



## IN THE NEWS

### Royal Homes partners with Habitat for Humanity for a local project

Here's a write-up supplied by Habitat for Humanity Sarnia/Lambton that summarizes their experience on this build:

Habitat for Humanity Sarnia/Lambton is a non-profit organization that builds and sells simple, decent, and affordable homes to deserving families in Sarnia and Lambton County for a \$0-down, 0%-interest, 20-year, Habitat-held mortgage. They do not give homes away. Rather, their partner families are homeowners in every sense of the word.

Each family's geared-to-income, monthly mortgage payments are paid to Habitat who, in turn, channels 100% of this mortgage revenue back into building more homes. As of December 2016, Habitat has built new, or renovated and re-sold, 39 houses in Sarnia and Lambton County, providing transformational home ownership opportunities for 46 local families and giving 148 individuals a place to call 'home'.

However, Habitat Sarnia/Lambton has always struggled with the logistics and efficiency of building homes for families in rural Lambton County. In pursuit of expediting rural builds more effectively, Habitat reached out to the team at Royal Homes. The senior leadership team at Royal Homes were incredibly receptive to the challenge of

helping Habitat for Humanity to address this issue. While Royal Homes had previously supported their local Habitat affiliate through the provision of construction materials, they had never entertained a full partnership with Habitat. What resulted was a first-of-its kind partnership between the NPO and the Royal Homes team.

Two families in the small Village of Watford in rural southwestern Ontario needed homes. Habitat wanted to build two semi-detached homes for these families and Royal Homes was excited to help. The premise of the partnership was simple. Habitat would work with its volunteer teams and local suppliers to prepare the foundations for the homes. Royal Homes would build, then deliver the 'shells' of the homes, where after Habitat – and its team of dedicated volunteers – would complete the homes.

Monday, December 5th, 2016 was a very cold, sunny day in Watford. With the assistance of a 160-ton crane and operators donated by Mammoet Canada—and lots of interest from community members who stopped by to watch— the two homes were set on the foundations. Both homes had Tyvec'd exteriors with soffit and fascia in place, shingled roofs, windows, doors, in-wall electrical, interior drywall completed with painter's primer already in place. In the days since, volunteer teams are already hard at work getting the homes ready for the two Habitat families.

The Watford homes are part of the Jimmy & Rosalynn Carter 2017 Work Project and are also two of 150 homes that will be celebrated as part of a Habitat, Canada-wide project in celebration of our country's 150th Anniversary. The keys to each home will be given to the two families during the week of July 9th, 2017.



Royal Homes is proud we were able to turn this dream into a reality and we hope these homes bring smiles and happiness to their new owners.

## INDUSTRY INSIDER

### How to Build Homes in the Winter:

Why building houses doesn't need to be seasonal

Have you ever wondered why home building the traditional way stops over the winter? Well you shouldn't! It's pretty hard to build homes in the cold, not to mention the reduced daylight hours and dealing with ice and snow. It's almost impossible to orchestrate a stick-built home outside during the winter.

Ask any homebuilder that had a project stretch into the colder seasons and he or she will tell you how miserable of an ordeal it is.

In Canada, we have a relatively short building season, especially as you travel further north. Areas like Northern Ontario, which are prime cottage country, are surging in popularity as many homeowners and cottagers long to get out of the city. The winter, however, makes it more difficult to build these homes.

The seasonality of construction is part of why the demand for new homes peaks and falls depending on the time of the year. Supply of homes increases in the summer, and drops off in the winter.

But what would happen if supply didn't decrease over the winter? Would the demand remain? Most likely. The [Financial Post stated](#) that Canada's property market is so fired up, there's no worry about demand—it's all about the supply.

Building houses indoors is an ideal solution to maintaining an ongoing supply of new homes. Prefabricated homes don't rely on the weather to be built, which makes it the best way to build homes over the winter. Inside our factory, workers are able to work without having to worry about keeping warm, protecting materials from cold and wet snow, and short daylight hours.

Building homes indoors not only creates a more consistent product, the comfortable environment also makes it a pleasant experience for everyone involved.

Of course, while it's possible to keep building homes over the winter, installing them on the site is a different story. The winter makes it difficult to dig out and prepare a site, so that's a step that still needs to be planned around weather conditions.

Regardless, being able to continue home construction while the snow falls is a fantastic viable solution to the limitations of new home building. This is especially the case in cottage country where it is difficult to get a construction crew, even if the weather is cooperating.

To meet the ever-growing demand for new homes, building non-stop throughout the year might be the best, and perhaps only, solution!

## ANNOUNCEMENTS

This winter we'll be celebrating more major milestones of some Royal Homes team members.

For anniversaries this winter, in December we're pleased to celebrate Andrew Procter's 5th year at Royal Homes. This February, Melissa Jacklin will commemorate her 15th anniversary and Dennis Dobson will have honoured us for an incredible 30 years.

In December, Terry Lee, Trevor Stacey, Brandon Ross, Tim Thompson, Buffy Irwin, Brendon Hudson, James McKenna, Eric Ortman, Mark Weiss, and Jolene Dodds are all celebrating birthdays. In January, we've also got Melissa Jacklin, Leslie Heslip, Scott Stevenson, Jeff Haldenby, Steven O'Handley, Mary Boyko, Dale McFarlan, Shaun Ferguson, Jeff Wright, Calvin Quipp, Gregory Carpenter, Yudel Jiminez, Bryan Shaw, and Denise Thalen celebrating birthdays. Last but not least, are our very special February birthdays: Jordan Jacklin, Roger Binkley, Kevin Good, Mark Fellows, Brian McGuire, Peter Herlufsen, Christine Johnston, Ronald Robertson, Kenneth Quipp, Ian McLellan, and Cathy Mulholland

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