



*Working together for  
healthier homes and  
sustainable communities*



Contractors, partners, volunteers and staff  
at REEP House for Sustainable Living,  
20 Mill Street, Kitchener on October 29, 2010

# 2010 Annual Report

# 2010 Highlights

## Core construction finishes at REEP House for Sustainable Living. Tours, workshops, and facility rentals begin.

- Ontario Minister of Energy Brad Duguid tours REEP House with CEOs of Waterloo North Hydro, Kitchener-Wilmot Hydro, and Cambridge and North Dumfries Hydro
- John Milloy, MPP for Kitchener Centre meets with REEP staff and contractors at REEP House in July to discuss the universal labelling of homes, a component of the Green Energy and Economy Act
- 670 visitors pass through REEP House on a single day during Doors Open Waterloo Region in September!
- REEP and Ball Construction thank the dozens of contractors who worked on REEP House at a Fall BBQ at 20 Mill Street

## Thanks to Our Local Funders

Your support provides the solid foundation on which our programs are built.

- Region of Waterloo
- City of Kitchener
- City of Cambridge
- Kitchener Utilities
- Kitchener-Wilmot Hydro
- Waterloo North Hydro



Region of Waterloo



KITCHENER



The Corporation of the City of Cambridge



Kitchener Utilities  
Community-Centred for over 80 Years



KITCHENER-WILMOT  
HYDRO INC.



Waterloo North Hydro Inc.



Members of REEP Green Solutions staff in front of REEP House for Sustainable Living, 20 Mill Street.



Ben Barclay, REEP House Project Manager, provides a tour of REEP House to Ontario Minister of Energy, Brad Duguid.



Regional Chair Ken Seiling welcomes guests to REEP's 2010 Eco-Showcase at Kitchener City Hall.



Kitchener City Councillor Kelly Galloway at our Eco-Showcase event.



Waterloo North Hydro staff tour REEP House with Ben Barclay: Albert Singh, VP Finance and CFO, John Janzen, Customer Accounts Supervisor, and Rene Gatien, President.

# Looking Forward

## From the Board and Executive Director

In 2010 we updated our strategic plan to state that REEP will “lead the Region of Waterloo to become a community of environmentally conscious, responsive and knowledgeable citizens who find it fun, motivating, satisfying, and easy to live a low-impact life.” Then we had to figure out how to do that!

The end of the ecoENERGY - Homes program in March of 2011 also required us to refocus.

## We started by taking a step back to ask what the community needs, and how our future direction aligns with those needs.

Among the findings:

- There is increasing concern about the rising cost of energy, particularly electricity
- Homeowners need cost and payback information for renovation options in order to make informed decisions
- They also need to easily connect with quality contractors and financing
- Municipalities are grappling with the cost of maintaining our water infrastructure

To address these needs, we have added the following new Services and Community Programs to our roster:

**Electricity Saving Audit:** A comprehensive audit of electricity use with recommendations for reducing bills

**Green Home Planner:** A web-based tool for determining payback and energy savings on retrofits

**RAIN – an ecological approach to stormwater management:** Engaging urban residents to protect the water in our creeks and rivers

Along with these new offerings, we continue to provide Solar Potential Assessments, Well Aware, Greening Sacred Spaces, Faith Building Energy Audits, and EnerGuide for Houses (Note: the Province of Ontario still rebates half of the cost of a home energy evaluation, up to \$150).

## Our new name, REEP Green Solutions, better represents the range of energy and water programs that we offer.

We look forward to seeing you at REEP House or at one of our events in the coming year!

Board of Directors:

- Paul Parker, University of Waterloo (Chair)
- Geoff Malleck, University of Waterloo (Treasurer)
- Don Eaton, Elora Environment Centre (Secretary)
- Mary-Louise Byrne, Wilfrid Laurier University
- Michael Duschenes, Perimeter Institute
- Jenn Lynes, University of Waterloo
- Kate Neff, Your Neighbourhood Credit Union

Executive Director: Mary Jane Patterson



# 2010 Results

Certified Energy Advisors (from left) Scott Cooper, Chris Albrecht, Colin Umbach and Cheong Ng.

## ecoENERGY

Follow-through is what we like to see. Demand for follow-up ecoENERGY home evaluations was high in 2010, thanks to large incentives from federal and provincial governments.

In 2010 we provided 2,057 follow-up visits, qualifying each homeowner for incentives and verifying the results of their energy-saving retrofits.

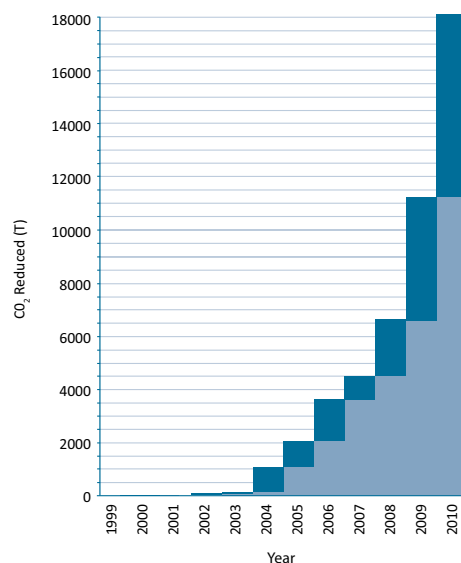
New participants in the ecoENERGY program also remained high, with 1,217 initial home energy evaluations in 2010. Two-thirds of these were booked before March 31 when Natural Resources Canada announced that the “door was closed” to new participants eligible for federal grants.

Provincial grants were still enticing, though. We saw a moderate demand for ecoENERGY home evaluations through the remainder of 2010.

| Number of Evaluations | 2010  | 2009  | 1999-2010 |
|-----------------------|-------|-------|-----------|
| Initial evaluations   | 1,217 | 2,240 | 13,235    |
| Follow-up evaluations | 2,057 | 1,329 | 6,042     |
| Total                 | 3,274 | 3,569 | 19,277    |

| Economic Benefits            | 2010         | 2009        | 1999-2010    |
|------------------------------|--------------|-------------|--------------|
| Grants received              | \$5,167,015  | \$3,553,580 | \$11,102,761 |
| Energy savings per year*     | \$1,542,750  | \$996,750   | \$4,531,500  |
| Local spending on retrofits* | \$12,342,000 | \$7,974,000 | \$30,624,000 |

| Environmental Benefit     | 2010         | 2009         | 1999-2010     |
|---------------------------|--------------|--------------|---------------|
| Carbon emissions reduced* | 6,747 tonnes | 4,359 tonnes | 18,142 tonnes |



Cumulative tonnes of CO<sub>2</sub> emissions reduced by REEP customers from 1999 to 2010.\*

**Note:** There were few follow-up evaluations done in the early years of the program, which made it difficult to assess results during that time.

■ Current Year  
■ Past Years

\*based on estimates by Natural Resources Canada



Second annual Solar Information Night



Member of Hillcrest Mennonite Church at Energy Audit

## Well Aware

Fifty well and septic owners received free water protection visits in 2010 through REEP's Well Aware program, thanks to funding support from the Ontario Ministry of the Environment. Visits help homeowners maintain water quality by caring for their well and septic systems.

In one case, recommendations included well cap maintenance and keeping contaminants away from the well. However, the most interesting finding was that their water softener was causing a positive test for coliform bacteria.

REEP spread the word about the importance of regular water testing through three articles published in local newspapers, distribution of over 200 educational kits, booklets and DVDs, and staffed displays at seven community events.

## Greening Sacred Spaces

Our Greening Sacred Spaces facilitator Jane Snyder organized three events that drew faith communities together for environmental stewardship in 2010, thanks to the support of Faith and the Common Good. Networking meetings attracted approximately 25 leaders from diverse faith groups to discuss sustainable transportation opportunities and the creation of green teams within individual faith communities.

In addition, our second annual Solar Energy Information Night, organized in partnership with Mennonite Central Committee, was held in May. The event attracted 150 enthusiastic homeowners and faith group representatives to discuss solar options for home and faith building alike.

## Faith Building Energy Audits

In 2010 REEP Certified Energy Advisors Dave Klassen and Colin Umbach conducted energy audits of four faith buildings in Kitchener, Waterloo, Elora and Brantford. These included three Comprehensive Audits and one Walk-Through with a Solar Potential Assessment.

Recommendations ranged from upgrading ceiling insulation for estimated annual savings of \$1,230 to removing empty chest freezers for savings of \$225 per year.

## Solar Potential Assessment

Change is in the air, or, more accurately, on the roof. In 2010 REEP not only provided 16 residential solar assessments and one faith building solar assessment, but our staff also revamped our service to more closely address the growing interest in Ontario's microFIT program.



**Top:** Susan Bryant (left), Certified Water Guide shows a homeowner how to maintain her well.  
**Bottom:** Certified Energy Advisor Scott Cooper assesses the solar potential of a Kitchener Home.



20 Mill Street  
Kitchener

# REEP House for Sustainable Living

## The Heart of REEP Green Solutions

REEP House, with its open-concept interior design, beautiful stained glass windows, and hundred-year-old brick pillar in the centre of the house, is the heart of REEP, located at 20 Mill Street in downtown Kitchener.

REEP House demonstrates real-life examples of solutions that we have recommended to homeowners for over a decade.

Beauty and comfort go hand-in-hand with wise energy and water use. Our goal is to give each visitor the inspiration, knowledge and connections to enhance their own home. Drop in to book a REEP House tour, Energy Evaluation, Electricity Saving Audit, or any of our other services!

REEP House Funders and Donors - Visionaries, Innovators and Builders



THE KRESGE FOUNDATION



# Get Involved at REEP House!

## Register for a free tour

Through an interactive tour of REEP House, we focus on your questions and curiosities. Intended for groups of five, these tours are free of charge and take place on a weekly or bi-weekly basis. Find dates and registration on our website.

## Sign up for a workshop

Our free Green Home Workshop series runs every spring and fall season. Each session includes a guided tour of REEP House with a focus on the day's topic (insulation, electricity savings, or water conservation, for example). Dates and registration are available on our website.

## Arrange a group tour or workshop

We offer an experience that meets the needs of any group of up to 25 secondary or post-secondary students, homeowners or professionals. Call us to learn about the range of topics available and about our rates. Past groups include secondary school teachers and students from Conestoga College, University of Waterloo, Wilfrid Laurier University, and Elmira District Secondary School.

## Play the host at REEP House

REEP House is proud to offer facility rentals in our super-insulated, water-wise, century brick, environmental education centre. Our warm, inviting atmosphere has capacity for workshops, seminars, meetings and special events.

## Connect with our social network

Join our mailing list and follow us on Twitter and Facebook!

## Support this vibrant community resource

Your charitable donation to REEP Green Solutions helps us create healthier homes and sustainable communities in Waterloo Region.



Tours



Workshops



Facility Rentals

# REEP House for Sustainable Living



Installation of recycled composite roofing shingles

## Features

**Highlighting heritage:** Whereas most green homes are new builds, it is history that makes REEP House unique. Throughout the process of planning, design, construction and finishing, care was taken to reuse the original wood baseboards, window frames, and interior doors.

**Heat in, squirrels out:** Insulation has transformed 20 Mill Street from a drafty and damp house into a super-insulated building with minimal heat loss. Six inches (R38) of polyurethane foam have been applied to exterior walls and floor joists. The basement floor and sloped roof were also sealed and insulated.

**High-tech heating options:** REEP House demonstrates a variety of efficient heating options. A high-efficiency hydronic boiler provides space heating which is distributed via in-floor heating and modern radiators, including one in the bathroom that doubles as a towel rack. A ground-source heat pump demonstrates efficient space heating and cooling via forced air circulation. Hot water is provided by a state-of-the-art tankless water heater in combination with a Drain Water Heat Recovery pipe.

**Water-wise solutions:** Inside the house we're demonstrating a water recycling ("greywater") system and a made-in-Ontario high-efficiency toilet. Outside features include a water-permeable driveway and a rain garden that slows and filters stormwater before releasing it into the ground and eventually into Snyder Creek behind the house. Two rain cisterns collect roof water for our gardens, and have the potential to provide water for our greywater system if required.

**Green materials:** REEP House is green through and through. We took care to use recycled roofing materials, reclaimed wood for our new floor, low VOC paints and more.



Attic interior after application of spray foam



Banister and newel - one example of the many heritage features



Utility room under construction



Ben Barclay



Cheryl Evans

## The Faces of REEP House

Ben Barclay brought years of experience as a woodworker and environmental activist to REEP House as Project Manager. Ben's eye for detail is evident in the stunning stained glass, beautiful furniture made from reclaimed wood, and countless more features at REEP House.

Cheryl Evans paved the way for excellent community engagement at REEP House as our Outreach Specialist. She rose to the occasion, giving tours, ever-cheerful with cookies in-hand, even in the midst of construction with its endless sawdust and clutter of tools.

Scott Moody was our Site Supervisor, the strong link between REEP, Ball Construction, and the contractors who built REEP House. Always calm and full of humour, Scott has so much experience that nothing ever fazes him.

The finishing touches at REEP House including painting and drywall were provided by Julia Skinner. "I loved the work," she said. "Restoring and refinishing old houses is inspiring. I hope to use this experience at REEP House to start my own business doing this kind of work."

The collaborative spirit of Graham Whiting, our architect, allowed him to integrate the numerous ideas of the REEP House Design Committee. Specializing in green building design and heritage, Graham created the plans that transformed REEP House into the spacious, beautiful house it is today.

**We would like to give a special thanks to the REEP House Design Committee:** Don Eaton, Geoff Lewis, Shane O'Neill, Paul Parker, Mary Jane Patterson, Derek Satnik, Brendan Schaefer, Robert Shipley, John Straube, and Graham Whiting.



Scott Moody



Julia Skinner



Graham Whiting



## REEP House in Full Swing

In 2010 REEP House took root as the hub of our community engagement activities. We hosted our Energy Saving Renovation Workshops, media events, guided tours, and more.

## Construction Ceilidh

As REEP House construction neared completion, we celebrated down the block at the Victoria Park Pavilion with a 100 mile dinner and ceilidh dance provided by the Grand River Ceili Band.

## Earth Day Eco-Showcase

Our second Eco-Showcase at Kitchener City Hall was held in partnership with the Faculty of Environment at the University of Waterloo. Leo Tasca, our special guest from the Renewable Energy Unit of the Ontario Ministry of Energy, spoke on Ontario's microFIT program.

### Events and Tours at REEP House

- Elmira District Secondary School class tour
- Conestoga College Building Science class tour
- University of Waterloo Faculty of Environment class tour and research project and Sustainable Technology Education Project (STEP) tour
- Wilfrid Laurier Community-Based Learning tour
- Doors Open Waterloo Region tour
- Woolwich Healthy Communities bus tour
- Reduce the Juice student tour
- Ontario Minister of Energy Brad Duguid and CEOs of Kitchener-Wilmot Hydro, Waterloo North Hydro and Cambridge and North Dumfries Hydro tours
- Kitchener Centre MPP John Milloy tour
- GREENSPEC media event and tour
- Home Sweet Home awards ceremony and tour
- Green Real Estate open house and tour
- Contractor Open House and tour

### More REEP-organized Events

- Construction Ceilidh
- Earth Day Eco-Showcase
- Energy Saving Renovation Workshops (Insulation That Pays, Furnace Upgrades, Insulating and Preserving Heritage Homes)
- Greening Sacred Spaces networking events (Sustainable Transportation, Creating or Rejuvenating a Green Team)
- Solar Energy Information Night (co-organized with Mennonite Central Committee)

### Presentations and Lunch 'n' Learns

- Kitchener Rotary Club
- Women's Awareness Group
- KW Green Party of Canada AGM
- Libro Financial Should I Stay or Should I Go?
- ReMax Buying and Selling Historic Homes
- CREW Geothermal and You information night

### Community Events

- Woolwich Healthy Communities Green Living and Tech Fair
- CREW Shrink Your Hydro Bill information night
- Chamber of Commerce Energy & Env. Forum
- The Working Centre Green Careers panel
- Region of Waterloo Child Care Forum
- City of Waterloo Earth Day
- Region of Waterloo ECOFest
- Cherry Park Festival
- Earth Hour event at Kitchener City Hall
- Fresh Ayr Festival
- Tribute to Woodstock
- North Dumfries Plowing Match
- City of Kitchener 20 Minute Makeover
- Wilfrid Laurier Commuter Challenge
- KW Real Estate Board Expo
- Coldwell Banker Peter Benninger Concierge Show
- KW Spring Home and Garden Show
- KW Twin Cities Spring Home Show
- KW Twin Cities Fall Home Show
- Wellesley Home and Garden Show

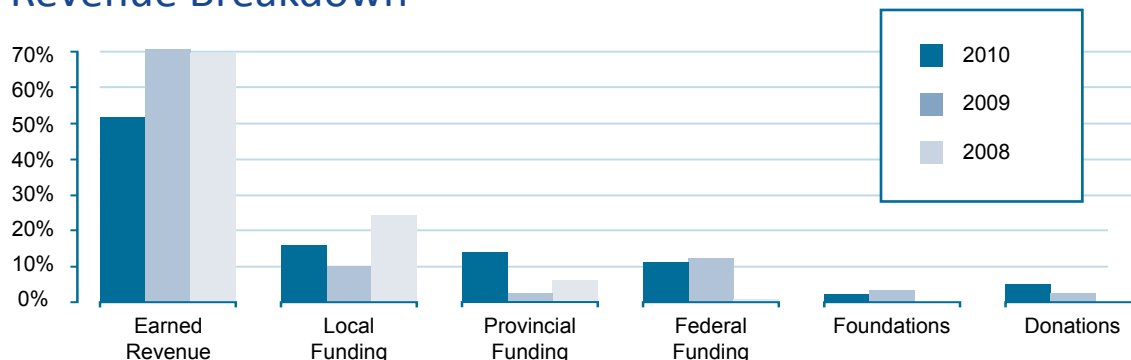


# Financial Report

## Statement of Revenue and Expenses

| Revenue   | 2010                | 2009                |
|---|---------------------|---------------------|
| Client fees   | \$ 799,024          | \$ 891,414          |
| Grants  | \$ 649,377          | \$ 348,317          |
| Donations and Fundraising                           | \$ 75,228           | \$ 1,861            |
| Contracts   | \$ 14,115           | \$ 26,115           |
| Other Income  | \$ 7,454            | \$ 8,049            |
| <b>Total Revenue</b>                                | <b>\$ 1,545,198</b> | <b>\$ 1,275,756</b> |
| <b>Expenses</b>                                     |                     |                     |
| Salaries and benefits                               | \$ 867,327          | \$ 946,778          |
| REEP House demonstration properties:                |                     |                     |
| Construction (demolition, renovation)               | \$ 170,183          | \$ 13,753           |
| Energy and water demonstration features             | \$ 98,825           | \$ 15,005           |
| Site work and skills development                    | \$ 53,647           | \$ 35,437           |
| Architectural design and project management         | \$ 48,111           | \$ 22,248           |
| Software and technical displays                     | \$ 44,384           | \$ 500              |
| Green Communities Canada quality assurance fees     | \$ 70,394           | \$ 80,649           |
| Outreach  | \$ 46,332           | \$ 36,157           |
| Contracted services                                 | \$ 43,314           | \$ 24,585           |
| Occupancy   | \$ 38,604           | \$ 32,018           |
| Office  | \$ 10,706           | \$ 14,295           |
| Communications                                      | \$ 10,258           | \$ 14,052           |
| Amortization  | \$ 8,930            | \$ 7,985            |
| Insurance   | \$ 8,665            | \$ 8,196            |
| Interest and bank charges                           | \$ 3,210            | \$ 2,577            |
| Training and development                            | \$ 2,736            | \$ 18,510           |
| Organizational development                          | \$ 2,297            | \$ 5,545            |
| Travel  | \$ 1,680            | \$ 3,657            |
| <b>Total Expenses</b>                               | <b>\$ 1,529,603</b> | <b>\$ 1,281,947</b> |
| <b>Excess (Deficiency) of Revenue Over Expenses</b> | <b>\$ 15,595</b>    | <b>\$ (6,191)</b>   |

## Revenue Breakdown





## Thanks to our 2010 interns and co-op students:

Joseph Lance  
 Levi Oakey  
 Amy Sinclair  
 Anne Marie Wetter  
 Veronica Zaretski

## Thanks to the volunteers, friends, and mentors who contributed their valuable time, skills and expertise through 2010.

Stephen Dixon, TdS Dixon Inc.  
 Tricia Enns  
 Fred Hunsberger  
 Anne Janakovic  
 Aleda Klassen  
 James Malvern, Kay Professional Corporation  
 Judy Paul



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REEP is a registered charity under the name  
 Waterloo Region Green Solutions.



REEP is a member of Green Communities Canada, a national association of non-profit organizations that deliver practical solutions to Canadian households. Our ecoENERGY, Well Aware, and RAIN programs are available through this membership.