



**Habitat**  
for Humanity®

Sault Ste. Marie & Area



**2019 annual report**



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# thank you

we wish to thank our friends, donors, volunteers, and staff for their contributions in 2019/2020. Your support helps build strength, stability, and self-reliance through affordable homeownership.



# what we do

With the help of volunteers, sponsors, donors, and Habitat homeowners, we build and rehabilitate safe, decent, and affordable homes for local families in need. We don't give away free homes - the people who partner with us pay an affordable mortgage geared to their income and volunteer 500 hours with us. Our model of affordable homeownership bridges a gap for low-income, working families, by providing them with the opportunity to purchase their own home.

Future homeowners go through a rigorous application process and are chosen to partner with us based on level of need, ability to repay a Habitat mortgage, and willingness to partner with us by providing 500 hours of voluntary service to the organization.

We work with future homeowners to provide education and training in financial literacy and home maintenance in order to ensure a successful transition for families who may have never experienced homeownership.

Once a Habitat home is complete, the family moves in and begins to pay back the home's full fair market value through monthly mortgage payments. No down payment



is required, mortgages are interest-free, and payments are geared to income. The funds that Habitat homeowners use to pay off their mortgage are then used to build more Habitat homes for local families in need.

## our mission

Habitat for Humanity Sault Ste. Marie & Area also operates a social enterprise called the ReStore. Habitat ReStores are home and building supply stores that receive donations of quality new and used building supplies, home furnishings, appliances, and décor and sell them to the community at a fraction of retail value.

Habitat ReStores are an important partner in the community - providing retailers with a solution for returned and end-of-line merchandise, and homeowners a place to donate their used items whilst benefiting a good cause. ReStores also benefit customers by providing access to affordable products, and the environment by keeping these items out of landfills. In fact, for every \$1 of product sold at a ReStore, approximately 1.3 lbs of waste are diverted from local landfills!

The funds generated by Habitat ReStores go towards building even more homes for local families in need of safe, decent, and affordable housing.

helping families build



strength



stability



self-reliance

through affordable homeownership



## a note from our outgoing chair

**David Thompson**  
*Board Chair*

Habitat for Humanity Sault Ste. Marie and Area (HFHSSMA) continues to change lives through affordable homeownership. We welcomed our 10th family, Casey, Jeff and Jett Gardner, in late August to their home. It was a pleasure to work side by side with the Gardner's, volunteers and community groups to build their home on McAllen Street.

Additionally, staff and volunteers explored new fundraising revenue streams, strengthened

relationships with organizations across the Canada, and enhanced the ReStore experience. We achieved much as an organization and the Board of Directors wishes to thank staff and volunteers for their contributions.

Throughout 2019 and into 2020, the Board of Directors worked tirelessly to prepare the organization for a successful transition to a policy governance board. This transition would not be made possible without the support of staff, all our committee chairs, Habitat for Humanity Canada, and our dedicated Governance and Nominating Committee members. On behalf of the Board of Directors, thanks for your commitment to the growth of our organization.

This has been my last year serving as Board Chair for this amazing organization. We have accomplished so much together to build stability for Algoma families through affordable homeownership. Thank you to staff, volunteers and fellow Board Members for your commitment to this vision.

David Thompson

## a note from our incoming chair



**Frank Bentrovato**  
*Incoming Board Chair*

I am honoured to be elected as the 2020 Chair of the Habitat for Humanity Sault Ste. Marie and Area Board of Directors. I am looking forward to another year of building and another family served in our community.

Over the last four years I've spent with HFHSSMA, I have observed a number of changes as we mature and grow. We have created new partnerships across the community, including our first family served

in collaboration with Ontario Aboriginal Housing Services. We have grown our ReStore sales by \$134, 216 or 27 %. We have also experienced some challenges along the way, but each challenge has led to a stronger and more resilient organization. The organization we are now is very different than the one I joined in 2016, and it will be vastly different than the one I leave in 2022.

My goal is to build on our organizational strengths and scale up our build operations in order to serve more families. There are many individuals and families in Sault Ste. Marie that do not have appropriate housing. Our upcoming Oakwood project is the first accessible home HFHSSMA will build. 687 McAllen is the first indigenous family HFHSSMA has served. Moving forward the families we serve will continue to be reflective of the diverse population in Sault Ste. Marie. Everyone deserves to have a safe, decent place to call home.

I very much look forward to working with the volunteers, employees, and my fellow board members over the next two years.

Frank Bentrovato

## a note from our executive director



**Katie Blunt**  
*Executive Director*

I am incredibly proud of our accomplishments in 2019. For the first time in Habitat for Humanity Sault Ste. Marie and Area's history, we hosted build days as a fundraising initiative. Staff organized several Women Build events throughout May; they were so successful with such demand from the community that we hosted a further four build days over the course of the season. We plan to grow this fundraising initiative to include additional theme days in the years to come. Thank you to our staff and volunteers that made this possible. Your hard work is appreciated.

The Habitat ReStore experienced another successful year. A new delivery truck was purchased in April 2019 with funds from our Ontario Trillium Association Grow Grant. With this investment, staff and volunteers can safely pick-up and deliver ReStore goods around the community. Further to this, the donation centre loading bay was paved and a retaining wall constructed to create a pleasant experience for our ReStore donors. Incremental improvements continue to be made in order to elevate the customer and donor experience at our ReStore. Thank you to staff and volunteers at the ReStore for their contributions to these improvements.

Lastly, our affordable homeownership program completed one of the units of our semi-detached build on McAllen Street. Despite the delay in our anticipated construction date we are please to say McAllen is the most economical home in our history. We welcomed the Gardner's to homeownership and accepted the Moore's into our program in 2019. We established partnerships to ensure that HFHSSMA could serve more families in the years to come. We are grateful to the community for their continued support.

I look forward to our future as an organization and building more homes to serve more families. I am grateful for the support of our team and community partners in making affordable homeownership a reality for families in Sault Ste. Marie. Thank you kindly.

A handwritten signature of Katie Blunt in blue ink, written in a cursive style.

Katie Blunt

# office staff



**Katie Blunt**  
*Executive Director*



**Joe Mackenzie**  
*Finance & Risk Manager*



**Pauline Pennett**  
*Volunteer & Resource Coordinator*



**Chelsey Foucher**  
*Marketing & Communications Intern*

# ReStore staff



**Amanda Ridley**  
*ReStore Manager*



**Karen Lapointe**  
*Sales Associate*



**Elvira Bloye**  
*Sales Associate*



**Adrian Trottier**  
*Donation Processing Centre Lead*



**Michael Flemstrom**  
*Donation Processing Centre Assistant*



**Kevin Possamai**  
*Donation Processing Centre Assistant*



**Jacob Bolton**  
*Truck Driver*



## past staff

### Staff

Ben Whalen  
Chris Dupuis  
Evan Punch  
Karen McQuabbie  
Emily Tithecott  
Jammie Smith

### Grant Programs

Hunter O'Reilly  
Kenisha Flamand  
Brett Lehtinen  
Devon Verville-Santoro  
Jonathon Michaud  
Jonathon Bondarenko

### Summer Jobs Students

Nicole Heintzman  
Tanner Cook  
Anita Ansley  
Jacob Cartier



## new board member

### Allyson Schmidt | Board Director

Born and raised in Sault Ste. Marie, Allyson has been an active volunteer since a young age. This passion for community well-being has led to a diverse career with experience in many helping professions, including Entrepreneur, Registered Practical Nurse, Professor, Community Organizer, Artist, and Financial Empowerment Coach.



Whether it is through one-on-one support or group facilitation, Allyson is able to respectfully connect with people from different walks of life, working towards client-focused solutions to complex problems to make lives better. A seasoned world traveller, Allyson has spent a number of years living in Japan and considerable time living in both Toronto and Montreal.

Allyson is known for being a positive team member with a keen sense of social justice and concern for an equitable community. Allyson is a proud parent and foster parent who deeply values family and access to healthy outcomes for all members of our community. As previous Chair of the Family Services Committee, Allyson is pleased to join the Board of Directors of Habitat for Humanity Sault Ste. Marie & Area to further its mission to bring our community together to help families build strength, stability, and self-reliance through affordable homeownership.

## 2018-19 board of directors

### David Thompson

*Board Chair*

### Frank Bentrovato

*Board Vice-Chair*

### Kristy Aloe

*Treasurer*

### Denton Middaugh

*Secretary*

### Bruno Barban

*Board Director*

### Nancy Bailey

*Board Director*

### Jeffrey King

*Board Director*

### Randy Aikens

*Board Director*

### Norm Fera

*Board Director*



# 2019 at a glance

## April

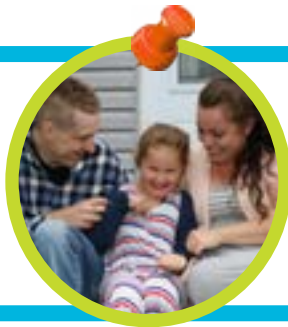


### New Delivery Truck

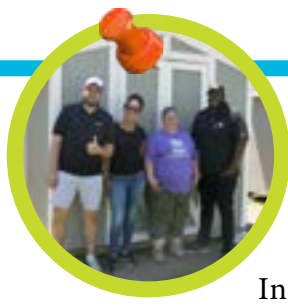
We purchased a brand new delivery truck thanks to our local Prouse Chevrolet, and were able to display our vibrant message while we drive thanks to Trimline Algoma! This truck helps with donations and deliveries - both of which support our mission!

### 10th Family Announced

We announced the selection of our next Habitat homeowners - the Gardners! Casey, Jeff, and Jett were excited to partner with us in building strength, stability, and self-reliance. *"Growing up, I craved stability, and this gives us that. We're looking forward to investing into our new home!" - Casey Gardner*



## June



### Huts for Homes

In partnership with Heritage Home Hardware, we were able to raffle off six garden sheds to Habitat supporters!

### Summer Blowout Sale

In addition to all ReStore items being an extra 50% off, customers enjoyed Father's Day crafts, burgers and hot dogs from Meat the Butcher, popcorn and baked goods, and the Huts for Homes Raffle. This was our most successful Summer Blowout Sale to date!



### Annual General Meeting

At our 2019 Annual General Meeting, Ben Willcock was awarded the Linda Lewis award. Ben was recognized for his excellence in all areas of HFHSSMA's initiatives, from customer service, item processing, deliveries, and working on the Build. Without the motivation and drive of Ben Willcock, the ReStore would not be the success it is today!

### Sault's Largest Garage & Sidewalk Sale

We partnered up with the Downtown Association on June 1st to participate in the Sault's Largest Garage & Sidewalk Sale!



### Community Living Algoma - Community Partnership Awards

Our community came together to celebrate the accomplishments of those who have worked extra hard to make the world a better place. Kevin Possamai (former volunteer, current staff member) presented Community Partnership Awards to both Pauline Pennett (Resource Coordinator) and Amanda Ridley (ReStore Manager).

## March

### Launch of Pippa's Projects/Pippa's Picks

The Habitat ReStore launched in-store weekly tutorials where customers could see Pippa Willcock working on restoration projects with materials found in the ReStore. Customers could also find "Refab" candidates by searching for "Pippa's Pick" stickers on items around the store!



### Home Decor & Renovation Expo

HFHSSMA joined a plethora of vendors at the expo hosted by The Sault Ste. Marie Chamber of Commerce at the Station Mall, offering information on home decor and renovations, as well as a raffle for a pendant light!

## May

### Women Build Days

We announced our first ever Women Build days! Our staff and build committee led this opportunity, helping volunteers to learn new skills and trades first hand on our McAllen Street build!



### Provincial Student Committee Career Fair

We set up at The Machine Shop to help students explore the opportunities awaiting them at HFHSSMA. From testing electronics, to building a house, to gaining valuable social skills, we've grown to be a proven hub for career-building skills! We showed that we are a great resource for learning about a future in the trades or non-profits.

## July

### Rotary Fest & Downtown Days

We joined other local businesses for the Downtown Days street party and the Rotary Fest Parade with our 'Up' movie-themed float! We had so much fun at the first Downtown Day we participated in a second one in August!



## August



### Gardner Family Dedication Ceremony

HFHSSMA and many other community members welcomed the Gardner family into Habitat Homeownership at their Dedication Ceremony. Jeff, Case, and Jett Gardner became the Sault's 10th Habitat Homeowners!

# September

## The Great Doghouse Build

We hosted our annual Great Doghouse Build in conjunction with the Sault Ste. Marie Humane Society's Paw Fest at the Roberta Bondar Pavilion. We invited businesses and groups in the community to show off their creativity by building a custom doghouse, which we auctioned off to support our mission!



## Food Drive for Harvest Algoma

During the month of September, we invited the community to bring in 3 non-perishable food items and receive a coupon for 10% off their purchase at the ReStore! All food items are donated to local food banks. We love supporting other causes in the community!



# October

## 11th Habitat Homeowners Announced

We announced Sault Ste. Marie's 11th Habitat Homeowners - Danielle Moore and her children, Niyana, Nova-Anne, and Nashoba. The Moore's home was to be our first build in partnership with Ontario Aboriginal Housing Services.



## World Habitat Day

Executive Director, Katie Blunt, along with Marketing and Communications Intern, Emily Tithecott, attended City Council for a proclamation by Mayor Provenzano announcing World Habitat Day in Sault Ste. Marie would be celebrated on October 7th. The ReStore also had a 25% off sale for the entire day!



# November

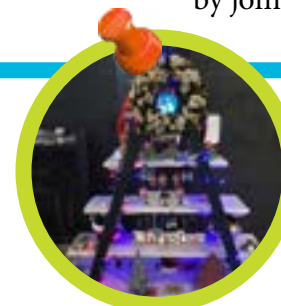
## 4th Annual Builders Bash

We invited the community to help provide safe and affordable housing for local families by joining us for an amazing night of games, food, music, auction and prizes!



## Festival of Trees

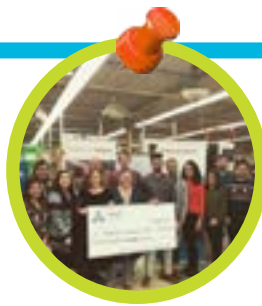
We decorated a tree for the 21st annual Festival of Trees fundraiser in support of The Lung Association of Algoma!



# December

## Cheque Presentation from PREM Class at Sault College

We were thrilled to have been the charity of choice for the Public Relations and Event Management program at Sault College. The students raised over \$5,000 to help build affordable housing in Sault Ste Marie!



# our volunteers

**> 80  
volunteers**

**> 8600  
hours**

**12  
months**

**that's over  
23 hours of  
volunteer work  
*each day of  
the entire year!***

Habitat for Humanity Sault Ste. Marie and Area is **powered by volunteers**. Their hard work and dedication in 2019 have not gone unnoticed.

Thank you to our long-standing volunteers, to the new volunteers, to those who dedicated multiple days each week, and to those who gave what time they could spare.

Their collective efforts and combined hard work ensured that we were able to carry out our mission. We look forward to building on this momentum to deliver 8 more homes by 2025.





## The Great Doghouse Build

Successful in the past, the Great Doghouse Build event was brought back in 2019. Seven local businesses paid an entry fee, collected a doghouse kit donated by SooMill Buildall, and turned these kits into truly magnificent doghouses. The event was held on September 14th in conjunction with the Sault Ste. Marie Humane Society's PawFest at the Bondar Pavillion. Pet photos, crafts and an auction of the doghouses rounded out the day.



## Builders Bash

Our fourth annual Builders Bash was held on November 29th at Grand Gardens North featuring a live and silent auction, games, 4 course meal, Timothy Morphy as emcee and music by Fluid 5ive. This continues to be one of our most enjoyed fundraisers.



## Huts for Homes

Through our partnership with Ontario Works, Sault College and the Canadian Heritage Bushplane Centre we were fortunate to once again be able to embark on our Huts for Homes Fundraiser. The students in this program built 6 sheds which we were able to raffle off. Complete shed packages were donated by Heritage Home Hardware.



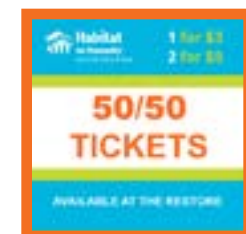
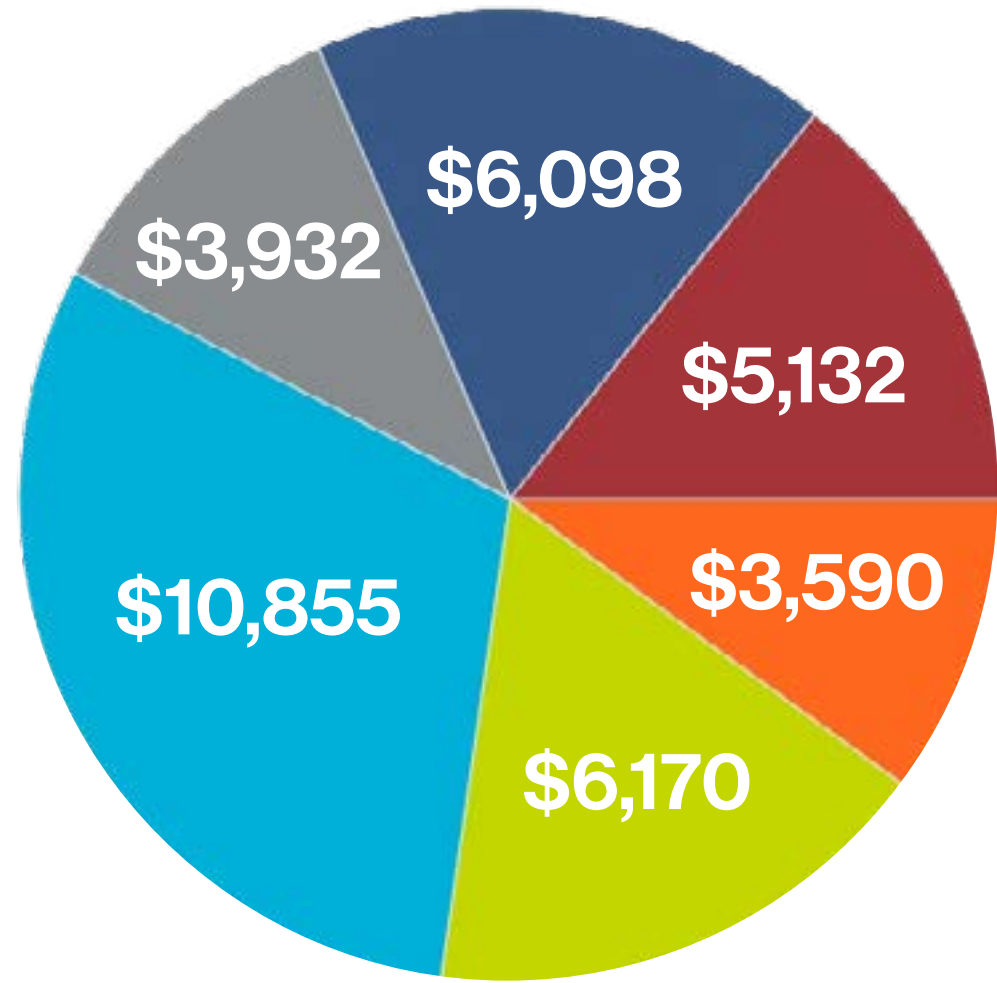
## Build Days

A unique team building experience, our Build Days provide a fun interactive way to give back to the community. Local businesses use Build Days as a way of building relationships across their organization. In 2019 HFHSSMA introduced our first ever Women Build Days which brought women together from all walks of life to affectively address the problem of children living in poverty.



## Sault College PREM Class

This year HFHSSMA was approached by the Public Relations and Event Management class at Sault College to be the recipient of funds raised by students. Events lead by these students included a volley ball tournament, a Santa Soiree, a garage sale and a gingerbread house block party.



## 50/50 Draw

Our 50/50 draw continues to raise much needed funds to help us build homes for local deserving families.

# fundraising





The ReStore experienced another successful year with the help of staff, volunteers, and the Sault Ste. Marie community.

Improvements continue to be made to store layout, inventory turnover, and customer experience. Various renovations and remerchandising changes have taken place to maximize inventory turnover and create a more cohesive flow. We also implemented additional training and coaching of staff and volunteers to ensure the work environment and customer service experience are consistently positive.

We achieved a modest increase of \$2400 in sales compared to 2018. Product Procurement remains a priority for ensuring a quality level of product, both through commercial and private donors. **The generosity of our community has been vital in our success and in our mission of building safe, affordable homes for those in need.**

Many thanks to our ReStore sponsors:



**FEET FIRST & ASSOCIATES**  
Podiatric Nursing Foot Care Clinic Inc.



**Social Services**  
District of Sault Ste. Marie  
Social Services  
Administration Board

**KITCHEN & HOME CENTRE**

**SUTHERLAND**  
GLOBAL SERVICES

**RONA**



**sponsors**



Habitat for Humanity Sault Ste. Marie & Area could not exist without the generous help of an ever-growing list of groups, businesses, and individuals. Listed below are some of the extraordinary sponsors and partners that helped make our community a better place in 2019. We can't thank them enough.

**our partners**



**our sponsors**



# 10<sup>th</sup> build | 10<sup>th</sup> family

# 11<sup>th</sup> build | 11<sup>th</sup> family



**Family:** Casey, Jeff, and Jett Gardner  
**Build:** 685 McAllen Street  
**Groundbreaking:** June 2018  
**Dedication Ceremony:** August 28, 2019



"This is our home ... I still can't believe it ... I never really had stability growing up. This gives my family that. My daughter won't experience what I did - bouncing from home to home."  
- Casey Gardner

**Family:** Danielle, Nashoba, Nova-Anne, & Niyana Moore  
**Build:** 687 McAllen Street  
**Groundbreaking:** June 2018  
**Dedication Ceremony:** 2020

"Home means a place to love, and be loved. Home is refuge, home is a happy place, and it is family. It's memories, security - it's the foundation of life. It's somewhere our feet may leave, but not our hearts."  
- Danielle Moore

**Welcome, Neighbour!**  
The Moore's home is the second half of the duplex that the Gardner family moved into in August 2019!



**Miigwech, OAHS!**  
This was our first build in partnership with Ontario Aboriginal Housing Services!

## statement of financial position

December 31	2019	2018
<b>Assets</b>		
<b>Current</b>		
Cash and short term investments	\$ 382,234	\$ 312,197
Accounts receivable	40,531	68,951
Prepaid expenses	12,827	4,993
Properties held for resale (Note 2)	323,296	548,357
Current portion of first mortgages receivable (Note 4)	58,980	29,160
	<u>817,868</u>	<u>963,658</u>
<b>Capital assets (Note 3)</b>	<b>50,183</b>	<b>23,463</b>
<b>Mortgages receivable (Note 4)</b>	<b>467,872</b>	<b>285,555</b>
	<u>\$ 1,335,923</u>	<u>\$ 1,272,676</u>
<b>Liabilities and Net Assets</b>		
<b>Current</b>		
Accounts payable and accrued liabilities (Note 5)	\$ 61,921	\$ 71,123
Deferred revenue (Note 6)	-	126,569
	<u>61,921</u>	<u>197,692</u>
<b>Net assets</b>		
Net assets invested in capital assets	50,183	23,463
Net assets invested in housing	850,148	829,103
Unrestricted	373,671	222,418
	<u>1,274,002</u>	<u>1,074,984</u>
	<u>\$ 1,335,923</u>	<u>\$ 1,272,676</u>

## statement of operations

For the year ended December 31		2019	2018
	ReStore	Affiliate	Total
<b>Revenue</b>			
ReStore sales	\$ 625,175	\$ -	\$ 625,175
Sale of properties	-	512,000	512,000
Employment grants	36,336	171,634	207,970
Donations	-	237,802	237,802
Fundraising	-	36,096	36,096
Other	17,899	1,138	19,037
	<u>625,175</u>	<u>875,021</u>	<u>1,499,196</u>
<b>Expenses</b>			
Amortization	-	10,967	10,967
Bank charges	4,496	676	5,172
Cartage and disposal	17,145	-	17,145
Cost of properties sold	-	486,929	486,929
Fundraising	599	10,928	11,527
Insurance	5,479	-	5,479
Meetings, travel and training	2,654	11,447	14,101
Memberships and fees	25,110	16,156	41,266
Office and general	14,541	23,969	38,510
Professional fees	5,488	3,562	9,050
Property taxes	-	1,684	1,684
Public awareness	6,840	1,133	7,973
Repairs and maintenance	5,437	469	5,906
Rent	77,496	13,605	91,101
Salaries and benefits	140,650	290,816	431,466
Telephone and internet	1,543	1,544	3,087
Utilities	10,223	1,136	11,359
	<u>317,701</u>	<u>875,021</u>	<u>1,192,722</u>
<b>Excess of revenue over expenses from operations</b>	<b>361,709</b>	<b>83,649</b>	<b>445,358</b>
<b>Gain (loss) on market value of mortgages</b>	<b>-</b>	<b>(246,594)</b>	<b>(246,594)</b>
<b>Gain on disposal of capital assets and properties held for resale</b>	<b>254</b>	<b>-</b>	<b>254</b>
<b>Excess (deficiency) of revenue over expenses</b>	<b>\$ 361,963</b>	<b>\$ (162,945)</b>	<b>\$ 199,018</b>



## 2019 Annual General Meeting

**Habitat for Humanity Sault Ste. Marie & Area | AGM Board | Meeting Minutes**  
**Grand Gardens North | June 17, 2019 | 6:30 PM to 8:00 PM**

**Present:** K. Blunt, D. Thompson, R. Aikens, N. Fera, B. Barban, J. King, K. Aloe, F. Bentrovato, C. D. Middaugh, N. Bailey, Rosalind Ennis, Claudette McFarling

**Regrets:** Shelley MacEachern, Christina Palumbo

**No Regrets:**

**1. Welcome, Introduction and opening prayer**

**2. Introduction of 2018/2019 board** – David Thompson, Denton Middaugh, Kristy Aloe, Shelley McEachern, Frank Bentrovato, Randy Aikens, Christina Palumbo, Auralee Smith

**3. Call to Order**

**4. Approval of the 2018 AGM Minutes** - D. Thompson moves to approve 2018 Annual General Meeting Minutes. Seconded by R. Aikens.

2018 Minutes approved.

**5. Approval of Financial Statements** - D. Thompson moves to approve Financial Statements for the year ending December 31st, 2018. Seconded by K. Aloe.

Financial Statements approved.

**6. Appointment of Auditors** - D. Thompson moves to appoint BDO Canada LLP as the auditors for HFHSSMA for the next two years. Seconded by K. Aloe.

Appointment approved.

**7. Annual Report and Highlights** – copy of annual report provided at meeting

**8. Confirmation and Election of incoming Board of Directors** - D. Thompson moves to elect the Board of Directors for the 2019/2020 year as follows:

- David Thompson
- Denton Middaugh
- Shelley McEachern
- Randy Aikens
- Kristy Aloe
- Frank Bentrovato
- Jeffery King
- Bruno Barban
- Nancy Bailey
- Norm Fera

Seconded by D. Middaugh.

Motion approved.

**9. Motion to Ratify Proceedings**

Be it resolved that whereas the Board of Directors for Habitat for Humanity Sault Ste. Marie and Area has acted on behalf of the membership over the year 2018, therefore be it resolved that the members at the Annual General Meeting on June 17, 2019 ratify, sanction and confirm all acts, covenants and proceedings made, taken or entered into, on their behalf by the Board of Directors and Executive Committee during 2018.

**10. Adjourn** - R. Aikens moves to adjourn. Seconded by F. Bentrovato.

Meeting adjourned.

**11. Refreshment Break**

**12. Guest Speaker** – Lauren Doxtater, Social Equity Coordinator with FutureSSM

**13. Volunteer Recognition by Resource Coordinator**

**14. Linda Lewis Award** – presented to Ben Willcock

**15. Closing Remarks by Executive Director**

# contact us

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(705) 941-9646  
restore@habitatsault.ca

**Charitable Registration #**

865217756RR0001

[www.habitatsault.ca](http://www.habitatsault.ca)



**Habitat**  
for Humanity®

Sault Ste. Marie & Area