts payable and accrued liabilities	\$ –	\$ 271,028	\$ 271,028	\$ 376,775
Due to HFHC (Note 5)	–	453,845	453,845	418,570
Due to Unrestricted Fund (Note 4)	106,822	–	106,822	226,930
	106,822	724,873	831,695	1,022,275
Fund Balances				
Nationally designated (Note 6)	1,897,167	–	1,897,167	1,760,962
Unrestricted	–	–	–	–
	1,897,167	–	1,897,167	1,760,962
	\$ 2,003,989	\$ 724,873	\$ 2,728,862	\$ 2,783,237

# STATEMENT OF CHANGES IN FUND BALANCES

Habitat for Humanity Canada Foundation  
Fondation Habitat pour l’humanité Canada

For the year ended December 31	2011		2010	
	Designated Fund	Unrestricted Fund	Total	Total
Fund balances, beginning of year	\$ 1,760,962	\$ –	\$ 1,760,962	\$ 911,236
Excess of revenue over expenses for the year	136,205	–	136,205	849,726
Fund balances, end of year	\$ 1,897,167	\$ –	\$ 1,897,167	\$ 1,760,962

# STATEMENT OF OPERATIONS

Habitat for Humanity Canada Foundation  
Fondation Habitat pour l’humanité Canada

For the year ended December 31	2011		2010	
	Designated Fund	Unrestricted Fund	Total	Total
Revenue				
Donations (Cash)	\$ 5,314,742	\$ 2,606,862	\$ 7,921,604	\$ 7,036,327
Donations (Gift in Kind)	6,075,899	–	6,075,899	5,914,900
	11,390,641	2,606,862	13,997,503	12,951,227
Expenses				
License fee (Note 5)	–	699,875	699,875	647,549
Contracted services (Note 5)	–	1,646,579	1,646,579	1,497,817
Fundraising and governance	–	27,112	27,112	20,241
	–	2,373,566	2,373,566	2,165,607
Excess of revenue over expenses before transfers	11,390,641	233,296	11,623,937	10,785,620
Transfers to HFHC (Note 7)	(808,729)		(808,729)	(844,008)
Transfers to Affiliates (Note 8)	(10,445,707)	(233,296)	(10,679,003)	(9,091,886)
Excess of revenue over expenses for the year	\$ 136,205	\$ –	\$ 136,205	\$ 849,726

# STATEMENT OF CASH FLOWS

Habitat for Humanity Canada Foundation  
Fondation Habitat pour l’humanité Canada

For the year ended December 31	2011		2010	
	Designated Fund	Unrestricted Fund	Total	Total
Sources of cash				
Donations (cash)	\$ 5,314,742	\$ 2,606,862	\$ 7,921,604	\$ 7,036,327
Transfers from HFHC	–	35,275	35,275	394,950
Transfers from Affiliates	–	8,890	8,890	–
Proceeds on sale of investments	507,896	–	507,896	500,000
	5,822,638	2,651,027	8,473,665	7,931,277
Uses of cash				
Contracted services, fundraising and governance	–	(2,750,636)	(2,750,636)	(2,885,705)
Transfers to affiliates	(4,369,808)	–	(4,369,808)	(3,157,422)
Transfers to HFHC	(808,729)	–	(808,729)	(795,112)
Purchase of investments	(512,086)	–	(512,086)	(504,154)
	(5,690,623)	(2,750,636)	(8,441,259)	(7,342,393)
Increase (decrease) in cash	132,015	(99,609)	32,406	588,884
Cash, beginning of year	1,483,738	543,648	2,027,386	1,438,502
Interfund transfers	(120,108)	120,108	–	–
Cash, end of year	\$ 1,495,645	\$ 564,147	\$ 2,059,792	\$ 2,027,386

The complete audited financial statements are available upon request.

# THE CANADIAN ORGANIZATION & FOUNDATION

## HABITAT FOR HUMANITY CANADA

### VICE-REGAL PATRON

**His Excellency the Right Honourable David Johnston**  
C.C., C.C.M., C.O.M., C.D.  
Governor General of Canada

### NATIONAL BOARD OF DIRECTORS

**David Bowden**  
Chair, HFH Toronto (ON)

**Mary Cameron**  
Vice Chair, HFH  
Edmonton (AB)

**Max Stocker**  
Secretary, HFH Mid-  
Vancouver Island (BC)

**Pam Hine**  
Treasurer, HFH Yukon (YK)

**Ritu Bhasin**  
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**Don Bjornson**  
HFH Winnipeg (MB)

**Case de Jong**  
External (ON)

**Ron Drane**  
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**Terry Forth**  
HFH Iqaluit (NU)

**Martin Hilchie**  
HFH PEI (PE)

**John Metson**  
HFH Toronto (ON)

**Keith Mombourquette**  
HFH Grey Bruce (ON)

**Lynn Mowbray**  
HFH Newfoundland and  
Labrador (NL)

**Christine O'Doherty**  
External (QC)

**Monika Schitteck**  
HFH Sunshine Coast (BC)

### EX-OFFICIO / NON-VOTING

**Stewart Hardacre**  
President & Chief Executive  
Officer, Habitat for Humanity  
Canada

### HABITAT FOR HUMANITY CANADA 2011 MANAGEMENT

**Stewart Hardacre**  
President & Chief Executive  
Officer

**Mark Rodgers**  
Senior Vice-President,  
Affiliate Services

**Kathi Dodson**  
Vice-President, Finance  
& Administration

**Lisa Lalande**  
Vice-President,  
National Partnerships and  
Giving Programs

**Cathy Borowec**  
Director, Affiliate Relations

**Sean Collington**  
Director, Information  
Technology

**Kathrin Delutis**  
Director, Affiliate Development

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and Communications

**Terry Petkau**  
Director, Building Services

**Randall Sach**  
Director,  
International Programs

**Rick Tait**  
Director,  
Global Village Canada

**Rob Voisin**  
Director, ReStore Services

**Cary Weingust**  
Director, National  
Corporate Partnerships

## HABITAT FOR HUMANITY CANADA FOUNDATION

### FOUNDATION BOARD OF DIRECTORS

**Monika Schitteck**  
Chair, Halfmoon Bay, BC

**Wayne Cochrane**  
Secretary-Treasurer,  
Dartmouth, NS

**Frank Dottori**  
Montreal, QC

**Pam Hine**  
Whitehorse, YT

**Terry Quinn**  
Burlington, ON

**Ken Meinert**  
Oakville, ON

**Jack Shore**  
Victoria, BC

### EX-OFFICIO / NON-VOTING

**Stewart Hardacre**  
President & Chief  
Executive Officer, Habitat  
for Humanity Canada

ESTABLISHED AS A  
PUBLIC FOUNDATION,  
HABITAT FOR  
HUMANITY CANADA  
FOUNDATION SETS  
OUT TO RAISE FUNDS  
TO SUPPORT THE  
CHARITABLE ACTIVITIES  
AND PROGRAMS  
OF HABITAT FOR  
HUMANITY CANADA  
AND ITS AFFILIATES.

Habitat for Humanity Canada Foundation is governed by a Board of Directors at arm's length from Habitat for Humanity Canada. Effective January 1, 2009, Habitat for Humanity Canada entered into a contract for service with Habitat for Humanity Canada Foundation to raise funds and distribute those funds according to donor wishes on its behalf. In 2008, the Canada Revenue Agency determined it was a registered charity and designated it as a Public Foundation with No. 82657 2752 RR0001.

“WE SEE GREAT THINGS ON THE HORIZON FOR THE ORGANIZATION.”

words from Sandy Hopkins  
HFH MANITOBA CEO

DESIGN  
Cossette

PRINTING

Transcontinental PLM

PAPER & CERTIFICATION  
Lynx Opaque ultra paper,  
SFI fiber from responsible  
and legal sources.



SUSTAINABLE FORESTRY INITIATIVE CERTIFIED SOURCING ADDRESSES THE 90 PERCENT OF THE WORLD'S FORESTS THAT ARE NOT CERTIFIED. PROGRAM PARTICIPANTS MUST SHOW THAT THE RAW MATERIAL IN THEIR SUPPLY CHAIN COMES FROM LEGAL AND RESPONSIBLE SOURCES, WHETHER THE FORESTS ARE CERTIFIED OR NOT. TO MEET THE CERTIFIED SOURCING REQUIREMENTS, PRIMARY PRODUCERS MUST BE THIRD-PARTY AUDITED AND CERTIFIED TO SFI REQUIREMENTS.

“ PEOPLE ARE

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CHARITABLE REGISTRATION N°

11895 0120 RR0001

MAKE

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NATIONAL OFFICE

40 ALBERT STREET, WATERLOO, ON N2L 3S2

TEL (519) 885 4565

TOLL FREE (800) 667 5137

FAX (519) 885 5225

MEMORIES

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*words from Melanie Gagnon,  
designer sustainability coordinator*

FOR A

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NATIONAL OFFICE, TORONTO LOCATION

477 MOUNT PLEASANT ROAD, SUITE 105

TORONTO, ON M4S 2L9

TEL (416) 644 0988

FAX (416) 646 0574

LIFETIME IN

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THESE

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HABITAT@HABITAT.CA

FACEBOOK.COM/HABITATCANADA

HOMES.”

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