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### **Return of Organization Exempt From Income Tax**

OMB No 1545-0047

2010

**Open to Public Inspection** 

Department of the Treasury Internal Revenue Service

Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except black lung benefit trust or private foundation)

▶ The organization may have to use a copy of this return to satisfy state reporting requirements For the 2010 calendar year, or tax year beginning 2010, and ending December 31 , 20 10 January 1 C Name of organization Tarion Warranty Corporation D Employer identification number Check if applicable Doing Business As 98-0197825 Address change Number and street (or P O box if mail is not delivered to street address) Room/suite E Telephone number Name change 5160 Yonge Street 12th Floor 416 229-3800 Initial return City or town, state or country, and ZIP + 4 Terminated North York, Canada, M1P-5J4 G Gross receipts \$ 46,704,738 Amended return F Name and address of principal officer Howard Bogach H(a) Is this a group return for affiliates? Yes No Application pending H(b) Are all affiliates included? Yes No. If "No," attach a list (see instructions) 501(c)(3) 501(c) ( 4 ) ◀ (insert no ) ☐ 4947(a)(1) or Tax-exempt status Website: ▶ www.tarion.com H(c) Group exemption number ▶ Form of organization Corporation Trust M State of legal domicile Association ☐ Other ▶ L Year of formation Part I Summary Briefly describe the organization's mission or most significant activities: Tarion is responsible for administering the Ontario New Home Warranties Plan Act, which outlines the warranty protection that new home and Activities & Governance condominium builders. The primary purpose of Tarion is to ensure that builders abide by this legislation and to step in to protect consumers when builders fail to fulfill their warranty obligations. Check this box ► ☐ if the organization discontinued its operations or disposed of more than 25% of its net assets. 3 Number of voting members of the governing body (Part VI, line 1a) . . . . . . . 3 17 Number of independent voting members of the governing body (Part VI, line 1b) 4 16 5 Total number of individuals employed in calendar year 2010 (Part V, line 2a) 5 230 6 0 Total number of volunteers (estimate if necessary) . . . . . . Total unrelated business revenue from Part VIII, column (C), line 12 7a 14.616.991 Net unrelated business taxable income from Form 990-T, line 34 7b ScheduleO **Current Year** Contributions and grants (Part VIII, line 1h). Revenue 28.109.146 32.087.747 9 Program service revenue (Part VIII, line 2g) Investment income (Pan VIII) column (A), lines 3, 4, and 7d) . . . . 14,014,258 10 13,539,116 Other evenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e) . . . Total revenue add inces (https://www.prough.jt.) (must equal Part VIII, column (A), line 12) 11 357,290 602,733 12 42,005,552 46,704,738 13 14 15 Salaries, other compensation, employee benefits (Part IX, column (A), lines 5–10) 21,520,088 23,879,604 16a Professional fundraising fees (Part IX, column (A), line 11e) . . . . . . Total fundraising expenses (Part IX, column (D), line 25) ▶ 17 Other expenses (Part IX, column (A), lines 11a-11d, 11f-24f) . . . . . 16,174,358 -2.759.295 21,120,309 18 Total expenses. Add lines 13-17 (must equal Part IX, column (A), line 25) 37,694,446 Revenue less expenses. Subtract line 18 from line 12 4,311,106 25.584.429 Beginning of Current Year End of Year 20 Total assets (Part X, line 16) 318,090,656 357,556,835 205,835,275 202,237,565 21 Total liabilities (Part X, line 26) 155,319,270 22 Net assets or fund balances. Subtract line 21 from line 20 112,255,381 Signature Block Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete Declaration of preparer (other than officer) is based on all information of which preparer has any knowledge Signature of officer Sign Here V.P. Amo CFO. EDMOND LEE Type or print name and title Print/Type preparer's name Date Preparer's signature Paid Check | If self-employed **Preparer** Firm's name Firm's EIN ▶ Use Only Firm's address ▶ Phone no May the IRS discuss this return with the preparer shown above? (see instructions) Yes No Form **990** (2010)

For Paperwork Reduction Act Notice, see the separate instructions.

| Part | Statement of Program Service Accomplishments Check if Schedule O contains a response to any question in this Part III   |
|------|---|
| 1    | Briefly describe the organization's mission:  |
|      | Regulators of the new home building industry in Ontario. Tarion licenses all new homes and condominum builders  |
|      | in the province and administer the New home warranty program to ensures that all new homeowners receives the New Home Warranty coverage entitled to by law.   |
|      |   |
| 2    | Did the organization undertake any significant program services during the year which were not listed on the prior Form 990 or 990-EZ?  |
| 3    | If "Yes," describe these new services on Schedule O.  Did the organization cease conducting, or make significant changes in how it conducts, any program services?  |
|      | services?   |
| 4    | Describe the exempt purpose achievements for each of the organization's three largest program services by expenses. Section 501(c)(3) and 501(c)(4) organizations and section 4947(a)(1) trusts are required to report the amount of grants and allocations to others, the total expenses, and revenue, if any, for each program service reported |
|      | (Code: 524298 ) (Expenses \$ -1,195,153 including grants of \$ ) (Revenue \$ 28,824,453 )   |
|      | Home Enrolment fees   |
|      | Tarion ensures that all new homeowners receive the New Home Warranty Coverage that they are entitled to by law.   |
|      | New home enrolment fees from new home buyers in Ontario are invested and when required are used to settle claims from homeowners as a result of warranty breach by the builders.  |
|      | **Expenses were negative in 2010 from net claim warranty expenses as a result of large write-downs of claim reserves not required and from large claim recoveries**   |
|      |   |
|      |   |
| 4b   | (Code: 524298 ) (Expenses \$ 2,430,659 including grants of \$ ) (Revenue \$ 3,263,294 )  Builder Registration & Renewal Fees  |
|      | All builders and vendors must be registered with Tarion in order to build or sell homes and condominiums legally in Ontario.  |
|      |   |
|      |   |
| 4c   | (Code:) (Expenses \$ including grants of \$) (Revenue \$)   |
|      |   |
|      |   |
|      |   |
|      |   |
|      |   |
|      |   |
|      |   |
| 4d   | Other program services. (Describe in Schedule O.)   |
|      | (Expenses \$ including grants of \$ ) (Revenue \$ )   |
| 4e   | Total program service expenses ▶ 1,235,506  |

| Part | V Checklist of Required Schedules   |     |          |    |
|------|---|-----|----------|----|
|      |   |     | Yes      | No |
| 1    | Is the organization described in section 501(c)(3) or 4947(a)(1) (other than a private foundation)? If "Yes,"   |     |          |    |
|      | complete Schedule A   | 1   |          | ✓  |
| 2    | Is the organization required to complete Schedule B, Schedule of Contributors? (see instructions)   | 2   |          | 1  |
| 3    | Did the organization engage in direct or indirect political campaign activities on behalf of or in opposition to candidates for public office? <i>If</i> "Yes," <i>complete Schedule C, Part I</i>  | 3   |          | 1  |
| 4    | <b>Section 501(c)(3) organizations.</b> Did the organization engage in lobbying activities, or have a section 501(h) election in effect during the tax year? <i>If "Yes," complete Schedule C, Part II</i>  | 4   |          | 1  |
| 5    | Is the organization a section 501(c)(4), 501(c)(5), or 501(c)(6) organization that receives membership dues, assessments, or similar amounts as defined in Revenue Procedure 98-19? If "Yes," complete Schedule C, Part III                         |     |          | 1  |
| 6    | Did the organization maintain any donor advised funds or any similar funds or accounts where donors have the right to provide advice on the distribution or investment of amounts in such funds or accounts? If "Yes," complete Schedule D, Part I  | 6   |          | 1  |
| 7    | Did the organization receive or hold a conservation easement, including easements to preserve open space, the environment, historic land areas, or historic structures? If "Yes," complete Schedule D, Part II                                      | 7   |          | 1  |
| 8    | Did the organization maintain collections of works of art, historical treasures, or other similar assets? If "Yes," complete Schedule D, Part III   | 8   |          | 1  |
| 9    | Did the organization report an amount in Part X, line 21; serve as a custodian for amounts not listed in Part X; or provide credit counseling, debt management, credit repair, or debt negotiation services? If "Yes," complete Schedule D, Part IV | 9   |          | 1  |
| 10   | Did the organization, directly or through a related organization, hold assets in term, permanent, or quasi-<br>endowments? If "Yes," complete Schedule D, Part V  | 10  |          | 1  |
| 11   | If the organization's answer to any of the following questions is "Yes," then complete Schedule D, Parts VI, VIII, VIII, IX, or X as applicable.  |     |          |    |
| а    | Did the organization report an amount for land, buildings, and equipment in Part X, line 10? If "Yes," complete Schedule D, Part VI   | 11a | 1        |    |
| b    | Did the organization report an amount for investments—other securities in Part X, line 12 that is 5% or more of its total assets reported in Part X, line 16? If "Yes," complete Schedule D, Part VII   | 11b |          |    |
| С    | Did the organization report an amount for investments—program related in Part X, line 13 that is 5% or more of its total assets reported in Part X, line 16? If "Yes," complete Schedule D, Part VIII   | 11c |          |    |
| d    | Did the organization report an amount for other assets in Part X, line 15 that is 5% or more of its total assets reported in Part X, line 16? If "Yes," complete Schedule D, Part IX  | 11d |          |    |
| е    | Did the organization report an amount for other liabilities in Part X, line 25? If "Yes," complete Schedule D, Part X   | 11e |          |    |
| f    | Did the organization's separate or consolidated financial statements for the tax year include a footnote that addresses the organization's liability for uncertain tax positions under FIN 48 (ASC 740)? If "Yes," complete Schedule D, Part $X$ .  | 11f |          |    |
| 12 a | Did the organization obtain separate, independent audited financial statements for the tax year? If "Yes," complete Schedule D, Parts XI, XII, and XIII   | 12a | 1        |    |
| b    | Was the organization included in consolidated, independent audited financial statements for the tax year? If "Yes," and if the organization answered "No" to line 12a, then completing Schedule D, Parts XI, XII, and XIII is optional              | 12b |          | 1  |
| 13   | Is the organization a school described in section 170(b)(1)(A)(ii)? If "Yes," complete Schedule E   | 13  |          | 1  |
| 14 a | Did the organization maintain an office, employees, or agents outside of the United States?   | 14a | <b>✓</b> | ļ  |
| b    | business, and program service activities outside the United States? If "Yes," complete Schedule F, Parts I and IV   | 14b | 1        |    |
| 15   | Did the organization report on Part IX, column (A), line 3, more than \$5,000 of grants or assistance to any organization or entity located outside the United States? If "Yes," complete Schedule F, Parts II and IV                               | 15  |          | 1  |
| 16   | Did the organization report on Part IX, column (A), line 3, more than \$5,000 of aggregate grants or assistance to individuals located outside the United States? If "Yes," complete Schedule F, Parts III and IV                                   | 16  |          | 1  |
| 17   | Did the organization report a total of more than \$15,000 of expenses for professional fundraising services on Part IX, column (A), lines 6 and 11e <sup>9</sup> If "Yes," complete Schedule G, Part I (see instructions)                           | 17  |          | 1  |
| 18   | Did the organization report more than \$15,000 total of fundraising event gross income and contributions on Part VIII, lines 1c and 8a? If "Yes," complete Schedule G, Part II  | 18  |          | 1  |
| 19   | Did the organization report more than \$15,000 of gross income from gaming activities on Part VIII, line 9a? If "Yes," complete Schedule G, Part III  | 19  |          | 1  |
| 20 a | Did the organization operate one or more hospitals? If "Yes," complete Schedule H   | 20a |          | 1  |
| b    | If "Yes" to line 20a, did the organization attach its audited financial statements to this return? <b>Note.</b> Some Form 990 filers that operate one or more hospitals must attach audited financial statements (see instructions)                 | 20h |          |    |

| Part     | V Checklist of Required Schedules (continued)   |            | _        | -3-      |
|----------|---|------------|----------|----------|
|          |   |            | Yes      | No       |
| 21       | Did the organization report more than \$5,000 of grants and other assistance to governments and organizations in the United States on Part IX, column (A), line 1? If "Yes," complete Schedule I, Parts I and II  | 21         |          | 1        |
| 22       | Did the organization report more than \$5,000 of grants and other assistance to individuals in the United States on Part IX, column (A), line 2? If "Yes," complete Schedule I, Parts I and III   | 22         |          | 1        |
| 23       | Did the organization answer "Yes" to Part VII, Section A, line 3, 4, or 5 about compensation of the organization's current and former officers, directors, trustees, key employees, and highest compensated employees? If "Yes," complete Schedule J  | 23         | <b>→</b> |          |
| 24a      | Did the organization have a tax-exempt bond issue with an outstanding principal amount of more than \$100,000 as of the last day of the year, that was issued after December 31, 2002? If "Yes," answer lines 24b through 24d and complete Schedule K. If "No," go to line 25                         | 24a        | -        | 1        |
|          | Did the organization invest any proceeds of tax-exempt bonds beyond a temporary period exception? Did the organization maintain an escrow account other than a refunding escrow at any time during the year to defease any tax-exempt bonds?  | 24b<br>24c |          |          |
| d<br>25a | Did the organization act as an "on behalf of" issuer for bonds outstanding at any time during the year? Section 501(c)(3) and 501(c)(4) organizations. Did the organization engage in an excess benefit transaction with a disqualified person during the year? If "Yes," complete Schedule L, Part I | 24d<br>25a |          | <b>✓</b> |
| b        | Is the organization aware that it engaged in an excess benefit transaction with a disqualified person in a prior year, and that the transaction has not been reported on any of the organization's prior Forms 990 or 990-EZ? If "Yes," complete Schedule L, Part I                                   | 25b        |          |          |
| 26       | Was a loan to or by a current or former officer, director, trustee, key employee, highly compensated employee, or disqualified person outstanding as of the end of the organization's tax year? If "Yes," complete Schedule L, Part II  | 26         |          | 1        |
| 27       | Did the organization provide a grant or other assistance to an officer, director, trustee, key employee, substantial contributor, or a grant selection committee member, or to a person related to such an individual? If "Yes," complete Schedule L, Part III  | 27         |          | 1        |
| 28       | Was the organization a party to a business transaction with one of the following parties (see Schedule L, Part IV instructions for applicable filing thresholds, conditions, and exceptions):   |            |          |          |
| a<br>b   | A current or former officer, director, trustee, or key employee? If "Yes," complete Schedule L, Part IV   | 28a<br>28b |          | 1        |
| С        | An entity of which a current or former officer, director, trustee, or key employee (or a family member thereof) was an officer, director, trustee, or direct or indirect owner? If "Yes," complete Schedule L, Part IV .  | 28c        |          | 1        |
| 29<br>30 | Did the organization receive more than \$25,000 in non-cash contributions? <i>If "Yes," complete Schedule M</i> Did the organization receive contributions of art, historical treasures, or other similar assets, or qualified conservation contributions? <i>If "Yes," complete Schedule M</i>       | 29         |          | <b>√</b> |
| 31       | Did the organization liquidate, terminate, or dissolve and cease operations? <i>If "Yes," complete Schedule N, Part I</i>   | 30         |          | <b>✓</b> |
| 32       | Did the organization sell, exchange, dispose of, or transfer more than 25% of its net assets? If "Yes," complete Schedule N, Part II  | 31         |          | <b>√</b> |
| 33       | Did the organization own 100% of an entity disregarded as separate from the organization under Regulations sections 301.7701-2 and 301.7701-3? If "Yes," complete Schedule R, Part I  | 33         |          | <b>√</b> |
| 34       | Was the organization related to any tax-exempt or taxable entity? If "Yes," complete Schedule R, Parts II, III, IV, and V, line 1   |            |          |          |
| 35       | Is any related organization a controlled entity within the meaning of section 512(b)(13)?   | 34         |          | 1        |
| а        | Did the organization receive any payment from or engage in any transaction with a controlled entity within the meaning of section 512(b)(13)? If "Yes," complete Schedule R, Part V, line 2   |            | -        | •        |
| 36       | Section 501(c)(3) organizations. Did the organization make any transfers to an exempt non-charitable related organization? If "Yes," complete Schedule R, Part V, line 2  | 36         |          | <b>✓</b> |
| 37       | Did the organization conduct more than 5% of its activities through an entity that is not a related organization and that is treated as a partnership for federal income tax purposes? <i>If "Yes," complete Schedule R</i> ,   |            |          |          |
| 38       | Part VI   | 37         | 1        | <b>✓</b> |
|          |   |            | . •      |          |

**c** Enter the amount of reserves on hand

| orm 99    | 90 (2010)  |   | I            | Page \$  |
|-----------|--|---|--------------|--|
| Part Part |  |   |              | _  |
|           | Check if Schedule O contains a response to any question in this Part V   | <u>· · · </u>                           | · · ·        | <u> </u>   |
| 4         | 5 - 11 - 1 - 12 D 0 - 15 - 1400 5 - 0 17 - 1 - 14-1 - 0  |   | Yes          | No   |
| 1a        | Enter the number reported in Box 3 of Form 1096. Enter -0- if not applicable 1a 0  Enter the number of Forms W-2G included in line 1a. Enter -0- if not applicable |   |              | ,**  |
| b         | Enter the number of Forms W-2G included in line 1a. Enter -0- if not applicable  | 37                                      | Ì Ì          |  |
| С         | reportable gaming (gambling) winnings to prize winners?  | 1c                                      |              |  |
| 2a        | Enter the number of employees reported on Form W-3, Transmittal of Wage and Tax  | 10                                      | v            | 200  |
| 20        | Statements, filed for the calendar year ending with or within the year covered by this return  2a  0   | , šv                                    | ,            | · z^   |
| b         | If at least one is reported on line 2a, did the organization file all required federal employment tax returns? .   | 2b                                      |              |  |
| b         | Note. If the sum of lines 1a and 2a is greater than 250, you may be required to e-file. (see instructions)   |   |              |  |
| За        | Did the organization have unrelated business gross income of \$1,000 or more during the year?  | 3a                                      | <b>-</b>     |  |
| b         | If "Yes," has it filed a Form 990-T for this year? If "No," provide an explanation in Schedule O   | 3b                                      | <u> </u>     | 1  |
| 4a        | At any time during the calendar year, did the organization have an interest in, or a signature or other authority  | <u> </u>                                |              | <b>,</b>   |
|           | over, a financial account in a foreign country (such as a bank account, securities account, or other financial   |   |              |  |
|           | account)?  | 4a                                      |              | ✓  |
| b         | If "Yes," enter the name of the foreign country: ▶   | 344                                     | 1 1/2        | 5  |
|           | See instructions for filing requirements for Form TD F 90-22.1, Report of Foreign Bank and Financial Accounts.   | 3.3                                     |              | ×.   |
| 5a        | Was the organization a party to a prohibited tax shelter transaction at any time during the tax year?  | 5a                                      |              | 1  |
| b         | Did any taxable party notify the organization that it was or is a party to a prohibited tax shelter transaction?   | 5b                                      |              | 1  |
| С         | If "Yes" to line 5a or 5b, did the organization file Form 8886-T?  | 5c                                      |              |  |
| 6a        | Does the organization have annual gross receipts that are normally greater than \$100,000, and did the   |   |              |  |
|           | organization solicit any contributions that were not tax deductible?   | 6a                                      |              | ✓  |
| b         | If "Yes," did the organization include with every solicitation an express statement that such contributions or   |   |              |  |
|           | gifts were not tax deductible?   | 6b                                      |              | ļ  |
| 7         | Organizations that may receive deductible contributions under section 170(c).  |   | 347647       | 1,3a.  |
| а         | Did the organization receive a payment in excess of \$75 made partly as a contribution and partly for goods  |   | ů            | , , ,  |
|           | and services provided to the payor?  | 7a                                      |              |  |
| b         | If "Yes," did the organization notify the donor of the value of the goods or services provided?  | 7b                                      |              | <del> </del>                                     |
| С         | Did the organization sell, exchange, or otherwise dispose of tangible personal property for which it was required to file Form 8282?                               | 7c                                      |              |  |
| d         | If "Yes," indicate the number of Forms 8282 filed during the year  | 10                                      | -            | -  |
| e         | Did the organization receive any funds, directly or indirectly, to pay premiums on a personal benefit contract?  | 7e                                      |              |  |
| f         | Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract?.  | 7f                                      |              | 1  |
| g<br>g    | If the organization received a contribution of qualified intellectual property, did the organization file Form 8899 as required?                                   | 7g                                      |              | <del>                                     </del> |
| h         | If the organization received a contribution of cars, boats, airplanes, or other vehicles, did the organization file a Form 1098-C?                                 | 7h                                      |              | <del>                                     </del> |
| 8         | Sponsoring organizations maintaining donor advised funds and section 509(a)(3) supporting  |   |              |  |
|           | organizations. Did the supporting organization, or a donor advised fund maintained by a sponsoring   |   |              | *  |
|           | organization, have excess business holdings at any time during the year?   | 8                                       |              |  |
| 9         | Sponsoring organizations maintaining donor advised funds.  | ***                                     | ;            |  |
| а         | Did the organization make any taxable distributions under section 4966?  | 9a                                      |              | <u> </u>   |
| b         | Did the organization make a distribution to a donor, donor advisor, or related person?   | 9b                                      |              | ļ  |
| 10        | Section 501(c)(7) organizations. Enter:  | - 200 (SE)                              |              |  |
| а         | Initiation fees and capital contributions included on Part VIII, line 12   |   |              |  |
| b         | Gross receipts, included on Form 990, Part VIII, line 12, for public use of club facilities . 10b  | - · · ` · · · · · · · · · · · · · · · · |              | İ  |
| 11        | Section 501(c)(12) organizations. Enter  | 1 2                                     |              | İ  |
| a         | Gross income from members or shareholders  | ┨ ``゙                                   | *            |  |
| b         | Gross income from other sources (Do not net amounts due or paid to other sources against amounts due or received from them.)                                       |   |              |  |
| 120       | against amounts due or received from them.)  | 12a                                     |              | 1 -  |
| 12a<br>b  | If "Yes," enter the amount of tax-exempt interest received or accrued during the year   12b  | 128                                     | <del> </del> |  |
| 13        | Section 501(c)(29) qualified nonprofit health insurance issuers.   |   |              |  |
| ıо<br>a   | Is the organization licensed to issue qualified health plans in more than one state?   | 13a                                     | <del> </del> | <del>                                     </del> |
| a         | Note. See the instructions for additional information the organization must report on Schedule O.  |   |              | -  |
| b         | Enter the amount of reserves the organization is required to maintain by the states in which   |   | 1            |  |
|           | the organization is licensed to issue qualified health plans   | 1 27                                    |              |  |

14a Did the organization receive any payments for indoor tanning services during the tax year? . . . . . .

**b** If "Yes," has it filed a Form 720 to report these payments? If "No," provide an explanation in Schedule O

14a

13c

| 0/11/1 33 | ·  |               |                 | age o                                   |
|-----------|--|---------------|-----------------|---|
| Part \    | Governance, Management, and Disclosure For each "Yes" response to lines 2 through 7b be "No" response to line 8a, 8b, or 10b below, describe the circumstances, processes, or change                                 |               |                 |   |
|           | O. See <i>instructions.</i> Check if Schedule O contains a response to any question in this Part VI  |               |                 | [ <b>7</b> ]                            |
| Section   | on A. Governing Body and Management  |               |                 | <del>-</del>                            |
| occin     | on A. doverning body and Management  | $\overline{}$ | Yes             | No                                      |
| 1a        | Enter the number of voting members of the governing body at the end of the tax year 11a 17   | 1.00          |                 |   |
| b         | Enter the number of voting members included in line 1a, above, who are independent . 1b 16   |               | 9               |   |
| 2         | Did any officer, director, trustee, or key employee have a family relationship or a business relationship with   |               |                 |   |
| _         | any other officer, director, trustee, or key employee?   | 2             |                 | <i>✓</i>                                |
| 3         | Did the organization delegate control over management duties customarily performed by or under the direct supervision of officers, directors or trustees, or key employees to a management company or other person?  | 3             |                 | <u>·</u> ✓                              |
| 4         | Did the organization make any significant changes to its governing documents since the prior Form 990 was filed?   | 4             |                 | <b>√</b>                                |
| 5         | Did the organization become aware during the year of a significant diversion of the organization's assets?   | 5             |                 | <u>√</u>                                |
| 6         | Does the organization have members or stockholders?  | 6             | <b>✓</b>        |   |
| 7a        | Does the organization have members, stockholders, or other persons who may elect one or more members   |               |                 |   |
|           | of the governing body?   | 7a            | <b>✓</b>        |   |
| b         | Are any decisions of the governing body subject to approval by members, stockholders, or other persons?  | 7b            | <b>√</b>        |   |
| 8         | Did the organization contemporaneously document the meetings held or written actions undertaken during   | 13/8          | 43° A           | , ;                                     |
|           | the year by the following:   |               | ٠,              | أفظينا                                  |
| а         | The governing body?  | 8a            | <b>/</b>        | *************************************** |
| b         | Each committee with authority to act on behalf of the governing body?  | 8b            | 1               |   |
| 9         | Is there any officer, director, trustee, or key employee listed in Part VII, Section A, who cannot be reached at   |               |                 |   |
|           | the organization's mailing address? If "Yes," provide the names and addresses in Schedule O  | 9             |                 | ✓                                       |
| Section   | on B. Policies (This Section B requests information about policies not required by the Internal Reven  | ue Co         | ode.)           |   |
|           |  |               | Yes             | No                                      |
| 10a       | Does the organization have local chapters, branches, or affiliates?  | 10a           |                 | <b>√</b>                                |
|           | If "Yes," does the organization have written policies and procedures governing the activities of such  |               |                 |   |
|           | chapters, affiliates, and branches to ensure their operations are consistent with those of the organization? .   | 10b           |                 |   |
| 11a       | Has the organization provided a copy of this Form 990 to all members of its governing body before filing the form?   | 11a           |                 | <b>✓</b>                                |
| b         | Describe in Schedule O the process, if any, used by the organization to review this Form 990.  |               | ,               |   |
| 12a       | Does the organization have a written conflict of interest policy? If "No," go to line 13   | 12a           | <b>✓</b>        |   |
|           | Are officers, directors or trustees, and key employees required to disclose annually interests that could give   |               |                 |   |
|           | rise to conflicts?   | 12b           | ✓               |   |
|           | Does the organization regularly and consistently monitor and enforce compliance with the policy? If "Yes," describe in Schedule O how this is done.  | 12c           |                 | ✓                                       |
| 13        | Does the organization have a written whistleblower policy?   | 13            | <b>√</b>        |   |
| 14        | Does the organization have a written document retention and destruction policy?  | 14            | <b>✓</b>        | . 34                                    |
| 15        | Did the process for determining compensation of the following persons include a review and approval by independent persons, comparability data, and contemporaneous substantiation of the deliberation and decision? |               | `<br>_ <u>-</u> |   |
| а         | The organization's CEO, Executive Director, or top management official   | 15a           | <b>√</b>        |   |
| b         | Other officers or key employees of the organization  | 15b           | ✓               |   |
| 16a       | If "Yes" to line 15a or 15b, describe the process in Schedule O. (See instructions.)   |               |                 |   |
| b         | If "Yes," has the organization adopted a written policy or procedure requiring the organization to evaluate its  | 16a           |                 | <b>✓</b><br>3.2<br>\$.8                 |
|           | participation in joint venture arrangements under applicable federal tax law, and taken steps to safeguard the organization's exempt status with respect to such arrangements?                                       | 16b           | ,               | 2.5                                     |
| Section   | on C. Disclosure   |               |                 |   |
| 17        | List the states with which a copy of this Form 990 is required to be filed ▶ n/a   |               |                 |   |
| 18        | Section 6104 requires an organization to make its Forms 1023 (or 1024 if applicable), 990, and 990-T (501(c)(3 for public inspection. Indicate how you make these available. Check all that apply.                   | )s only       | y) ava          | ilable                                  |
|           | ☐ Own website ☐ Another's website ☑ Upon request   |               |                 |   |
| 19        | Describe in Schedule O whether (and if so, how), the organization makes its governing documents, conflict of   | of inter      | rest p          | olicy,                                  |
|           | and financial statements available to the public.  |               |                 |   |
| 20        | State the name, physical address, and telephone number of the person who possesses the books and records   | of the        | )               |   |
|           | organization: ► Ramesh Ramator, 5160 Yonge Street 12th Floor, Toronto, ON Canada 416-229-3825  |               |                 |   |

| Form ! | മമവ ഗ | 2በ1በ | ı۱ |
|--------|-------|------|----|

### Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees. and Independent Contractors

### Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees

1a Complete this table for all persons required to be listed. Report compensation for the calendar year ending with or within the organization's tax year.

- · List all of the organization's current officers, directors, trustees (whether individuals or organizations), regardless of amount of compensation. Enter -0- in columns (D), (E), and (F) if no compensation was paid.
  - List all of the organization's current key employees, if any. See instructions for definition of "key employees."
- List the organization's five current highest compensated employees (other than an officer, director, trustee, or key employee) who received reportable compensation (Box 5 of Form W-2 and/or Box 7 of Form 1099-MISC) of more than \$100,000 from the organization and any related organizations.
- List all of the organization's former officers, key employees, and highest compensated employees who received more than \$100,000 of reportable compensation from the organization and any related organizations.
- List all of the organization's former directors or trustees that received, in the capacity as a former director or trustee of the organization, more than \$10,000 of reportable compensation from the organization and any related organizations.

List persons in the following order: individual trustees or directors; institutional trustees; officers; key employees; highest compensated employees; and former such persons.

| Check this box if neither the organization nor |   | d orga         | anız                 |         |  | ompe                         | nsa         |   |  |  |
|--|---|----------------|----------------------|---------|--|------------------------------|-------------|---|--|--|
| (A)  | (B)   | _              |                      | . (0    | -  |                              |             | (D)   | (E)  | (F)  |
| Name and Title                                 | Average hours per week (describe hours for related organizations in Schedule O) | Individual tro | nstitutional trustee | Officer | Rey employee                                     | Highest compensated employee | oly) Former | Reportable compensation from the organization (W-2/1099-MISC) | Reportable<br>compensation from<br>related<br>organizations<br>(W-2/1099-MISC) | Estimated amount of other compensation from the organization and related organizations |
| (1) See Note #3 (list of Officers, etc)        |   |                |                      |         |  |                              |             |   |  |  |
| (2)  |   |                |                      |         |  |                              |             |   |  |  |
| (3)  |   |                |                      |         |  |                              |             |   |  |  |
| (4)  |   |                |                      |         |  |                              |             |   |  |  |
| (5)  |   |                |                      |         |  |                              |             |   |  |  |
| (6)  |   | <br>           |                      |         |  |                              |             |   |  |  |
| (7)  |   |                |                      |         |  |                              |             |   |  |  |
| (8)  |   |                |                      |         |  |                              |             |   | -  |  |
| (9)  |   |                |                      |         | <del>                                     </del> |                              |             |   |  |  |
| (10)   |   |                |                      | -       |  |                              |             |   |  |  |
| (11)   |   |                |                      | -       | -  |                              |             |   |  |  |
| (12)   |   |                |                      |         |  | _                            |             | _   |  |  |
| (13)   |   |                |                      | -       |  | -                            |             |   |  |  |
| (14)   | -   |                |                      |         |  |                              | -           |   |  |  |
| (15)   | •   |                |                      |         |  |                              |             | -   |  |  |
| (16)   |   |                |                      |         |  |                              |             | -   |  |  |

| Part    | VII Section A. Officers, Directors, Trus   | stees, Key  | Emplo                          | уее                   | es, a   | and          | Highe                        | est          | Compensated                            | Employees                       | (continu  | ed)            |   |          |
|---------|--|---|--------------------------------|-----------------------|---------|--------------|------------------------------|--------------|--|---------------------------------|-----------|----------------|---|----------|
|         | (A)  | (B)   |                                |                       | (0      | C)           |                              |              | (D)                                    | (E)                             | _         | (              | F)                                      |          |
|         | Name and title   | Average<br>hours per<br>week  |                                |                       | ,       | _            | that ap                      | ply)<br>Form | Reportable compensation from           | Reportable compensation related |           | amo            | nated<br>unt of<br>her                  |          |
|         |  | (describe<br>hours for<br>related<br>organizations<br>in Schedule<br>O) | Individual trustee or director | Institutional trustee | Officer | Key employee | Highest compensated employee | mer          | the<br>organization<br>(W-2/1099-MISC) | organizatio<br>(W-2/1099-M      |           |                | ensatio<br>n the<br>lization<br>related | <b>)</b> |
| (17)    |  | <del>-</del>  |                                |                       |         |              | <u> </u>                     |              |  |                                 |           |                |   |          |
| (18)    |  |   |                                |                       |         |              |                              |              |  |                                 |           |                |   |          |
| (19)    |  |   |                                |                       |         |              |                              |              |  |                                 |           |                |   |          |
| (20)    |  |   |                                |                       |         |              |                              | -            |  |                                 |           |                |   |          |
| (21)    |  | 4   |                                |                       |         |              |                              |              |  | _                               |           |                |   |          |
| (22)    |  |   |                                |                       |         |              |                              |              |  |                                 |           |                | <del></del>                             |          |
| (23)    |  |   |                                |                       |         |              | _                            |              |  |                                 | _         |                |   |          |
| (24)    |  |   |                                |                       |         |              |                              | <u> </u>     |  |                                 |           |                |   |          |
| (25)    |  |   |                                |                       | _       |              |                              |              |  |                                 |           |                |   |          |
| (26)    |  |   |                                |                       |         |              |                              | -            |  |                                 |           |                |   |          |
| (27)    |  |   |                                |                       |         |              |                              |              |  |                                 |           |                |   |          |
| (28)    |  |   |                                |                       |         |              |                              |              |  |                                 |           |                |   |          |
|         |  |   |                                | <u> </u>              |         |              |                              |              |  |                                 |           |                | _                                       |          |
| 1b      | Sub-total  |   | •                              |                       |         |              | •                            | <b>&gt;</b>  |  |                                 |           |                |   |          |
| d       | Total from continuation sheets to Part Total (add lines 1b and 1c)                             | -   |                                | •                     | -       |              | · ·                          | <b>&gt;</b>  | 5,013,133                              |                                 |           |                |   |          |
| 2       | Total number of individuals (including but reportable compensation from the organi             |   |                                | ose                   | e list  | ted          | above                        | e) w         | ho received m                          | ore than \$1                    | 00,000    | in             |   |          |
| 3       | Did the organization list any former of  |   |                                |                       |         |              |                              | emp          | oloyee, or high                        | est compe                       | nsated    |                | Yes                                     | No       |
|         | employee on line 1a? If "Yes," complete  |   |                                |                       |         |              |                              |              |  |                                 |           | 3              | ✓                                       |          |
| 4       | For any individual listed on line 1a, is the organization and related organizations individual |   |                                |                       |         |              |                              |              |  |                                 |           |                | \$ .                                    |          |
| 5       | Did any person listed on line 1a receive of for services rendered to the organization'         |   |                                |                       |         |              |                              |              |  |                                 |           | 4              | <b>✓</b>                                |          |
| Soction | on B. Independent Contractors  | : 11 165, 0   | .ompi                          | ere                   | SCI     | ieut         | JIE J I                      | iOi s        | such person                            | <del></del>                     | <u> </u>  | 5              |   |          |
| 1       | Complete this table for your five highest compensation from the organization                   | compensat   | ed inc                         | dep                   | end     | ent          | contr                        | act          | ors that receive                       | ed more tha                     | ın \$100, | 000 of         |   |          |
|         | (A) Name and business add  | lress   |                                |                       |         |              |                              | T            | (B) Description of s                   | ervices                         |           | (C)<br>Compens | ation                                   |          |
| EllisD  | on Corporation   |   |                                |                       | _       |              |                              | CI           | aıms Related                           |                                 |           |                |   | 4,851    |
|         | ited Building Solutions  |   |                                |                       |         |              |                              | -            | aims Related                           |                                 |           |                |   | 7,233    |
|         | INGS LAFLEUR HENDERSON LLP   |   |                                |                       |         |              |                              | +            | gal Services                           |                                 |           |                |   | 2,998    |
| EBS E   | ngineering & Construction Limited  |   |                                |                       |         |              |                              | En           | gineering & Cla                        | ims Relate                      |           |                | 87                                      | 0,892    |
|         | NNELL HAYNES LTD.  |   |                                |                       |         |              |                              |              | anding, Promot                         |                                 |           |                | 56                                      | 8,909    |
| 2       | Total number of independent contractor   |   | -                              |                       |         |              |                              |              | nose listed ab                         | ove) who                        |           | •              | ,                                       |          |

| Part   | <u> VIII</u> | Statement of Revenue   |                                       |                      |  |   |   |
|--|--------------|--|---------------------------------------|----------------------|--|---|---|
|  | ,            |  |                                       | (A)<br>Total revenue | (B) Related or exempt function revenue | (C)<br>Unrelated<br>business<br>revenue | (D) Revenue excluded from tax under sections 512, 513, or 514 |
|  | 1a           | Endorsted compoigns 4a   |                                       |                      | revenue                                |   | 312, 313, 07 314  |
| gifts, grants<br>lar amounts                           | _            | Federated campaigns 1a   |                                       |                      |  |   |   |
| g of   | b            | Membership dues 1b   |                                       |                      |  |   |   |
| ts,<br>an  | С            | Fundraising events 1c  |                                       |                      |  |   | `   |
| gif  | d            | Related organizations 1d   |                                       |                      |  |   | 1   |
| ıns,   | е            | Government grants (contributions) 1e   |                                       |                      |  |   |   |
| ig "   | f            | All other contributions, gifts, grants,  |                                       | •                    |  |   |   |
| Contributions, gifts, grants and other similar amounts |              | and similar amounts not included above 1f  |                                       | İ                    |  |   |   |
| <u> </u>   | g            | Noncash contributions included in lines 1a-1f: \$                                  |                                       |                      | * *                                    | *                                       | *   |
| ة ٽ  | h            | Total. Add lines 1a-1f   | 🕨                                     |                      |  |   |   |
| e re   |              |  | Business Code                         |                      |  |   |   |
| Ven  | 2a           | New Home Enrolment Fee   | 524298                                | 28,824,453           | 28,824,453                             |   |   |
| æ  | b            | Builder Reg and Renewal Fee  | 524298                                | 3,263,294            | 3,263,294                              |   |   |
| <u>ş</u>   | С            |  |                                       |                      |  |   | -   |
| e P  | d            |  | -                                     |                      |  |   |   |
| E  | e            |  |                                       |                      |  |   |   |
| gra  | f            | All other program service revenue .  |                                       |                      |  |   |   |
| Program Service Revenue                                | g            | Total. Add lines 2a–2f   | •                                     | 32,087,747           |  |   | İ   |
|  | 3            | Investment income (including divide  | ends interest.                        | 02/00///             |  |   | <u> </u>  |
|  |              | and other similar amounts)   |                                       | 10,636,274           |  | 10,636,274                              |   |
|  | 4            | Income from investment of tax-exempt bo  | <b>.</b>                              | ,                    |  | ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,   |   |
|  | 5            | Royalties  | · · · · · · · · · · · · · · · · · · · |                      | 1                                      |   |   |
|  |              | (i) Real   | (II) Personal                         |                      |  |   | *.  |
|  | 6a           | Gross Rents  |                                       | ,                    |  |   |   |
|  | b            | Less: rental expenses  |                                       | ujo .                | :                                      |   |   |
|  | c            | Rental income or (loss)  | ·                                     | **                   |  | 3                                       | <br>  |
|  | d            | Nist wester in a series of the series  | <i>.</i> <b>&gt;</b>                  |                      |  |   | J   |
|  | 7a           | Gross amount from sales of (i) Securities  | (II) Other                            |                      |  |   | ÿ   |
|  |              | assets other than inventory  | · · · · · · · · · · · · · · · · · · · |                      |  |   |   |
|  | b            | Less: cost or other basis  | -                                     |                      |  | * }                                     | <b>á</b> . **   |
|  | С            | and sales expenses .  Gain or (loss) 3,377,984                                     |                                       |                      |  |   |   |
|  | d            | Net gain or (loss)   | •                                     | 3,377,984            |  | 3,377,984                               |   |
|  | u            | (ioss)   | · · · · ·                             | 3,377,364            |  | 3,377,364                               |   |
| enne   | 8a           | Gross income from fundraising events (not including \$                             |                                       |                      |  | * *                                     |   |
| Other Reven  |              | of contributions reported on line 1c). See Part IV, line 18 a                      |                                       |                      |  |   |   |
| EF   | J.           | ~  |                                       |                      |  |   |   |
| Ö  |              | Less: direct expenses <b>b</b>   | avente b                              |                      |  |   |   |
|  | C            | Net income or (loss) from fundraising of Gross income from gaming activities.      | events . ►                            |                      |  |   | 1   |
|  | Jd           | See Part IV, line 19 a   |                                       |                      |  |   |   |
|  | L            |  |                                       |                      |  |   | !   |
|  |              | Less: direct expenses <b>b</b> Net income or (loss) from gaming active             | /ities ▶                              |                      |  |   |   |
|  | с<br>10а     | Gross sales of inventory, less   | , , P                                 |                      |  |   | <u> </u>  |
|  | IUa          |  |                                       |                      |  |   | <br>  |
|  | L            |  |                                       |                      |  |   | 1   |
|  |              | Less: cost of goods sold <b>b</b> Net income or (loss) from sales of investigation | enton/                                |                      | -                                      |   | na antara na naman d  |
| }  | С            | Miscellaneous Revenue  | Business Code                         |                      |  | · · · · · · · · · · · · · · · · · · ·   |   |
| }  | 11a          | MISCONALIEUUS LIEVELIUE  | Duomess Odde                          | -                    |  |   |   |
| İ  | иа<br>b      |  |                                       | +                    |  |   |   |
|  |              |  |                                       |                      |  |   |   |
|  | C C          | All other revenue  |                                       | 500 700              |  | 000 700                                 | <del> </del>  |
| }  | d            | All other revenue  |                                       | 602,733              |  | 602,733                                 |   |
| Į  | е<br>12      | <b>Total.</b> Add lines 11a–11d <b>Total revenue.</b> See instructions             |                                       | 602,733              | 22 007 747                             | 14.040.004                              |   |
|  | 14           | I OLD I E VEHILE, DEE HISHUCHOHS   | 1                                     | 46,704,738           | 32,087,747                             | 14,616,991                              |   |

### Part IX Statement of Functional Expenses

Section 501(c)(3) and 501(c)(4) organizations must complete all columns.

All other organizations must complete column (A) but are not required to complete columns (B), (C), and (D).

|                      |  |                       |   | (-), (-),                           | 1-7:                     |
|----------------------|--|-----------------------|---|-------------------------------------|--------------------------|
|                      | not include amounts reported on lines 6b,<br>3b, 9b, and 10b of Part VIII.   | (A)<br>Total expenses | (B) Program service expenses            | (C) Management and general expenses | (D) Fundraising expenses |
| 1                    | Grants and other assistance to governments and organizations in the U.S. See Part IV, line 21  |                       |   |                                     |                          |
| 2                    | Grants and other assistance to individuals in the U.S. See Part IV, line 22  |                       |   |                                     |                          |
| 3                    | Grants and other assistance to governments, organizations, and individuals outside the U.S. See Part IV, lines 15 and 16   |                       |   |                                     |                          |
| <b>4</b><br><b>5</b> | Benefits paid to or for members Compensation of current officers, directors, trustees, and key employees   | 2,987,588             | 1,543,066                               | 1,444,522                           |                          |
| 6                    | Compensation not included above, to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B)  |                       |   |                                     |                          |
| 7<br>8               | Other salaries and wages   | 16,571,160            | 10,755,687                              | 5,815,473                           |                          |
| 9                    | and section 403(b) employer contributions) Other employee benefits   | 948,238<br>1,119,935  | 564,556<br>666,780                      | 383,682<br>453,155                  |                          |
| 10<br>11             | Payroll taxes  | 2,252,683             | 1,341,189                               | 911,494                             |                          |
| a                    | Management   | 2,617,488             | 2,305,868                               | 311,620                             |                          |
| c<br>d               | Accounting   | 164,151               | _,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,, | 164,151                             |                          |
| e<br>f               | Professional fundraising services. See Part IV, line 17 Investment management fees   | 877,610               | i i                                     | 877,610                             |                          |
| g<br>g               | Other  | 963,298               | 26,454                                  | 936,844                             |                          |
| 12                   | Advertising and promotion  | 542,785               | 542,785                                 |                                     |                          |
| 13                   | Office expenses  | 1,128,352             | 94,484                                  | 1,033,868                           |                          |
| 14                   | Information technology   | 1,145,255             | 6,247                                   | 1,139,008                           |                          |
| 15<br>16             | Royalties  | 1,759,126             | 27,692                                  | 1,731,434                           |                          |
| 17                   | Occupancy  | 886,520               | 811,223                                 | 75,297                              |                          |
| 18                   | Payments of travel or entertainment expenses for any federal, state, or local public officials   | 000,320               | 011,223                                 | 75,251                              |                          |
| 19                   | Conferences, conventions, and meetings .   | 752,048               | 68,520                                  | 683,528                             |                          |
| 20                   | Interest   | 158,093               |   | 158,093                             |                          |
| 21                   | Payments to affiliates   |                       |   |                                     |                          |
| 22                   | Depreciation, depletion, and amortization .  | 2,779,030             |   | 2,779,030                           |                          |
| 23                   | Insurance  | 55,932                |   | 55,932                              |                          |
| 24                   | Other expenses. Itemize expenses not covered above (List miscellaneous expenses in line 24f. If line 24f amount exceeds 10% of line 25, column (A) amount, list line 24f expenses on Schedule O.)                  |                       |   |                                     |                          |
| a                    | Warranty Claims (net claim reserve writedow  | -17,738,212           | -17,738,212                             |                                     |                          |
| b                    | •••••  |                       |   |                                     | <del></del>              |
| G                    | •••  | -                     |   |                                     |                          |
| d<br>e               |  |                       |   |                                     |                          |
| f                    | All other expenses Misc  | 1,149,229             | 219,167                                 | 930,062                             |                          |
| 25                   | Total functional expenses. Add lines 1 through 24f   | 21,120,309            | 1,235,506                               | 19,884,803                          |                          |
| 26                   | Joint costs. Check here ▶ ☐ If following SOP 98-2 (ASC 958-720). Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation. |                       |   |                                     |                          |

| P                           | art X    | Balance Sheet   |  |  |             |  |
|-----------------------------|----------|---|--|--|-------------|--|
|                             |          |   |  | (A)<br>Beginning of year   |             | (B)<br>End of year   |
|                             | 1        | Cash-non-interest-bearing   |  | 2,724,315  | 1           | 2,174,542  |
|                             | 2        | Savings and temporary cash investments  |  |  | 2           |  |
|                             | 3        | Pledges and grants receivable, net  |  |  | 3           |  |
|                             | 4        | Accounts receivable, net  |  |  | 4           | 8,838,900  |
|                             | 5        | Receivables from current and former officers, employees, and highest compensated employe Schedule L   | directors, trustees, l<br>ees. Complete Part II    | key of   | 5           |  |
| Š                           | 6        | Receivables from other disqualified persons (a 4958(f)(1)), persons described in section 4958(employers and sponsoring organizations of seemployees' beneficiary organizations (see instruc | c)(3)(B), and contribut<br>ection 501(c)(9) volunt | ing<br>ary   | 6           |  |
| Assets                      | 7        | Notes and loans receivable, net   |  |  | 7           |  |
| As                          | 8        | Inventories for sale or use   |  |  | 8           |  |
|                             | 9        | Prepaid expenses and deferred charges .   |  | 1,034,199  | 9           | 463,138  |
|                             | 10a      | Land, buildings, and equipment: cost or   |  |  |             | , , ,  |
|                             |          | other basis. Complete Part VI of Schedule D   | 10a 7,399  | ),367  | <b>.</b> .  |  |
|                             | b        | Less: accumulated depreciation  | 10b -5,186   | 3,260,912  | 10c         | 2,212,400  |
|                             | 11       | ·   |  |  | _           | 341,350,243  |
|                             | 12       | Investments - other securities. See Part IV, line 1   |  |  | 12          |  |
|                             | 13       | Investments - program-related. See Part IV, line  |  |  | 13          |  |
|                             | 14       | Intangible assets   | 1,445,334  | 14   | 2,517,612   |  |
|                             | 15       | Other assets. See Part IV, line 11  |  | 15   |             |  |
|                             | 16       | Total assets. Add lines 1 through 15 (must equa   | l line 34)   | 318,090,656  | 16          | 357,556,835  |
|                             | 17       | Accounts payable and accrued expenses   |  | 9,485,292  | 17          | 8,187,401  |
|                             | 18       | Grants payable  |  |  | 18          |  |
|                             | 19       | Deferred revenue  |  | 95,505,641   | 19          | 118,444,456  |
|                             | 20       | Tax-exempt bond liabilities   |  |  | 20          |  |
| S                           | 21       | Escrow or custodial account liability. Complete F   | Part IV of Schedule D .                            |  | 21          |  |
| Liabilities                 | 22       | Payables to current and former officers, employees, highest compensated employees, a  | and disqualified perso                             | ns.  |             |  |
| _                           |          |   |  |  | 22          |  |
|                             | 23       | Secured mortgages and notes payable to unrela   | •  |  | 23          |  |
|                             | 24       | Unsecured notes and loans payable to unrelated  |  |  | 24          |  |
|                             | 25<br>26 | Other liabilities. Complete Part X of Schedule D <b>Total liabilities.</b> Add lines 17 through 25  |  |  | _           | 75,605,708   |
| es                          | 20       | Organizations that follow SFAS 117, check he lines 27 through 29, and lines 33 and 34.  | ere ► ☐ and compl                                  | 205,835,275<br>ete   | 26          | 202,237,565  |
| Juc.                        | 27       |   |  | him we are more a more and the second  | 27          | **************************************                         |
| Sala                        | 28       | Temporarily restricted net assets   |  |  | 28          |  |
| d E                         | 29       | Permanently restricted net assets   |  |  | 29          |  |
| Net Assets or Fund Balances |          | Organizations that do not follow SFAS 117, ch complete lines 30 through 34.   |  |  | 7.7         |  |
| ts (                        | 30       | Capital stock or trust principal, or current funds  |  | describe and a second s | 30          | Someontamontamon automatica de un un un activamonte acua anti- |
| se                          | 31       | Paid-in or capital surplus, or land, building, or eq  |  | 31   |             |  |
| As                          | 32       | Retained earnings, endowment, accumulated ind   | •  |  |             | 155,319,270  |
| let                         | 33       | <del>-</del>  |  | -  | <del></del> | 155,319,270  |
|                             | 34       | Total liabilities and net assets/fund balances .  |  |  |             | 357,556,835  |
|                             |          |   | *********  | ·  |             | Form <b>990</b> (2010)   |

| Par  | Reconciliation of Net Assets  |         |                    |         |              |
|------|---|---------|--------------------|---------|--------------|
|      | Check if Schedule O contains a response to any question in this Part XI   |         | <del>- · · ·</del> | •       | <b>✓</b>     |
| 1    | Total revenue (must equal Part VIII, column (A), line 12)   | 1       |                    | 46,70   | 4,738        |
| 2    | Total expenses (must equal Part IX, column (A), line 25)  | 2       |                    | 21,120  | 0,309        |
| 3    | Revenue less expenses. Subtract line 2 from line 1  | 3       |                    | 25,58   | 4,429        |
| 4    | Net assets or fund balances at beginning of year (must equal Part X, line 33, column (A))   | 4       | 1                  | 12,25   | 5,381        |
| 5    | Other changes in net assets or fund balances (explain in Schedule O)  | 5       |                    | 17,479  | 9,460        |
| 6    | Net assets or fund balances at end of year. Combine lines 3, 4, and 5 (must equal Part X, line 33, column (B))  | 6       | 1                  | 155,319 | 9 270        |
| Part | Financial Statements and Reporting Check if Schedule O contains a response to any question in this Part XII   |         |                    |         | <u>3,270</u> |
|      |   |         | -                  | Yes     | No           |
| 1    | Accounting method used to prepare the Form 990:   Cash   Accrual   Other  |         | 5 %                |         | - ; -,       |
|      | If the organization changed its method of accounting from a prior year or checked "Other," ex<br>Schedule O.  | olaın ı | n S                |         |              |
| 2a   | Were the organization's financial statements compiled or reviewed by an independent accountant?   |         | . 2a               |         | 1            |
| b    | Were the organization's financial statements audited by an independent accountant?  |         | . 2b               | 1       |              |
| С    | If "Yes" to line 2a or 2b, does the organization have a committee that assumes responsibility for over  | ersigh  | nt 🗔               |         |              |
|      | of the audit, review, or compilation of its financial statements and selection of an independent accou  | ntant?  | ' 2c               | ✓       |              |
|      | If the organization changed either its oversight process or selection process during the tax year, ex<br>Schedule O.  | plain i | n 🦸                |         |              |
| ď    | If "Yes" to line 2a or 2b, check a box below to indicate whether the financial statements for the years usued on a separate basis, consolidated basis, or both: | ar wer  | e 🤼                |         |              |
|      | ✓ Separate basis ☐ Consolidated basis ☐ Both consolidated and separate basis  |         |                    |         | الأبير       |
| 3a   | As a result of a federal award, was the organization required to undergo an audit or audits as set the Single Audit Act and OMB Circular A-133?                 | forth i | n 3a               |         |              |
| b    | If "Yes," did the organization undergo the required audit or audits? If the organization did not under  | rao th  |                    |         | _            |
|      | required audit or audits, explain why in Schedule O and describe any steps taken to undergo such a  |         | 3b                 |         |              |
|      |   |         | Forr               | n 990   | (2010)       |

#### **SCHEDULE D** (Form 990)

Supplemental Financial Statements

► Complete if the organization answered "Yes," to Form 990, Part IV, line 6, 7, 8, 9, 10, 11, or 12.

Open to Public Inspection

Employer identification number

OMB No 1545-0047

Department of the Treasury Internal Revenue Service Name of the organization ▶ Attach to Form 990. ▶ See separate instructions.

**Tarion Warranty Corporation** 98-0197825 Organizations Maintaining Donor Advised Funds or Other Similar Funds or Accounts, Complete if the organization answered "Yes" to Form 990, Part IV, line 6. (a) Donor advised funds (b) Funds and other accounts 1 Total number at end of year . . . . . 2 Aggregate contributions to (during year) . 3 Aggregate grants from (during year) . . 4 Aggregate value at end of year . . . . 5 Did the organization inform all donors and donor advisors in writing that the assets held in donor advised funds are the organization's property, subject to the organization's exclusive legal control? . . . . . . . . . ☐ Yes ☐ No Did the organization inform all grantees, donors, and donor advisors in writing that grant funds can be used only for charitable purposes and not for the benefit of the donor or donor advisor, or for any other purpose ☐ Yes ☐ No Conservation Easements. Complete if the organization answered "Yes" to Form 990, Part IV, line 7. Purpose(s) of conservation easements held by the organization (check all that apply). ☐ Preservation of land for public use (e.g., recreation or education) ☐ Preservation of an historically important land area ☐ Protection of natural habitat Preservation of a certified historic structure ☐ Preservation of open space Complete lines 2a through 2d if the organization held a qualified conservation contribution in the form of a conservation easement on the last day of the tax year. Held at the End of the Tax Year a Total number of conservation easements . . 2a 2b Number of conservation easements on a certified historic structure included in (a) . . . 2c Number of conservation easements included in (c) acquired after 8/17/06, and not on a 2d Number of conservation easements modified, transferred, released, extinguished, or terminated by the organization during the 3 Number of states where property subject to conservation easement is located ▶ Does the organization have a written policy regarding the periodic monitoring, inspection, handling of ☐ Yes ☐ No 6 Staff and volunteer hours devoted to monitoring, inspecting, and enforcing conservation easements during the year 7 Amount of expenses incurred in monitoring, inspecting, and enforcing conservation easements during the year Я Does each conservation easement reported on line 2(d) above satisfy the requirements of section 170(h)(4)(B) In Part XIV, describe how the organization reports conservation easements in its revenue and expense statement, and balance sheet, and include, if applicable, the text of the footnote to the organization's financial statements that describes the organization's accounting for conservation easements. Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets. Part III Complete if the organization answered "Yes" to Form 990, Part IV, line 8. If the organization elected, as permitted under SFAS 116 (ASC 958), not to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide, in Part XIV, the text of the footnote to its financial statements that describes these items If the organization elected, as permitted under SFAS 116 (ASC 958), to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide the following amounts relating to these items: If the organization received or held works of art, historical treasures, or other similar assets for financial gain, provide the following amounts required to be reported under SFAS 116 (ASC 958) relating to these items: Assets included in Form 990, Part X .

| Falt      | Organizations Maintaining   | Collections of     | Art, Hist    | oricai i   | reasures, o                                   | r Oth   | er Similar Ass  | ets (continu     | ea)      |
|-----------|---|--------------------|--------------|------------|---|---------|---|------------------|----------|
| 3         | Using the organization's acquisition, a collection items (check all that apply):    |                    |              |            |   |         |   |                  |          |
| а         | ☐ Public exhibition   |                    | d [          | Loa        | n or exchange                                 | e prog  | rams  |                  |          |
| b         | ☐ Scholarly research  |                    | е [          | Oth        |   |         |   |                  |          |
| С         | ☐ Preservation for future generation  | ns                 |              |            |   |         |   |                  |          |
| 4         | Provide a description of the organizati XIV.  | on's collections   | and expla    | ın how t   | hey further the                               | e orga  | ınization's exem <sub>l</sub>   | ot purpose in    | Part     |
| 5         | During the year, did the organization s   | solicit or receive | donations    | s of art,  | historical trea                               | sures   | , or other sımilar  | •                |          |
|           | assets to be sold to raise funds rather   | than to be maint   | aıned as p   | art of the | e organization                                | 's coll | ection?   | ☐ Yes ☐          | No       |
| Part      | line 9, or reported an amount   |                    |              |            | anızation an                                  | swere   | ed "Yes" to For   | m 990, Part      | īV,      |
| 1a        | Is the organization an agent, trustee, included on Form 990, Part X?                |                    |              |            |   |         |   |                  | <br>] No |
| b         | If "Yes," explain the arrangement in Pa   | rt XIV and comp    | lete the fo  | llowing t  | able:   | Г       | Am  | nount            |          |
| С         | Beginning balance   |                    |              |            |   | 1c      |   |                  |          |
| d         | Additions during the year   |                    |              |            |   | 1d      |   |                  |          |
| е         | Distributions during the year   |                    |              |            |   | 1e      |   | -                |          |
| f         | Ending balance  |                    |              |            |   | 1f      |   |                  |          |
| 2a        | Did the organization include an amoun   |                    |              |            |   |         |   | ☐ Yes ☐          | No       |
| b         | If "Yes," explain the arrangement in Pa   | rt XIV.            |              |            |   |         |   |                  |          |
| Par       | <b>Endowment Funds.</b> Comple  |                    | zation an    | swered     | "Yes" to For                                  | rm 99   | 0, Part IV, line  |                  |          |
|           |   | (a) Current year   | (b) Pric     | r year     | (c) Two years b                               | ack     | d) Three years back   | (e) Four years t | oack     |
| 1a        | Beginning of year balance   |                    |              |            |   |         | S   | 1. 多数的           | No.      |
| b         | Contributions   |                    |              |            |   | ¥.      | alle de la company  |                  | Mar.     |
| С         | Net investment earnings, gains, and losses  |                    |              |            |   | ,       |   |                  |          |
| d         | Grants or scholarships  | .,,                |              |            |   | ,       | \$\frac{1}{2}\psi \cdot \ | THE TANK         | W.       |
| е         | Other expenditures for facilities and programs                                      |                    |              |            |   |         | (A) (A)   |                  |          |
| f         | Administrative expenses   |                    |              |            |   |         | 44. AV. V. V.   | 23 7 ·           | G. 1     |
| g         | End of year balance   |                    |              |            |   |         |   | * **             | 13-4     |
| 2         | Provide the estimated percentage of the   | ne year end balar  | nce held a   | s:         |   |         |   |                  |          |
| а         | Board designated or quasi-endowmen  | t <b>&gt;</b>      | %            |            |   |         |   |                  |          |
| b         | Permanent endowment ▶   | %                  |              |            |   |         |   |                  |          |
| C         | Term endowment ▶ %  |                    |              |            |   |         |   |                  |          |
| 3a        | Are there endowment funds not in the  | possession of t    | he organiz   | ation tha  | at are held an                                | id adn  | ninistered for the  |                  |          |
|           | organization by:  |                    |              |            |   |         |   |                  | No       |
|           | (i) unrelated organizations   |                    |              |            |   |         |   | 3a(i)            |          |
| L.        | (ii) related organizations  |                    |              |            |   |         |   | 3a(ii)           |          |
| ь<br>4    | If "Yes" to 3a(II), are the related organize Describe in Part XIV the intended uses |                    |              |            |   |         |   | 3b               |          |
| Part      | <del></del>   |                    |              |            |   |         |   |                  |          |
| rai       | Description of investment   | (a) Cost or o      |              |            | or other basis                                | (a) A   | acumulated  | (d) Book value   |          |
|           |   | (a) Cost or d      |              |            | ther)   |         | ccumulated<br>preciation  | (d) Book value   |          |
| 1a        | Land  |                    |              |            |   |         |   |                  |          |
| b         | Buildings   |                    |              |            | 4 700 570                                     |         | 4.000.004   | ga. as. as       |          |
| C         | Leasehold improvements  |                    |              |            | 1,720,579                                     |         | 1,088,004   |                  | 2,575    |
| d         | Equipment   |                    |              |            | 4,268,895                                     |         | 3,137,034   | 1,131            |          |
| e<br>otal | Add lines 1a through 1e. (Column (d) m  | ust equal Form 9   | 190 Part Y   | Column     | 1,409,893                                     | 11      | 961,929   | 2,212            | 7,964    |
| ···ui.    | , was miles to unique to, journini (u) in   | asi squar i Omi s  | ,oo, i ail A | , counti   | , , <i>,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,</i> | ,,      |   | 4,212            | ., 700   |

| Part VII                 | Investments - Other Securities.  | See Form 990, Part X, I               | line 12.   |
|--------------------------|--|---------------------------------------|--|
| (;                       | a) Description of security or category<br>(including name of security) | (b) Book value                        | (c) Method of valuation Cost or end-of-year market value |
| (1) Financia             | ıl derivatives   |                                       |  |
|                          | held equity interests  |                                       |  |
| (3) Other                |  |                                       | ****   |
| (A)                      |  |                                       | <u></u>  |
| (B)                      |  |                                       |  |
| (C)                      |  |                                       |  |
| (D)<br>(E)               |  |                                       |  |
| (F)                      |  | <u> </u>                              |  |
| (G)                      |  |                                       |  |
| (H)                      |  | · · · · · · · · · · · · · · · · · · · |  |
| (l)                      |  |                                       |  |
| Total. (Column           | (b) must equal Form 990, Part X, col. (B) line 12.) ▶                  |                                       | \$\frac{1}{2}  |
| Part VIII                | Investments - Program Related  | I. See Form 990, Part X,              | line 13.   |
|                          | (a) Description of investment type                                     | (b) Book value                        | (c) Method of valuation Cost or end-of-year market value |
| (1)                      |  |                                       |  |
| (2)                      |  |                                       |  |
| (3)                      |  | *******                               |  |
| (4)                      |  |                                       |  |
| (5)                      |  |                                       |  |
| (6)                      |  |                                       |  |
| (8)                      |  |                                       |  |
| (9)                      |  |                                       |  |
| (10)                     |  |                                       |  |
|                          | (b) must equal Form 990, Part X, col. (B) line 13.) ▶                  |                                       | 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1                    |
| Part IX                  | Other Assets. See Form 990, Pa   | rt X, line 15.                        |  |
|                          | (a   | ) Description                         | (b) Book value   |
| (1)                      |  |                                       |  |
| (2)                      |  |                                       |  |
| (3)                      |  | <del></del>                           |  |
| <u>(4)</u><br><u>(5)</u> |  |                                       |  |
| (6)                      |  |                                       |  |
| (7)                      |  |                                       |  |
| (8)                      | <del>"</del>   |                                       |  |
| (9)                      |  |                                       |  |
| (10)                     |  |                                       |  |
|                          | umn (b) must equal Form 990, Part X, co                                |                                       |  |
| Part X                   | Other Liabilities. See Form 990,                                       | Part X, line 25.                      |  |
| 1.                       | (a) Description of liability   | (b) Amount                            | ,  |
|                          | I income taxes   |                                       |  |
|                          | nty Claim Liability  | 32,989,374                            |  |
|                          | Held as Security from Builders   | 40,166,415                            | 4  |
| (4) Employ (5)           | yee Future Benefits Liabilities  | 2,449,919                             |  |
| (6)                      | · · · · · · · · · · · · · · · · · · ·                                  |                                       |  |
| (7)                      |  |                                       |  |
| (8)                      |  |                                       | -  |
| (9)                      |  |                                       | 1  |
| (10)                     |  |                                       | 1  |
| (11)                     |  |                                       | 1  |
|                          | (b) must equal Form 990, Part X, col (B) line 25 ) ▶                   | 75,605,708                            | 1  |
|                          |  |                                       | the organization's financial statements that reports the |

organization's liability for uncertain tax positions under FIN 48 (ASC 740).

| Part   | XI        | Reconciliation of Change in Net Assets from Form 990 to A                     | udite      | d Financial Stateme                          | ents     | ;                    |
|--------|-----------|---|------------|--|----------|----------------------|
| 1      | Tota      | revenue (Form 990, Part VIII, column (A), line 12)                            |            |  | 1        | 46,704,738           |
| 2      | Total     | expenses (Form 990, Part IX, column (A), line 25)                             |            | [  | 2        | 21,120,309           |
| 3      |           | ss or (deficit) for the year. Subtract line 2 from line 1                     |            |  | 3        | 25,584,429           |
| 4      | Net ι     | Inrealized gains (losses) on investments                                      |            | [  | 4        | 11,566,342           |
| 5      | Dona      | ated services and use of facilities   |            | [  | 5        |                      |
| 6      | Inves     | stment expenses   |            | [  | 6        |                      |
| 7      | Prior     | period adjustments  |            | <u></u>                                      | 7        |                      |
| 8      |           | r (Describe in Part XIV.).................                                    |            |  | 8        | 5,913,118            |
| 9      |           | adjustments (net). Add lines 4 through 8                                      |            |  | 9        | 17,479,460           |
| 10     |           | ss or (deficit) for the year per audited financial statements. Combine        |            | } <del>-</del>                               | 10       | 43,063,889           |
| Part   | XII       | Reconciliation of Revenue per Audited Financial Stateme                       | ents       |  |          |                      |
| 1      | Total     | revenue, gains, and other support per audited financial statements            |            | •  | 1        |                      |
| 2      |           | unts included on line 1 but not on Form 990, Part VIII, line 12:              |            |  |          |                      |
| а      | Net ι     | Inrealized gains on investments   | 2a         | 3,730,835                                    | :        |                      |
| b      |           | ated services and use of facilities   | 2b         |  | 1        |                      |
| С      |           | overies of prior year grants  | 2c         |  | 1        |                      |
| d      | Othe      | r (Describe in Part XIV.)   | 2d         |  | 1        | ***                  |
| е      |           | lines 2a through 2d   |            |  | 26       | 3,730,835            |
| 3      |           | ract line <b>2e</b> from line <b>1</b>  |            |  | 3        | <u> </u>             |
| 4      |           | unts included on Form 990, Part VIII, line 12, but not on line 1:             | ĺ          | 1  | <u> </u> |                      |
| а      |           | stment expenses not included on Form 990, Part VIII, line 7b                  | 4a         | 841,680                                      |          |                      |
| b      |           | r (Describe in Part XIV.)   |            | · <del> </del>                               | <b>⊣</b> | 4                    |
| С      |           | lines <b>4a</b> and <b>4b</b>   |            | l. '   | 40       | 999,773              |
| 5      |           | revenue. Add lines 3 and 4c. (This must equal Form 990, Part I, line          | 12)        |  | 5        |                      |
| Part   |           |   |            |  |          |                      |
| 1      | _         | expenses and losses per audited financial statements                          |            |  | 1        |                      |
| 2      |           | unts included on line 1 but not on Form 990, Part IX, line 25                 |            |  | 1        | -1                   |
| а      |           | ited services and use of facilities   | 2a         | 1  |          |                      |
| b      |           | year adjustments  | 2b         |  | 1        | 3                    |
| С      |           | rlosses   | 2c         |  | 1 *      | **                   |
| d      | Othe      | r (Describe in Part XIV )   | 2d         |  | 1        |                      |
| е      |           | lines 2a through 2d   |            | <u>'                                    </u> | 26       | O                    |
| 3      |           | ract line 2e from line 1  |            |  | 3        |                      |
| 4      |           | unts included on Form 990, Part IX, line 25, but not on line 1:               | ĺ          | 1  |          |                      |
| а      |           | stment expenses not included on Form 990, Part VIII, line 7b                  | 4a         | 841,680                                      | ,        |                      |
| b      |           | r (Describe in Part XIV.)   | 4b         | 158,093                                      | -1       |                      |
| С      |           | lines 4a and 4b   |            |  | 40       | 999,773              |
| 5      |           | expenses. Add lines 3 and 4c. (This must equal Form 990, Part I, line         | <br>e 18.) |  | 5        |                      |
| Part   |           | Supplemental Information  |            |  |          |                      |
| Comp   | lete th   | is part to provide the descriptions required for Part II, lines 3, 5, and     | 9: Pa      | rt III. lines 1a and 4: E                    | Part I   | IV. lines 1b and 2b: |
|        |           | I; Part X, line 2; Part XI, line 8; Part XII, lines 2d and 4b; and Part XIII, |            |  |          |                      |
|        |           | al information.   |            |  | •        |                      |
|        |           |   |            |  |          |                      |
|        |           |   |            |  |          |                      |
| Part X | l - line  | 4 - Net Unrealized Gain: 11,566,342 (Change in unrealized gain on stock       | : 7,83     | 5,507; unrealized gain o                     | on bo    | onds: 3.829.036.     |
|        |           |   |            |  |          |                      |
| writed | own o     | n stock: -98,201)   |            |  |          |                      |
|        |           |   |            |  |          |                      |
| Part X | l - line  | 8 - Foreign Exchange Adjustment on conversion: 5,913,118                      |            |  |          |                      |
|        |           |   |            |  |          |                      |
| Part X | l - line  | 9 - Total Adjustments: 17,479,460 (=11,566,342+5,913,118)                     |            |  |          |                      |
|        |           |   |            |  |          |                      |
|        |           |   |            |  |          |                      |
|        |           |   |            |  |          |                      |
| Part X | ll - line | 4b (& Part XIII line 4b) - Interest Expense from Funds Held as Cash Sec       | urity      |  |          |                      |
|        |           |   |            |  |          |                      |

### **SCHEDULE F** (Form 990)

### **Statement of Activities Outside the United States**

► Complete if the organization answered "Yes" to Form 990, Part IV, line 14b, 15, or 16.

OMB No 1545-0047 2010 Open to Public Inspection

**Employer identification number** 

Department of the Treasury Internal Revenue Service

▶ Attach to Form 990. ▶ See separate instructions.

**Tarion Warranty Corporation** 98-0197825 General Information on Activities Outside the United States. Complete if the organization answered "Yes" to

|         | Form 990, Part IV, line 14   | b.                                  |  |  |   |   |
|---------|--|-------------------------------------|--|--|---|---|
| 1       | For grantmakers. Does the assistance, the grantees' eligil grants or assistance? | oility for the gra                  | nts or assistanc   | e, and the selection of  |   |   |
| 2       | For grantmakers. Describe in United States.                                      | n Part V the org                    | ganization's prod  | cedures for monitorin  | g the use of grant fur  | nds outside the   |
| 3       | Activities per Region. (The follo  | owing Part I, line                  | 3 table can be   | duplicated if additiona  | Il space is needed)   |   |
|         | (a) Region   | (b) Number of offices in the region | (c) Number of employees, agents, and independent contractors in region | (d) Activities conducted in<br>region (by type) (e.g.,<br>fundraising, program<br>services, investments,<br>grants to recipients<br>located in the region) | (e) If activity listed in (d) is<br>a program service,<br>describe specific type of<br>service(s) in region | (f) Total<br>expenditures for<br>and investments<br>in region |
| (1)     | Ontario, Canada  | 3                                   | 230  | Program Services   | New Home Warrant  | 1,235,506   |
| (2)     |  |                                     |  |  |   | _   |
| (3)     |  |                                     |  |  |   |   |
| (4)     |  |                                     |  |  |   |   |
| (5)     |  |                                     |  |  |   |   |
| (6)     |  |                                     |  |  |   |   |
| (7)     |  |                                     |  |  |   |   |
| (8)     |  |                                     |  |  |   |   |
| -       |  |                                     |  |  |   |   |
| (9)     |  |                                     |  |  |   |   |
| (10)    |  |                                     |  |  |   | <u>.                                    </u>                  |
| (11)    |  |                                     |  |  |   | <u> </u>  |
| (12)    |  |                                     | . <u> </u>   |  |   |   |
| (13)    |  |                                     |  |  |   |   |
| (14)    | <del></del>  |                                     |  |  |   |   |
| (15)    |  |                                     | 1  |  | -   | ·   |
| (16)    |  |                                     |  |  |   |   |
| (17)    |  |                                     |  |  |   |   |
| 3a<br>b | Sub-total Total from continuation sheets to Part I                               | 3                                   | 230  |  |   | 1,235,506   |
| С       | Totals (add lines 3a and 3b)   | 3                                   | 230  |  |   | 1,235,506   |

| Schedule F (F | Schedule F (Form 990) 2010  |
|---------------|---|
| Part II       | Part II Grants and Other Assistance to Organizations or Entities Outside the United States. Complete if the organization answered "Yes" to Form 990 |
|               | Part IV, line 15, for any recipient who received more than \$5,000. Check this box if no one recipient received more than \$5,000                   |
|               | Part II can be duplicated if additional space is needed.  |

| (1)<br>(2)<br>(3)<br>(4)   |                                  |                      |   |   |                   | assistance              |          | other) |
|--|----------------------------------|----------------------|---|---|-------------------|-------------------------|----------|--------|
| (3)  | ж.                               |                      |   |   |                   |                         |          |        |
| (3)  | А                                |                      |   |   |                   |                         |          |        |
| (4)  |                                  |                      |   |   |                   |                         |          |        |
|  | :                                |                      |   |   |                   |                         |          |        |
| (5)  |                                  |                      |   |   |                   |                         |          |        |
| (9)  |                                  |                      |   |   |                   |                         |          |        |
| (2)  | λ                                |                      |   |   |                   |                         |          |        |
| (8)  |                                  |                      |   |   |                   |                         |          |        |
| (6)  |                                  |                      |   |   |                   |                         |          |        |
| (10)   |                                  |                      |   |   |                   |                         |          |        |
| (11)   |                                  |                      |   |   |                   |                         |          |        |
| (12)   |                                  |                      |   |   |                   |                         |          |        |
| (13)   |                                  |                      |   |   |                   |                         |          | :      |
| (14)   |                                  |                      |   |   |                   |                         |          |        |
| (15)   |                                  |                      |   |   |                   |                         |          |        |
| (16)   | <                                |                      |   |   |                   |                         |          |        |
| 2 Enter total number of recipient organizations listed above that are recognized as charities by the foreign country, recognized as tax-exempt by the IRS, or for which the grantee or counsel has provided a section 501(c)(3) equivalency letter | recipient orga<br>ch the grantee | inizations listed al | bove that are recc<br>rovided a section | ognized as charities t<br>501(c)(3) equivalency | y the foreign cou | ıntry, recognized as ta | x-exempt |        |
| 3 Enter total number of other organizations or entities  | other organiza                   | ations or entities   |   |   |                   |                         | •        |        |

Schedule F (Form 990) 2010

Schedule F (Form 990) 2010

Grants and Other Assistance to Individuals Outside the United States. Complete if the organization answered "Yes" to Form 990, Part IV, line 16. Part III can be duplicated if additional space is needed. Part III

| (a) Type of grant or assistance | (b) Region | (c) Number of recipients | (d) Amount of cash grant | (e) Manner of cash disbursement | (f) Amount of<br>non-cash<br>assistance | (g) Description of non-cash assistance | (h) Method of valuation (book, FMV, appraisal, other) |
|---------------------------------|------------|--------------------------|--------------------------|---------------------------------|---|--|---|
| (1)                             |            |                          |                          |                                 |   |  |   |
| (2)                             |            |                          |                          |                                 |   |  |   |
| (3)                             |            |                          |                          |                                 |   |  | •   |
| (4)                             |            |                          |                          |                                 |   |  |   |
| (5)                             |            |                          |                          |                                 |   |  |   |
| (6)                             |            |                          |                          |                                 |   |  |   |
| (2)                             |            |                          |                          |                                 |   |  |   |
| (8)                             |            |                          |                          |                                 |   |  |   |
| (6)                             |            |                          |                          |                                 |   |  |   |
| (10)                            |            |                          |                          |                                 |   |  |   |
| (11)                            |            |                          |                          |                                 |   |  |   |
| (12)                            |            |                          |                          |                                 |   |  |   |
| (13)                            |            |                          |                          |                                 |   |  |   |
| (14)                            |            |                          |                          |                                 |   |  |   |
| (15)                            |            |                          |                          |                                 |   |  |   |
| (16)                            |            |                          |                          |                                 |   |  |   |
| (17)                            |            |                          |                          |                                 |   |  |   |
| (18)                            |            |                          |                          |                                 |   |  |   |
|                                 |            |                          |                          |                                 |   | Schedu                                 | Schedule F (Form 990) 2010                            |

| Part | V Foreign Forms  |       |      |
|------|--|-------|------|
| 1    | Was the organization a U.S. transferor of property to a foreign corporation during the tax year? If "Yes," the organization may be required to file Form 926, Return by a U.S. Transferor of Property to a Foreign Corporation (see Instructions for Form 926)   | ☐ Yes | ☑ No |
| 2    | Did the organization have an interest in a foreign trust during the tax year? If "Yes," the organization may be required to file Form 3520, Annual Return to Report Transactions with Foreign Trusts and Receipt of Certain Foreign Gifts, and/or Form 3520-A, Annual Information Return of Foreign Trust With a U.S. Owner (see Instructions for Forms 3520 and 3520-A) | ☐ Yes | ☑ No |
| 3    | Did the organization have an ownership interest in a foreign corporation during the tax year? If "Yes," the organization may be required to file Form 5471, Information Return of U.S. Persons with respect to Certain Foreign Corporations. (see Instructions for Form 5471)  | ☐ Yes | ☑ No |
| 4    | Was the organization a direct or indirect shareholder of a passive foreign investment company or a qualified electing fund during the tax year? If "Yes," the organization may be required to file Form 8621, Return by a Shareholder of a Passive Foreign Investment Company or Qualified Electing Fund. (see Instructions for Form 8621)                               | ☐ Yes | ✓ No |
| 5    | Did the organization have an ownership interest in a foreign partnership during the tax year? If "Yes," the organization may be required to file Form 8865, Return of U.S. Persons with respect to Certain Foreign Partnerships. (see Instructions for Form 8865)  | ☐ Yes | ☑ No |
| 6    | Did the organization have any operations in or related to any boycotting countries during the tax year? If "Yes," the organization may be required to file Form 5713, International Boycott Report (see Instructions for Form 5713)  | ☐ Yes | ☑ No |

#### **SCHEDULE J** (Form 990)

**Compensation Information**For certain Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees

➤ Complete if the organization answered "Yes" to Form 990,
Part IV, line 23.

➤ Attach to Form 990. ➤ See separate instructions.

OMB No 1545-0047 2010

Open to Public Inspection

Department of the Treasury Internal Revenue Service Name of the organization

Employer identification number **Tarion Warranty Corporation** 98-0197825 **Questions Regarding Compensation** 

|    |   |   | j           | Yes       | No   |
|----|---|---|-------------|-----------|--|
| 1a | Check the appropriate box(es) if the organization provide 990, Part VII, Section A, line 1a. Complete Part III to provide |   |             |           |  |
|    | ☐ First-class or charter travel ☐   | Housing allowance or residence for personal use       |             |           |  |
|    | ☐ Travel for companions   | Payments for business use of personal residence       |             |           |  |
|    | ☐ Tax indemnification and gross-up payments ☐   | Health or social club dues or initiation fees         |             | 4,        |  |
|    | ☐ Discretionary spending account ☐  | Personal services (e.g , maid, chauffeur, chef)       |             | ٠,        |  |
|    |   |   |             | · `       |  |
| b  | If any of the boxes on line 1a are checked, did the or  |   |             | 3         | .2   |
|    | or reimbursement or provision of all of the expens  | es described above? If "No," complete Part III to     |             | ,         |  |
| _  | explain   |   | 1b          | <b>✓</b>  |  |
| 2  | Did the organization require substantiation prior to reindirectors, trustees, and the CEO/Executive Director, reg         |   |             | 1         |  |
|    | directors, trustees, and the GEO/Executive Director, reg  | garding the items checked in line ra?                 | 2           | · .       | eš   |
| 3  | Indicate which, if any, of the following the organization is  | uses to establish the compensation of the             |             | "、        | ×  |
| 3  | organization's CEO/Executive Director. Check all that a   |   |             |           |  |
|    | ✓ Compensation committee     ✓  | Written employment contract                           | *           | W         | <b>.</b>   |
|    |   | Compensation survey or study                          |             |           |  |
|    | ☐ Form 990 of other organizations ☑   | Approval by the board or compensation committee       | .06\$       | in pain   | ,w.13 .  |
|    |   |   | <b>₩.</b> • |           | , ¥  |
| 4  | During the year, did any person listed in Form 990, Part organization or a related organization.                          | VII, Section A, line 1a, with respect to the filing   |             | -31 Y (1) | * ***  |
| а  | Receive a severance payment or change-of-control pay  | mont from the organization or a related organization? | 4a          |           | 1  |
| b  | Participate in, or receive payment from, a supplemental   | -   | 4b          | <b>√</b>  | <b>V</b>   |
| c  | Participate in, or receive payment from, an equity-based  | ·   | 4c          | •         | 1  |
|    | If "Yes" to any of lines 4a–c, list the persons and provid  | ,   |             |           | _  |
|    | , ,   |   |             |           |  |
|    | Only section 501(c)(3) and 501(c)(4) organizations mu   | ust complete lines 5–9.                               |             |           | ~ ' »}   |
| 5  | For persons listed in Form 990, Part VII, Section A, line   | 1a, did the organization pay or accrue any            |             |           |  |
|    | compensation contingent on the revenues of  |   |             |           |  |
| а  | The organization?   |   | 5a          |           | ✓  |
| b  | Any related organization?   |   | 5b          |           | ✓  |
|    | If "Yes" to line 5a or 5b, describe in Part III.  |   | ٧.,         |           |  |
| 6  | For persons listed in Form 990, Part VII, Section A, line   | 1a, did the organization pay or accrue any            | - 12        | ٧٠,       | . 3  |
|    | compensation contingent on the net earnings of:   |   |             |           |  |
| a  | The organization?   |   | 6a          | <b>√</b>  |  |
| b  | Any related organization?   |   | 6b          |           | <b>✓</b>   |
| 7  | If "Yes" to line 6a or 6b, describe in Part III. For persons listed in Form 990, Part VII, Section A,                     | line to did the organization provide any non-fived    |             |           | ············                                     |
| •  | payments not described in lines 5 and 6? If "Yes," desc   |   | 7           |           | /  |
| 8  | Were any amounts reported in Form 990, Part VII, paid   |   |             |           | <del>                                     </del> |
| 9  | to the initial contract exception described in Regu   |   |             |           |  |
|    | in Part III   | , , , ,   | 8           |           | 1  |
| 9  | If "Yes" to line 8, did the organization also follow  |   | <u> </u>    |           |  |
|    | Regulations section 53,4958-6(c)?   | · · ·   | 9           |           |  |

Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees. Use duplicate copies if additional space is needed. Part

For each individual whose compensation must be reported in Schedule J, report compensation from the organization on row (i) and from related organizations, described in the instructions, on row (ii). Do not list any individuals that are not listed on Form 990, Part VII.

Note. The sum of columns (B)(i)—(iii) must equal the applicable column (D) or column (E) amounts on Form 990, Part VII, line 1a.

| <b>(A)</b> Name             |            | ,                        | (b) Breakdown of w-2 and/or 1099-iviloc compensation | C compensation                      | (C) Retirement and             | (D) Montavable | (F) Total of columns | (F) Compensation                                |
|-----------------------------|------------|--------------------------|--|-------------------------------------|--------------------------------|----------------|----------------------|---|
|                             |            | (i) Base<br>compensation | (ii) Bonus & incentive compensation                  | (iii) Other reportable compensation | other deferred<br>compensation | benefits       | (a)-(i)(a)           | reported in prior<br>Form 990 or<br>Form 990-EZ |
| (Over 150,000)              | € €        |                          |  |                                     |                                |                |                      |   |
| Howard Bogach               | 3          | 346,568                  | 201,637  | 36,393                              |                                |                | 584,598              |   |
| 2<br>John Recevello         | <b>E E</b> | 195,282                  | 75,740   | 34,325                              |                                |                | 305,347              |   |
| 3 Milo Cata                 | € €        | 149,519                  |  | 34,325                              |                                |                | 242,069              |   |
| Winde Colle                 | (E)        |                          |  |                                     |                                |                |                      |   |
| Patrick Varcoe              | € €        | 172,566                  | 69,529   | 33,299                              |                                |                | 275,394              |   |
| Tim Schumacher              | € €        | 236,482                  | 88,768   | 34,554                              |                                |                | 359,804              |   |
| Janice Mandel               | Ξ          | 168,333                  | 64,460   | 33,824                              |                                |                | 266,617              |   |
| 7                           | (E)        |                          |  |                                     |                                |                |                      |   |
| Bill Wallace                | ≘ ≘        | 191,108                  | 73,342   | 34,514                              |                                |                | 298,964              |   |
| Eileen Holden               | 8          | 155,461                  | 59,897   | 34,067                              |                                |                | 249,424              |   |
| 6                           | <b>(E</b>  |                          |  |                                     |                                |                |                      |   |
| Suzanne Tiffin              | € €        | 143,578                  | 55,489   | 32,438                              |                                |                | 231,505              |   |
| 10<br>Peter Ralasubramanian | 3 3        | 185,769                  | 72,235   | 34,325                              |                                |                | 292,329              |   |
| 11                          | 3          |                          |  |                                     |                                |                |                      |   |
| David Guiney                | (1)        | 264,974                  | 128,628  | 34,325                              |                                |                | 427,927              |   |
| 12                          | €          |                          |  |                                     |                                |                |                      |   |
| Edmond Lee                  | e (        | 178,891                  |  | 27,351                              |                                |                | 206,242              |   |
| Alex McFarlene              | E          | 124,265                  | 21,152   | 12,370                              |                                |                | 157,787              |   |
| 14                          | 3          | 1                        |  |                                     |                                |                |                      |   |
|                             | (3)        |                          |  |                                     |                                |                |                      |   |
| 15                          | Ξ          |                          |  |                                     |                                |                |                      |   |
| İ                           | Ξ          |                          |  |                                     |                                |                |                      |   |
| 16                          | (ii)       |                          |  |                                     |                                |                |                      |   |

Schedule J (Form 990) 2010

Page 3.

### **SCHEDULE 0** (Form 990 or 990-EZ)

# Supplemental Information to Form 990 or 990-EZ

OMB No 1545-0047

2010

Open to Public Inspection

Employer identification number

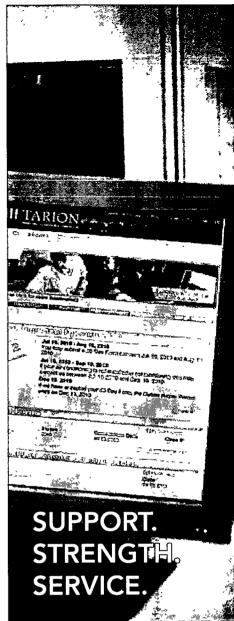
Department of the Treasury Internal Revenue Service Name of the organization Complete to provide information for responses to specific questions on Form 990 or 990-EZ or to provide any additional information.

► Attach to Form 990 or 990-EZ.

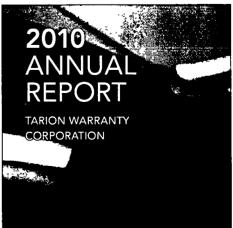
| Tarion Warranty Corporation  | 98-0197825          |
|--|---------------------|
| Part 1-line 7b, total number of employees at the end of December 31, 2010 is 230. Employment is filed        | through Revenue     |
| Canada and therefore none was transmitted through Form W-3, transmittal of wage and tax statements           | <b>5</b> .          |
|  |                     |
| Part V-line3b, Form 990-T was not file for Investment Income and Gain & Loss from sales. Tarion is ex        | empt under section  |
| 501(c)(4). Tarion is not an organization liable for the proxy tax on lobbying and political expenditures,    | is not a college or |
| university, for profit organization that is liable for corporate tax or recapture taxes, and not a fiduciary | for trust.          |
|  |                     |
| Part VI-line 19: Tarion makes available the annual Financial Statements on the Tarion website (www.tar       | rion.com)           |
|  |                     |
| Part XI - line 5 (other changes in net assets or fund balances: 17,479,460 (=11,566,342+5,913,118)           |                     |
| Net Unrealized Gain: 11,566,342 (Change in unrealized gain on stock: 7,835,507; unrealized gain on bo        | nds: 3,829,036,     |
| writedown on stock: -98,201)   |                     |
| Foreign Exchange Adjustment on conversion: 5,913,118   |                     |
|  |                     |
| ·  |                     |
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### 2010 Financial Commentary

After a slow start in the first quarter of 2009, the housing market in Ontario and investment markets generally, rebounded and this trend continued throughout 2010. Improving economic conditions together with favourable claim resolutions resulted in positive earnings of \$30.2 million and an increase in total equity of \$37.0 million.

At 52,531 units, new home enrolments were lower than the historical average of 65,864 but, still considered fairly strong when compared to the 47,649 units enrolled in 2009.

Tarion's investment portfolio benefited from the global economic recovery, which was helped by expansionary fiscal and monetary policies in Western economies and by strong internal growth in the developing world. An increase of \$6.8 million in unrealized gains was achieved through strong returns from the Tarion stock portfolio (compared with \$16.1 million in 2009). And, monetary policy played a large role in pushing down bond yields which resulted in an increase of \$5.3 million in our bond portfolio (this compares with a \$7.6 million increase in 2009).

Corporation expenses decreased from \$41.9 million to \$20.7 million due to lower net claims incurred and operating expenses:

- Throughout the industry's continuing recovery, Tarion reported net claims incurred of negative \$18.3 million versus positive \$3.1 million in 2009. Provisions for new claims were negative \$13.9 million largely due to the favourable resolution of large claims at much lower costs than expected. Recoveries decreased from \$8.5 million in 2009 to \$4.4 million due to a significant decrease in reserves.
- Tight expense management resulted in a reduction of \$1.0 million in operating expenses.

Tarion's capital management framework includes a minimum threshold for the Minimum Capital Test ("MCT") and a minimum total equity test to cover a catastrophic loss as defined in the Dynamic Capital Adequacy Testing ("DCAT"). The MCT is the same test utilized by Canadian property and casualty insurance companies. The company's MCT of 434% as at December 31, 2010 compares favourably to the threshold minimum of 150%. The company's total equity of \$154.5 million compares favourably to the catastrophic loss threshold scenario of \$82 million.

Tarion will continue to be diligent in its management of costs and capital to maintain its financial strength and support new home warranties in the face of a slowly recovering economy.

### Management's Responsibility for Financial Reporting

Management is responsible for the integrity of the financial statements and operational information presented in this Annual Report. The financial statements have been presented in accordance with Canadian generally accepted accounting principles and reflect management's best estimates and judgments. Financial information presented elsewhere in the Annual Report is consistent with these financial statements.

Management maintains a system of internal controls, to provide reasonable assurance that all assets are safeguarded and to facilitate the preparation of relevant, reliable and timely financial information.

The external actuary who is appointed by the Board of Directors is responsible for ensuring that the assumptions and methods used in the determination of the warranty liabilities are in accordance with accepted actuarial practice.

The external auditors have examined and reported on the annual financial statements.

The Audit Committee, consisting of non-executive directors, has reviewed these financial statements with management and the external auditors and has reported to the Board of Directors, which has approved the financial statements.

**Howard Bogach** 

President and Chief Executive Officer

April 21, 2011

Edmond F. Lee

Vice President and Chief Financial Officer

April 21, 2011

# Actuary's Report

#### To the Directors of Tarion Warranty Corporation:

I have reviewed the warranty liabilities of **Tarion Warranty Corporation** for its Balance Sheet as at December 31, 2010 and their change in the Statement of Operations for the year then ended in accordance with accepted actuarial practice, including the selection of appropriate assumptions and methods.

In my opinion, the amount of these warranty liabilities makes appropriate provision for all warranty obligations, and the financial statements fairly present the results of the review.

James K. Christie

Fellow, Canadian Institute of Actuaries

April 21, 2011

### Independent Auditor's Report

### To the Directors of Tarion Warranty Corporation:

We have audited the accompanying financial statements of Tarion Warranty Corporation, which comprise the balance sheet as at December 31, 2010, and the statements of operations, comprehensive results of operations, changes in equity 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 and fair presentation 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 audit opinion.

#### **Opinion**

In our opinion, the financial statements present fairly, in all material respects, the financial position of Tarion Warranty Corporation as at December 31, 2010, and the results of its operations and its cash flows for the year then ended in accordance with Canadian generally accepted accounting principles.

Deloitte + Touche UP

Chartered Accountants Licensed Public Accountants April 21, 2011

### **Balance Sheet**

December 31, 2010 (\$ thousands)

|  | <br>2010      | <br>2009      |
|--|---------------|---------------|
| Assets   |               |               |
| Cash   | \$<br>2,163   | \$<br>2,851   |
| Investments (Note 5)                                     | 339,507       | 312,441       |
| Amounts recoverable from builders (Note 4)               | 8,791         | 11,613        |
| Equipment and leaseholds (Note 7)                        | 2,200         | 3,413         |
| Intangible assets (Note 8)                               | 2,504         | 1,513         |
| Prepaid expenses and other assets                        | 461           | 1,082         |
|  | \$<br>355,626 | \$<br>332,913 |
| Liabilities  |               |               |
| Warranty liabilities (Note 9)                            | 150,616       | 164,251       |
| Funds held as security (Note 10)                         | 39,950        | 38,876        |
| Accounts payable and accrued liabilities                 | 8,142         | 9,928         |
| Employee future benefits liabilities (Note 11)           | 2,437         | 2,372         |
|  | <br>201,145   | <br>215,427   |
| Equity   |               |               |
| Surplus  | 127,630       | 97,432        |
| Accumulated net unrealized gains in the equity portfolio | 26,851        | 20,054        |
|  | <br>154,481   | <br>117,486   |
|  | \$<br>355,626 | \$<br>332,913 |

See accompanying notes to financial statements.

Approved by the Board

Harry Herskowitz

Director and Chair of the Board

Christopher S. Spiteri

Director and Vice Chair of the Board

# Statement of Operations

Year Ended December 31, 2010 (\$ thousands)

|   | 2010         |                                       | 2009   |
|---|--------------|---------------------------------------|--------|
| Revenue                                       | <br>         |                                       |        |
| Home enrolment fees earned                    | \$<br>29,692 | \$                                    | 29,183 |
| Builders' registration and renewal fees       | 3,362        |                                       | 2,903  |
| Investment results                            |              |                                       |        |
| Investment income (Note 5)                    | 18,117       |                                       | 17,769 |
| Investment management fees                    | (867)        |                                       | (792)  |
| Other revenue                                 | 621          |                                       | 408    |
|   | 50,925       |                                       | 49,471 |
| Expenses                                      |              |                                       |        |
| Net claims (recovered) incurred (Note 9)      | (18,272)     |                                       | 3,095  |
| Salaries and benefits                         | 24,598       |                                       | 24,565 |
| General and administrative                    | 11,538       |                                       | 11,906 |
| Depreciation and amortization                 | 2,863        |                                       | 2,315  |
|   | <br>20,727   |                                       | 41,881 |
| Excess of Revenue Over Expenses               | \$<br>30,198 | \$                                    | 7,590  |
|   | 2010         |                                       | 2009   |
| Excess of Revenue Over Expenses for the Year  | \$<br>30,198 | \$                                    | 7,590  |
| Net Unrealized Gains in the Equity Portfolio  |              | · · · · · · · · · · · · · · · · · · · |        |
| Increase due to change in fair value          |              |                                       |        |
| of the investments during the year            | 8,794        |                                       | 15,404 |
| (Decrease) increase for amounts recognized in |              |                                       |        |
| investment income                             | (1,997)      |                                       | 729    |
|   | 6,797        |                                       | 16,133 |
|   | \$<br>36,995 | \$                                    | 23,723 |

See accompanying notes to financial statements.

# Statement of Changes in Equity

Year Ended December 31, 2010 (\$ thousands)

| <br>2010      |  | 2009  |
|---------------|--|---|
| \$<br>97,432  | \$   | 89,842  |
| 30,198        |  | 7,590   |
| \$<br>127,630 | \$   | 97,432  |
| \$<br>20,054  | \$   | 3,921   |
| 6,797         |  | 16,133  |
| \$<br>26,851  | \$   | 20,054  |
| \$<br>154,481 | \$   | 117,486   |
| \$            | \$ 97,432<br>30,198<br>\$ 127,630<br>\$ 20,054<br>6,797<br>\$ 26,851 | \$ 97,432 \$ 30,198 \$ 127,630 \$ \$ 20,054 \$ 6,797 \$ 26,851 \$ |

See accompanying notes to financial statements.

## Statement of Cash Flows

Year Ended December 31, 2010 (\$ thousands)

|  | 2010         |         | 2009      |
|--|--------------|---------|-----------|
| Net Inflows (Outflows) of Cash Related to the Following Activities |              |         |           |
| Operating  |              |         |           |
| Excess of revenue over expenses                                    | \$<br>30,198 | \$      | 7,590     |
| Add (deduct) non-cash items  |              |         |           |
| Unrealized and realized gains on held for trading assets           | (5,326)      |         | (7,624)   |
| Net realized gains on sale of available for sale assets            | (2,098)      |         | (1,849)   |
| Writedown on available for sale assets                             | 101          |         | 2,578     |
| Depreciation and amortization                                      | 2,863        |         | 2,315     |
|  | 25,738       |         | 3,010     |
| Changes in non-cash balances related to operations                 |              |         |           |
| Changes in prepaid expenses and other assets                       | 621          |         | (61)      |
| Changes in amounts recoverable from builders                       | 2,822        |         | (310)     |
| Changes in warranty liabilities                                    | (13,635)     |         | (4,677)   |
| Changes in funds held as security                                  | 1,074        |         | (315)     |
| Changes in accounts payable and accrued liabilities                | (1,786)      |         | 2,404     |
| Changes in employee future benefits liabilities                    | 65           |         | 385       |
| Cash provided by operating activities                              | <br>14,899   |         | 436       |
| Investing  |              |         |           |
| Proceeds from sale and maturity of investments                     | 297,503      |         | 249,853   |
| Purchase of investments  | (310,448)    |         | (245,729) |
| Purchase of equipment and leaseholds                               | (815)        | (1,108) |           |
| Disposal of equipment and leaseholds                               | 235          |         | 422       |
| Purchase of intangible assets                                      | (2,062)      |         | (584)     |
| Cash (used in) provided by investing activities                    | <br>(15,587) |         | 2,854     |
| Net (Decrease) Increase in Cash During the Year                    | (688)        |         | 3,290     |
| Cash (Bank Overdraft), Beginning of Year                           | <br>2,851    |         | (439)     |
| Cash, End of Year  | \$<br>2,163  | \$      | 2,851     |
| Supplementary Cash Flow Information                                | <br>         |         | -         |
| Cash interest paid   | \$<br>762    | \$      | 947       |

### Notes to Financial Statements

December 31, 2010 (\$ thousands)

#### 1 OPERATIONS OF THE CORPORATION

Tarion Warranty Corporation (the "Corporation") was designated in 1976 by the Government of Ontario to administer the Ontario New Home Warranties Plan Act (the "Act"). The objectives of the Act include consumer protection, builder regulation and providing consumers and builders with a broad range of services including information and education. The Corporation collects home enrolment and builder registration fees and invests available funds for the purposes of settling warranty claims from homeowners, and providing for investigation, enforcement, and other administrative costs related to its responsibilities in administering the Act. Warranty protection is outlined in the Act and includes providing a warranty to purchasers of new homes in respect of:

- · loss of deposit if a builder cannot or will not complete the sale of a home, through no fault of the home buyer;
- · specified construction and contractual warranties for defects in work or material; and
- the effects of delays in closing, under certain circumstances.

As a non-profit organization, the Corporation is exempt from income taxes.

#### 2 BASIS OF PRESENTATION

These financial statements have been prepared in accordance with Canadian generally accepted accounting principles ("GAAP"). In addition, the Corporation voluntarily adopts certain guidelines issued by the Office of the Superintendent of Financial Institutions Canada ("OSFI") for property and casualty ("P&C") insurance companies in Canada. These guidelines are consistent with GAAP.

The preparation of financial statements, in conformity with GAAP, requires management to make assumptions and estimates that affect the reported amounts of assets and liabilities, disclosure of contingent assets and liabilities as at the date of the financial statements and the reported amounts of revenues and expenses during the reporting periods. Actual amounts could differ from those estimates. The most significant estimation processes are related to the determination of warranty liabilities, employee future benefit liabilities and the fair valuation of financial instruments.

#### 3 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

#### Financial instruments

The Corporation designates and recognizes its financial instruments in accordance with the requirements of Section 3855 – *Recognition and Measurement*, Section 1530 – *Comprehensive Income*, and Section 3251 – *Equity*, as described below:

· Held for trading financial assets

Cash and the fixed income portfolio investments are designated as held for trading financial assets and are measured at fair value with gains and losses, including interest earned, recorded in the Statement of Operations. Transaction costs are recognized in the Statement of Operations as incurred.

#### 3 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

Financial instruments (continued)

Available for sale financial assets

The equity portfolio investments are designated as available for sale financial assets and are measured at fair value with unrealized gains and losses recognized in the net unrealized gains (losses) on equity portfolio in the Statement of Comprehensive Results of Operations. Accumulated net unrealized gains (losses) in the equity portfolio ("AUGL") form part of the Equity on the Balance Sheet. The cumulative changes in the fair value of available for sale securities are removed from the AUGL and recorded in the Statement of Operations when the underlying security is either sold or there is a decline in value that is considered to be other than temporary. Available for sale assets are assessed on an individual security basis on a quarterly basis to determine whether there is objective evidence of impairment and the decline in fair value is other than temporary, the accumulated loss is removed from the AUGL in the Balance Sheet equity section and recognized in the Statement of Operations.

Transaction costs are added to the fair value of the available for sale financial assets at acquisition.

· Held to maturity financial assets

No financial assets are designated as held to maturity.

· Loans and receivables

Amounts recoverable from builders are designated as loans and receivables. The carrying value is based on management's best estimate of the recoverable value determined by considering past collection experience, the amount of security held and the existence of guarantees. Where there is evidence that there is impairment in these amounts, the impairment charge is recognized in the Statement of Operations to reduce the carrying value of the financial assets to their recoverable amounts.

Other financial liabilities

Accounts payable and accrued liabilities, and funds held as security, are designated as other liabilities and are measured at amortized cost using the effective interest method.

The warranty liabilities are specifically excluded from the financial instruments accounting standards.

#### Revenue recognition

Home enrolment fees are remitted by builders during the year. These fees, net of refunds, are deferred and taken into revenue as earned based on expected claims experience over the warranty period. The deferred portion of home enrolment fees is included in warranty liabilities. If claims experience indicates that home enrolment fees collected will not be sufficient to discharge related liabilities, a provision for premium deficiency is included in the warranty liabilities.

Builders' registration fees are recorded as revenue upon registration and renewal fees are recorded as revenue in the year in which they are due.

Dividend income is recognized as of the ex-dividend date. Interest income is recognized as earned. Net realized gains or losses on investments are recognized on a trade date basis. Unrealized gains or losses based on the fair value in effect at the balance sheet date on held for trading financial assets are recognized in investment income. Unrealized gains or losses on available for sale financial assets are recognized in the Accumulated net unrealized gains (losses) in the equity portfolio until they are realized or until they are considered "other than temporarily" impaired, at which time the losses are charged to the Statement of Operations.

#### 3 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

### Warranty liabilities

The warranty liabilities include deferred home enrolment fees and warranty claims liabilities. Deferred home enrolment fees represent the unearned portion of home enrolment fees remitted by builders. Warranty claims liabilities include estimates of costs for claims reported and in process of settlement, and provisions for claims incurred but not yet reported at the balance sheet date where it is anticipated that costs will be incurred by the Corporation.

The Corporation's warranty period spans seven years and significant periods of time can elapse between the incurrence of claims liabilities and their settlement. Accordingly, the estimation of the liabilities involves significant measurement uncertainty.

The liabilities are discounted to reflect the investment income expected to be earned over the period between the incurrence and settlement of claims. The discount rate reflects the expected future yield from the fixed interest investments. Provisions for adverse deviation are added to allow for the inherent measurement uncertainty that arises because actual investment yields may differ from the discount rate; the actual settlements may occur at amounts that differ from expected settlement amounts; and the timing of settlements may differ from expected timing.

Net claims incurred include claims recoveries and changes in the provisions for claims reported and in process of settlement and for claims incurred but not yet reported.

Claims recoveries include expected recoverable from builders on claims incurred during the current year and change in the estimate of amounts recoverable from builders from prior years. Estimated amounts recoverable from builders are presented on the Balance Sheet as an asset of the Corporation.

### Equipment and leaseholds

Equipment and leaseholds are recorded at cost less accumulated depreciation and amortization. Depreciation and amortization are provided at the following rates and bases:

Computer equipment – straight-line over four years

Computer equipment acquired under capital lease — straight-line over four years or the term of lease if shorter than four years

Furniture and office equipment – 20 per cent declining balance

Leasehold improvements — straight-line over the term of the lease

Equipment and leaseholds are evaluated for impairment when events or changes in circumstances exist to indicate that the carrying value of these assets may not be recoverable. An impairment loss is recognized when the estimated undiscounted future net cash flow attributable to the asset is less than its net carrying amount and the loss recognized is equal to the amount by which the carrying amount exceeds the fair value. Fair value is determined using expected discounted cash flows when quoted market prices are not available.

### Intangible assets

Intangible assets are amortized on a straight line basis over three years.

## 3 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

## Employee future benefits

The Corporation accrues its obligations under employee benefit plans and the related costs, net of plan assets. The cost of pensions and other post-employment benefits earned by employees is actuarially determined using the projected benefit method prorated on service and management's best estimates of expected plan investment performance, salary escalation, retirement ages of employees and expected health care costs. For the purpose of calculating the expected return on plan assets, those assets are valued at fair value. Past service costs from plan amendments are amortized on a straight-line basis over the average remaining service periods of eligible employees active at the date of amendment.

## Currency translation

Monetary assets and liabilities denominated in a foreign currency are translated into Canadian dollars at the period-end rate. Revenue and expense items in a foreign currency are translated into Canadian dollars at the transaction date rate.

## Future accounting changes

#### **International Financial Reporting Standards**

Canadian publicly accountable enterprises and certain Government business enterprises are required to adopt International Financial Reporting Standards ("IFRS") for fiscal years beginning on or after January 1, 2011, with fiscal 2010 IFRS comparatives. The objective of the change is to move toward the use of a single set of international accounting standards to facilitate and improve the comparability and transparency of financial statements globally. Although there are many similarities between Canadian GAAP and IFRS, there are some significant GAAP differences which may impact the Corporation's financial statements. The Corporation will publish its first financial statements prepared in accordance with IFRS for the year ending December 31, 2011, with fiscal 2010 IFRS comparatives.

The Corporation's assessment of the impact of IFRS will be dependent on the IFRS standards in effect at the time of transition and the accounting elections made. Proposed changes to the IFRS accounting standards may also introduce additional accounting differences. The Corporation has elected to early adopt IFRS 9 – Financial Instruments at the date of transition even though it is effective beginning on or after January 1, 2013. The IFRS accounting standard for insurance contracts, IFRS 4 – Phase II which deals with recognition and measurement is still under development. The final standard is expected in June 2011, however the implementation not expected before 2014.

#### **4** AMOUNTS RECOVERABLE FROM BUILDERS

The amounts recoverable from builders is comprised of two types of receivables: the estimated amounts recoverable from builders in respect of outstanding warranty claims recognized under the warranty liabilities; and other receivables from builders representing the estimated realizable value of receivables from builders for warranty claims that the Corporation has paid out on the builder's behalf during the remediation process.

|                                   | <br>2010          | <br>2009          |
|-----------------------------------|-------------------|-------------------|
|                                   | Carrying<br>Value | Carrying<br>Value |
| Amounts recoverable from builders | \$<br>6,648       | \$<br>8,853       |
| Other receivables from builders   | 2,143             | 2,760             |
|                                   | \$<br>8,791       | \$<br>11,613      |

As at December 31, 2010, of the total amounts recoverable from builders, the balance greater than 30 days past due is \$1,826 (2009 - \$2,187) and is not considered to be impaired.

As described in Note 6(c), the Corporation obtains security from builders to minimize its financial losses from future warranty claims. At December 31, 2010, there is \$2,396 (2009 - \$4,254) of security held associated with amounts recoverable from builders.

#### **5** INVESTMENTS

#### (a) Fair value of investments:

The Corporation has designated the fixed income portfolio as held for trading financial assets and the equity portfolio as available for sale financial assets. Both classes of assets are reported at fair value on the Balance Sheet.

The following table discloses details of the fair value of the Corporation's investment portfolio as at December 31:

|   | <br>2010      | <br>2009      |
|---|---------------|---------------|
|   | Fair<br>Value | Fair<br>Value |
| Held for Trading Assets                                       |               |               |
| Bonds issued by federal, provincial and municipal governments | \$<br>95,599  | \$<br>108,507 |
| Financial institution bonds                                   | 54,087        | 30,049        |
| Other corporate bonds   | 76,687        | 71,577        |
| Treasury bills  | 8,788         | 12,297        |
|   | 235,161       | <br>222,430   |
| Available for Sale Assets                                     |               |               |
| Equity portfolio  | 104,346       | 90,011        |
|   | \$<br>339,507 | \$<br>312,441 |

## (b) Investment income:

|   | <br>2010     | 2009         |
|---|--------------|--------------|
| Change in fair value on held for trading assets         | \$<br>13,819 | \$<br>16,341 |
| Net realized gains on sale of available for sale assets | 2,098        | 1,849        |
| Writedown on available for sale assets                  | (101)        | (2,578)      |
| Dividends from available for sale assets                | 2,464        | 2,512        |
| Interest expense – other financial liabilities          | (163)        | (355)        |
|   | \$<br>18,117 | \$<br>17,769 |

#### (c) Impairment of available for sale assets:

In determining whether impairment is to be recognized, management considers factors including the extent of the unrealized losses, the length of time that the investment has been in an unrealized loss position, and the financial condition and near-term prospects of the issuer.

As of December 31, 2010, the available for sale equity portfolio was written down by \$101 (2009 - \$2,578). The remainder of the unrealized losses in the portfolio of \$843 (2009 - \$258) was recorded in the Accumulated net unrealized gains in the equity portfolio on the Balance Sheet as management determined these unrealized losses are temporary in nature or not significant. Management evaluates the impairment condition of all holdings on a quarterly basis to assess for any potential impairment write downs required.

## (d) Securities with interest rate exposure:

As at December 31, the scheduled maturities and fair values of the fixed income portfolio are as follows:

| _   |   |  |   |  | Terms to  | ) iviati  | irity.                                      |  |   |   |   |
|-----|---|--|---|--|---|---|---|--|---|---|---|
| L   | Oue within one year                                       |  | Due one<br>through<br>five years              | 18   | Due five<br>through<br>ten years                            | twe   | Due ten<br>through<br>enty years            | · · · <del>- ·</del> ·   | Due after<br>twenty<br>years                                    |   | Total   |
|     | <del></del>   |  |   |  |   |   |   |  |   |   |   |
| \$  | 11,799<br>1.3%<br>-<br>0 0%<br>-<br>0 0%<br>7,420         | \$   | 48,416<br>1 8%<br>3,405<br>2 3%<br>-<br>0 0%  | \$   | 2,023<br>2 7%<br>9,018<br>3 3%<br>560<br>3 9%               | \$  | 6,488<br>3 4%<br>5,563<br>4 0%<br>-<br>0 0% | \$   | 7,938<br>3 6%<br>-<br>0 0%<br>-<br>0 0%                         |   | 76,664<br>2 0%<br>17,986<br>3 3%<br>560<br>3 9%<br>7,420          |
|     |   |  |   |  |   |   |   |  |   |   | 1 4%  |
|     | 19,219<br>1 3%  |  | 51,821<br>1 8%                                |  | 11,601<br>3 2%  |   | 12,051<br>3 7%                              |  | 7,938<br>3 6%   |   | 102,630<br>2 2%   |
|     | 0 0%<br>1,047<br>1 9%<br>1,361<br>1 4%                    |  | 29,364<br>2 8%<br>24,234<br>2 7%<br>-<br>0 0% |  | 16,241<br>3 6%<br>24,403<br>3 8%<br>-<br>0 0%               |   | 0 0%<br>5,554<br>4 7%<br>-<br>0 0%          |  | 8,148<br>4 8%<br>20,554<br>5 1%<br>-<br>0 0%                    |   | 53,753<br>3 4%<br>75,792<br>3 8%<br>1,361<br>1.4%                 |
| ~   | 21,627<br>1,625   |  | 105,419                                       |  | 52,245<br>-   |   | 17,605<br>-                                 |  | 36,640  |   | 233,536<br>1,625  |
| \$  | 23,252  | \$   |   | \$   | 52,245<br>3.6%  | \$  | 17,605<br>4.0%                              | \$   | 36,640<br>4.7%  | \$  | 235,161<br>3.0%   |
| ·nr |   |  |   |  |   |   |   |  |   |   |   |
| \$  | 3,674<br>0 4%<br>-<br>0 0%<br>-<br>0 0%<br>10,917<br>1 4% | \$   | 49,209<br>2 0%<br>7,408<br>2 4%<br>-<br>0 0%  | \$   | 2,553<br>3 2%<br>10,789<br>3 5%<br>540<br>4 5%<br>-<br>0 0% | \$  | 7,017<br>4 2%<br>9,177<br>4 6%<br>-<br>0.0% | \$   | 12,687<br>4 1%<br>4,993<br>4 8%<br>-<br>0 0%<br>-<br>0 0%       |   | 75,140<br>2 5%<br>32,367<br>3 8%<br>540<br>4 5%<br>10,917<br>1.4% |
|     | 14,591<br>1 1%  |  | 56,617<br>2 1%                                |  | 13,882  |   | 16,194<br>4.4%                              |  | 17,680  |   | 118,964<br>2 8%   |
|     | 0 0%<br>-<br>0 0%<br>1,379<br>1 6%                        |  | 6,801<br>2 1%<br>16,437<br>2 3%<br>-<br>0 0%  |  | 18,266<br>3 7%<br>37,503<br>3 8%<br>-<br>0 0%               |   | 0 0%<br>6,164<br>5.0%<br>-<br>0 0%          |  | 4,767<br>4 5%<br>10,626<br>5 7%<br>-<br>0 0%                    |   | 29,834<br>3.4%<br>70,730<br>3 9%<br>1,379<br>1 6%                 |
|     | 15,970<br>1,523   |  | /9,855<br>                                    |  | 69,651  |   | 22,358<br>-                                 |  | 33,0/3  |   | 220,907<br>1,523  |
| \$  | 17,493<br>1 2%  | \$   | 79,855<br>2 1%                                | \$   | 69,651<br>3.7%  | \$  | 22,358<br>4.6%                              | \$   | 33,073<br>4.8%  | \$  | 222,430<br>3.2%   |
|     | \$  | \$ 11,799<br>1.3%<br>-00%<br>7,420<br>1 4%<br>19,219<br>1 3%<br>-00%<br>1,047<br>1,9%<br>1,361<br>1 4%<br>21,627<br>1,625<br>\$ 23,252<br>1.4%<br>\$ 3,674<br>0 4%<br>-00%<br>10,917<br>1 4%<br>14,591<br>1 1%<br>-00%<br>1,379<br>1 6%<br>15,970<br>1,523 | \$ 11,799 \$ 1.3%                             | \$ 11,799 \$ 48,416<br>1.3% 1 8%<br>- 3,405<br>0 0% 2 3%<br><br>0 0% 0 0%<br>7,420<br>1 4% 0 0%<br>19,219 51,821<br>1 3% 1 8%<br>- 29,364<br>0 0% 2 8%<br>1,047 24,234<br>1 9% 2 7%<br>1,361<br>1 4% 0 0%<br>21,627 105,419<br>1,625<br>\$ 23,252 \$ 105,419<br>1.4% 2.3%<br>\$ 3,674 \$ 49,209<br>0 4% 2 0%<br>- 7,408<br>0 0% 2 4%<br>- 0 0% 0 0%<br>10,917<br>1 4% 0 0%<br>14,591 56,617<br>1 1% 2 1%<br>- 6,801<br>0 0% 2 1%<br>- 6,801<br>0 0% 2 2 3%<br>1,379<br>1 6,437<br>0 0% 2 3%<br>1,379<br>1 6,437<br>0 0% 2 3%<br>1,379<br>1 6,437<br>0 0% 2 3%<br>1,379<br>1 6,437<br>0 0% 2 3%<br>1,379<br>1 6,437<br>0 0% 2 3%<br>1,379<br>1 6,437<br>0 0% 2 3%<br>1,379<br>1 6,801<br>0 0% 79,855<br>1,523 | \$ 11,799 \$ 48,416 \$ 1.3%                                 | \$ 11,799 \$ 48,416 \$ 2,023 1.3% 1 8% 27% - 3,405 9,018 0 0% 2 3% 3 3% 560 0 0% 0 0% 3 9% 7,420 1 4% 0 0 0% 0 0%  19,219 51,821 11,601 1 3% 1 8% 3 2% - 29,364 16,241 0 0% 2 8% 3 6% 1,047 24,234 24,403 1 9% 2 7% 3 8% 1,361 1 4% 0 0 0% 0 0%  21,627 105,419 52,245 1,625  \$ 23,252 \$ 105,419 \$ 52,245 1,625  \$ 23,252 \$ 105,419 \$ 52,245 1.4% 2.3% 3.6%  \$ 3,674 \$ 49,209 \$ 2,553 0 4% 2 0% 3 2% - 7,408 10,789 0 0% 2 4% 3 5% - 540 0 0% 0 0% 4 5% 10,917 540 0 0% 0 0% 4 5% 10,917 540 0 0% 0 0% 4 5% 10,917 6,801 1 4% 0 0% 0 0%  14,591 56,617 13,882 1 1% 2 1% 3 5% - 6,801 18,266 0 0% 2 1% 3 7% - 16,437 37,503 0 0% 2 3% 3 8% 1,379 6,801 1,523  \$ 17,493 \$ 79,855 \$ 69,651 | \$ 11,799 \$ 48,416 \$ 2,023 \$ 1.3%        | \$ 11,799 \$ 48,416 \$ 2,023 \$ 6,488 1.3% 1.3% 2.7% 3.4% 4.0% | \$ 11,799 \$ 48,416 \$ 2,023 \$ 6,488 \$ 1.3% 1 8% 27% 3 4% 40% | \$ 11,799 \$ 48,416 \$ 2,023 \$ 6,488 \$ 7,938 \$ 1.3% 1 8% 2 7% 3 4% 3 6% 0 0% 2 3% 3 3% 4 0% 0 0% 0 0% 0 0% 0 0% 0 0% 0 | \$ 11,799 \$ 48,416 \$ 2,023 \$ 6,488 \$ 7,938                    |

<sup>&</sup>lt;sup>1</sup> The timing of actual maturities may differ from the contractual maturities shown above, since borrowers may have the right to prepay obligations with or without prepayment penalties

#### **6** FINANCIAL INSTRUMENTS

#### (a) Fair value

Fair value represents the amount that would be exchanged in an arm's length transaction between knowledgeable and willing parties who are under no compulsion to act. The Corporation's cash and investments are measured at fair value. The carrying value for funds held as security and, accounts payable and accrued liabilities approximates fair value due to their short term nature.

The fair value of the amounts recoverable from builders is not disclosed as the fair value cannot be measured reliably; there is no external active market for this type of asset and the inputs required to value these are not easily observable.

#### Fair value hierarchy

Section 3862 – *Financial Instruments* – *Disclosures* requires classifying of fair value measurements using a three-level fair value hierarchy, described below, for disclosure purposes. Each level reflects the inputs used to measure the fair values of financial assets and financial liabilities:

- Level 1 inputs are unadjusted quoted prices of identical instruments in active markets.
- Level 2 inputs other than quoted prices included in Level 1 that are observable for the asset or liability, either directly or indirectly.
- Level 3 inputs used in a valuation technique are based on unobservable market data.

The fair value for both held for trading and available for sale assets are based on quoted bid prices in active markets and include accrued interest and dividends, respectively. The fair value of bonds and equities denominated in foreign currencies is translated into Canadian dollars at the exchange rate in effect at December 31. The following table presents the financial instruments measured at fair value classified by the fair value hierarchy described above:

|                              | 2010          | 2009          |
|------------------------------|---------------|---------------|
| Level 1 Categorization       |               |               |
| Cash                         | \$<br>2,163   | \$<br>2,815   |
| Equity Portfolio             | 104,346       | 90,011        |
| Level 2 Categorization       |               |               |
| Treasury Bills / Debit Notes | 8,788         | 12,297        |
| Bonds                        | 226,373       | 210,133       |
| Level 3 Categorization       | _             | _             |
| Total                        | \$<br>341,670 | \$<br>315,292 |

During the years ended December 31, 2010 and 2009, there were no transfers among Levels 1, 2 and 3.

#### **6** FINANCIAL INSTRUMENTS (continued)

#### (b) Market risk

To manage the risks in the investment portfolio, management regularly monitors the performance of the Corporation's investment managers who are required to operate within specific investment criteria related to credit quality, diversification and to maximize yield within those constraints.

Market risk is comprised of three risks that may impact the fair value of a financial instrument as described below.

#### Interest rate risk

Interest rate risk is the risk that the value of a financial instrument will fluctuate due to changes in market interest rates. The Corporation is exposed to interest rate risk on its fixed income portfolio and its funds held as security. As at December 31, 2010 and 2009, Corporation's fixed income portfolio with interest rate exposure are disclosed in Note 5(d).

## • Equity price risk

Equity price risk is the risk that the value of a financial instrument will fluctuate due to changes in equity markets. The Corporation is exposed to equity price risk on its equity portfolio. As at December 31, 2010 and 2009, the Corporation's equity portfolio is diversified and invested in well established, active, liquid markets, the sector breakdown of which is presented in the table below.

|                        | <br>201       | 2009 | 2009      |      |  |
|------------------------|---------------|------|-----------|------|--|
| Financials             | \$<br>30,930  | 30%  | \$ 26,566 | 30%  |  |
| Energy                 | 23,126        | 22%  | 21,138    | 23%  |  |
| Consumer Staples       | 11,025        | 10%  | 8,826     | 10%  |  |
| Consumer Discretionary | 9,827         | 9%   | 7,794     | 9%   |  |
| Industrials            | 9,212         | 9%   | 7,628     | 8%   |  |
| Telecommunication      | 7,007         | 7%   | 6,189     | 7%   |  |
| Materials              | 3,772         | 4%   | 2,755     | 3%   |  |
| Metals & Mining        | 2,190         | 2%   | 2,441     | 3%   |  |
| Information Technology | 2,805         | 3%   | 2,149     | 2%   |  |
| Health Care            | 2,687         | 3%   | 2,493     | 3%   |  |
| Utilities              | 1,295         | 1%   | 1,476     | 2%   |  |
| Service                | 270           | _    | 175       | -    |  |
| Other                  | 200           | _    | 381       | -    |  |
| Total                  | \$<br>104,346 | 100% | \$ 90,011 | 100% |  |

#### **6** FINANCIAL INSTRUMENTS (continued)

#### (b) Market risk (continued)

## · Foreign currency risk

Foreign currency risk is the risk of loss due to adverse movements in foreign currency rates versus the Canadian dollar. The Corporation is exposed to currency risk on its foreign currency denominated fixed-income and equity investments. As at December 31, 2010, the Corporation had approximately 9.9% (2009 - 11.0%) of the fair value of its equity investments and approximately 0.03% (2009 - 0.01%) of the fair value of its securities with interest rate exposure denominated in U.S. dollars. The Corporation manages its foreign currency exposure by limiting the foreign content in its investment portfolio.

The tables below show the potential impact on the Statement of Operations and Balance Sheet equity as a result of specific stress scenarios applied to financial assets and financial liabilities (excluding warranty liabilities). The analysis reflects management's view of key sensitivities. The actual results may differ from this sensitivity analysis and the difference could be material.

The stress scenarios for 2010 are:

- Interest rate risk: a parallel shift of -75/+75 basis points in interest rates for all maturities. Funds held as Securities are credited at floating interest rates (Prime-2%) and are changed semi-annually to calculate the interest paid on security. The annual interest paid impact on a -75/+75 basis points change in interest rates is disclosed below.
- Equity price risk: an increase/decrease of 10% in equity market prices.
- Foreign currency risk: a strengthening/weakening of 5% in the Canadian dollar relative to the U.S. dollar.

|                                |                    | Interest Rate<br>Rısk   |                   | •        | ty Price<br>Risk | Foreign Exchange<br>Rate Risk |          |
|--------------------------------|--------------------|-------------------------|-------------------|----------|------------------|-------------------------------|----------|
|                                |                    | -75 BP                  | +75 BP            | -10%     | 10%              | -5%                           | 5%       |
|                                | Carrying<br>Amount | Stmt of<br>Operations C | Stmt of perations | Equity   | Equity           | Equity                        | Equity   |
|                                | (\$'000)           | (\$'000)                | (\$'000)          | (\$'000) | (\$'000)         | (\$'000)                      | (\$'000) |
| Financial Assets               |                    |                         |                   |          |                  |                               |          |
| Held for Trading investments   | 235,161            | 10,424                  | (9,410)           | _        | _                | _                             | _        |
| Available for Sale investments | 104,346            | _                       | _                 | (10,398) | 10,398           | 543                           | (491)    |
| Financial Liabilities          |                    |                         |                   |          |                  |                               |          |
| Funds Held in Security         | 38,632             | 290                     | (290)             | _        | _                |                               | _        |

For the above scenarios, we have assumed that interest rates, equity prices, and currency moved independently of each other.

#### **6** FINANCIAL INSTRUMENTS (continued)

The stress scenarios for 2009 were:

- Interest rate risk: a parallel shift of -25/+50 basis points in interest rates for all maturities.
- Equity price risk: an increase/decrease of 10% in equity market prices.
- Foreign currency risk: a strengthening/weakening of 5% in Canadian dollars relative to US dollars.

|                                |                    | Interest Rate<br>Rısk   |                   | Equity Price<br>Risk |          | Foreign Exchange<br>Rate Risk |          |
|--------------------------------|--------------------|-------------------------|-------------------|----------------------|----------|-------------------------------|----------|
|                                |                    | -25 BP                  | +50 BP            | -10%                 | 10%      | -5%                           | 5%       |
|                                | Carrying<br>Amount | Stmt of<br>Operations C | Stmt of perations | Equity               | Equity   | Equity                        | Equity   |
|                                | (\$'000)           | (\$'000)                | (\$'000)          | (\$'000)             | (\$'000) | (\$'000)                      | (\$'000) |
| Financial Assets               |                    |                         |                   |                      |          |                               |          |
| Held for Trading investments   | 222,430            | 3,905                   | (5,637)           | _                    |          | _                             | _        |
| Available for Sale investments | 90,011             | _                       | _                 | (8,969)              | 8,969    | 520                           | (470)    |
| Financial Liabilities          |                    |                         |                   | :                    |          |                               |          |
| Funds Held in Security         | 36,959             | 92                      | (185)             | _                    | -        | _                             | _        |

For the above scenarios, we have assumed that interest rates, equity prices, and currency moved independently of each other.

#### (c) Credit risk

Credit risk arises from the possibility of financial loss occurring as a result of a default by a counterparty on its obligation to the Corporation. Financial instruments that potentially subject the Corporation to concentration of credit risk consist of cash, investments and amounts recoverable from builders. The carrying value of financial assets, including cash, investments and amounts recoverable from builders, represents the maximum credit exposure. The Corporation has adopted the following strategies to mitigate this risk:

- The Corporation's investment policies limits the concentration in any one investee or related group of investees, except for financial instruments issued by the Government of Canada for which there is no limit.
  - The Corporation only deals with counterparties believed to be creditworthy and actively monitors credit exposure, requiring minimum credit ratings of "A" for debt securities at the time an investment is purchased. At December 31, 2010, 99.4% (2009 99.4%) of the debt securities have a rating of "A" or better, and 0.6% (2009 0.6%) of the debt securities have a rating of BBB.
- Cash and short-term investments are placed with governments, well-capitalized financial institutions and other creditworthy counterparties.
- The Corporation assesses the builders' risk profile including financial health during the registration and renewal processes. Based on the assessment, a builder may be licensed and as disclosed in Note 10, security is obtained in the form of cash, letters of credit, and other guarantees from the builder in order to reduce the risk of financial loss related to future warranty claims from homeowners.

#### **6** FINANCIAL INSTRUMENTS (continued)

#### (d) Liquidity risk

Liquidity risk is the risk that the Corporation will encounter difficulty in meeting obligations associated with financial habilities. The Corporation is exposed to daily cash requirements from settlement of claims, operating expenses and cash security releases. The settlement of claims have no fixed terms and is dependent on the timing of the repair work involved and the cash security release has no fixed terms and is contingent upon fulfilment of certain requirements (see Note 10). Liquidity risk is considered low as a significant percentage of the investment portfolio is traded in an active market and can be readily disposed of. The Corporation also has a \$3,000 (2009 - \$3,000) line of credit it can draw on of which the amount outstanding at December 31, 2010 is Nil (2009 - Nil).

#### **7** EQUIPMENT AND LEASEHOLDS

|  |   | 2010  |    |  |    |                          |                              | 2009              |
|--|---|-------|----|--|----|--------------------------|------------------------------|-------------------|
|  |   | Cost  |    | cumulated<br>epreciation/<br>nortization | ١  | Net Book<br>Value        | 1                            | Net Book<br>Value |
| Equipment and leaseholds: Computer and office equipment under capital lease Leasehold improvements Computer equipment Furniture and office equipment   | nputer and office equipment der capital lease \$ 2 sehold improvements 3 nputer equipment 1 |       | \$ | 1,657<br>2,476<br>1,347<br>1,073         | \$ | 933<br>629<br>164<br>474 | \$ 990<br>1,690<br>13<br>590 |                   |
| And the second s | \$  | 8,753 | \$ | 6,553                                    | \$ | 2,200                    | \$                           | 3,413             |

The total depreciation and amortization expense for the year ended December 31, 2010 was \$1,003 (2009 - \$1,180).

The balance of the capital lease obligations arising from the acquisition of certain computer and office equipment was \$637 at December 31, 2010 (2009 - \$991). This obligation is reported on the Balance Sheet in accounts payable and accrued liabilities. Interest expense of \$108 was incurred during 2010 (2009 - \$165) on the capital leases which is reported in general and administrative expenses in the Statement of Operations.

In October 2010, the Corporation entered into an agreement with its landlord to relocate a portion of its current leased premises. As a result, the unamortized balance of leasehold improvements associated with the original lease has been written off and the Corporation has recorded an impairment charge of \$790 on its leasehold improvements. The impairment charge is included in the depreciation and amortization expense for the year.

#### 8 INTANGIBLE ASSETS

The Corporation's intangible assets are comprised of externally purchased software and applications and internally developed software enhancements.

|   |    | 2010                                      |    |  |    |                   |          | 2009              |
|---|----|---|----|--|----|-------------------|----------|-------------------|
|   |    | Cost Depreciat Amortizat \$ 6,822 \$ 5,37 |    | cumulated<br>epreciation/<br>nortization | ١  | Net Book<br>Value | <b>I</b> | Net Book<br>Value |
| Finite-life Intangible Assets:<br>Software and applications<br>Internal software enhancements | \$ |   |    | \$ 5,378<br>4,362                        |    | \$ 1,444<br>1,060 |          | \$ 689<br>824     |
|   | \$ | 12,244                                    | \$ | 9,740                                    | \$ | 2,504             | \$       | 1,513             |

The amortization of intangible assets recorded in operating expenses during the year ended December 31, 2010 was \$1,070 (2009 - \$1,135). There were no write-downs of intangible assets due to impairment during 2010 and 2009.

#### **9 WARRANTY LIABILITIES**

The determination of the Corporation's warranty liabilities, which include deferred home enrolment fees and warranty claim liabilities, is dependent on the Corporation's claims handling practices, on actuarial assessments, on the judgment of its management, on historical precedents and trends, on prevailing legal, economic, social and regulatory environments and on expectations of future developments. Periodic reviews are performed by management and reviewed by the Corporation's appointed actuary to assess whether warranty claims liabilities recorded for homes and condominiums, and deferred home enrolment fees are adequate relative to future claims and related administration costs to administer claims.

In general, the longer the period of time between the incidence of loss and the settlement of the related claim, the greater the potential for actual settlement amounts to differ from the recorded estimates. Actual settlements may also differ significantly from the estimates of these liabilities due to the measurement uncertainty involved in establishing assumptions for such variables as future rates of claim frequency, severity, inflation, the ability of builders to fulfill their obligations to home buyers, recoveries from builders and administrative costs.

The following table summarizes the components of the warranty liabilities as at December 31.

|  | 2010          |       | 2009     |
|--|---------------|-------|----------|
| Deferred home enrolment fees, beginning of year    | \$<br>99,955  | \$    | 95,253   |
| Fees received                                      | 47,542        |       | 33,885   |
| Fees earned  | (29,692)      |       | (29,183) |
| Deferred home enrolment fees, end of year          | 117,805       |       | 99,955   |
| Warranty claims liabilities, beginning of the year | 64,296        |       | 73,657   |
| Provisions for claims, net of reversals            | (13,866)      |       | 11,616   |
| Claims paid  | (17,619)      |       | (20,995) |
| Warranty claims liabilities, end of year           | <br>32,811    | ····· | 64,296   |
| Warranty liabilities, end of year                  | \$<br>150,616 | \$    | 164,251  |

The following table summarizes the components of net claims incurred presented in the Statement of Operations:

|   | <br>2010       | 2009         |
|---|----------------|--------------|
| Provisions for claims, net of reversals | \$<br>(13,866) | \$<br>11,616 |
| Less recoveries                         | (4,406)        | (8,521)      |
| Net claims incurred for the year        | \$<br>(18,272) | \$<br>3,095  |

#### **10** FUNDS HELD AS SECURITY

The Corporation receives security in the form of cash, letters of credit and other guarantees, from builders in order to reduce the risk of financial loss related to future warranty claims from homeowners. The funds held as security do not have any fixed contractual maturities and are to be returned to the builders or released only upon satisfactory completion of certain requirements, such as there being no or minimal deposit or financial loss risk and the completion of outstanding warranty obligations under the Ontario New Home Warranties Plan Act, the timing of completion of which cannot be reasonably estimated.

Security received in cash is invested as part of the Corporation's investment portfolio. The Funds held as security presented on the Balance Sheet as a liability are the potentially refundable security deposits received in cash, including cumulative accrued interest thereon of \$1,318 (2009 - \$1,917). The amounts of \$1,921 (2009 - \$3,306) of funds held as security are associated with amounts recoverable from builders in the Balance Sheet (Note 4). Letters of credit and other guarantees are recognized in the financial statements only to the extent they are expected to be drawn upon to settle known claims.

During the year, the Corporation incurred interest of \$163 (2009 - \$355) on cash security deposits.

#### 11 EMPLOYEE FUTURE BENEFIT PLANS

The Corporation's Pension Plan is comprised of a defined benefit pension plan which is closed to further contributions, and a money purchase pension plan. The money purchase pension plan ("MPP") is open to all full-time employees of the Corporation, subject to meeting certain eligibility conditions. Under the terms of the MPP, employees contribute a percentage of eligible employee earnings per year. The Corporation makes contributions for each contributing employee in amounts that vary dependent upon the employee's age and the number of years of eligible service.

In addition, the Corporation provides other post-employment benefits ("OPEB"), primarily various health and dental coverage, on an unfunded basis.

The Corporation has a December 31 measurement date. A valuation of the accrued pension benefit obligation was performed as at January 1, 2010, and a valuation of the OPEB was performed as of December 31, 2008. The next valuation of the accrued pension benefit obligation is expected to be performed as at January 1, 2013 and the valuation of the OPEB will be performed as at December 31, 2011.

### 11 EMPLOYEE FUTURE BENEFIT PLANS (continued)

As at December 31, the details of the Corporation's Pension Plan and OPEB Plan assets and accrued benefit obligations and other related information is as follows:

|   | 2010                                   |                                       |    | 2009    |    |                 |    |         |
|---|--|---------------------------------------|----|---------|----|-----------------|----|---------|
|   |  | Pension<br>Plan                       |    | OPEB    |    | Pension<br>Plan |    | OPEB    |
| Reconciliation and funded status                  | ······································ | · · · · · · · · · · · · · · · · · · · |    |         |    |                 |    |         |
| Fair value of plan assets                         | \$                                     | 17,101                                | \$ | _       | \$ | 14,557          | \$ | _       |
| Accrued benefit obligation                        |  | 17,298                                |    | 3,859   |    | 14,686          |    | 2,954   |
| Funded status of plan – (deficit)                 |  | (197)                                 |    | (3,859) |    | (129)           |    | (2,954) |
| Unamortized transitional (asset)/obligation       |  | (440)                                 |    | 68      |    | (588)           |    | 86      |
| Unamortized net actuarial losses (gains)          |  | 654                                   |    | 282     |    | 224             |    | (194)   |
| Unamortized past service cost                     |  | 158                                   |    | 897     |    | 174             |    | 1,009   |
| Accrued assets/(liability), net of valuation allo | wance                                  | 175                                   |    | (2,612) |    | (319)           |    | (2,053) |
| Transfers to other plans and benefits paid        | \$                                     | 743                                   | \$ | 17      | \$ | 411             | \$ | 13      |
| Employee contributions                            |  | 593                                   |    | _       |    | 600             |    | _       |
| Employer contributions                            |  | 1,470                                 |    | 17      |    | 938             |    | 13      |
| Expense for the year                              |  | 977                                   |    | 575     |    | 896             |    | 449     |

The total cash paid or payable in 2010 was \$1,487 (2009 - \$951).

The change in employer contribution to the pension plan from 2009 is due in part to the required funding of \$479 for the shortfall in the defined benefit plan assets

| Significant Assumptions                      | 201     | 0     | 2009    |       |
|--|---------|-------|---------|-------|
| _  | Pension |       | Pension |       |
|  | Plan    | OPEB  | Plan    | OPEB  |
| Accrued benefit obligation as of December 31 |         |       |         |       |
| Discount rate                                | 5.50%   | 5.75% | 6.50%   | 6.50% |
| Salary increase                              | 3.50%   | N/A   | 4.00%   | N/A   |
| General inflation                            | 2.50%   | 2.50% | 2.50%   | 2.50% |
| Benefit cost for the period:                 |         |       |         |       |
| Discount rate                                | 6.50%   | 6.50% | 7.25%   | 7.50% |
| Salary increase                              | 4.00%   | N/A   | 4.00%   | N/A   |
| General inflation                            | 2.50%   | 2.50% | 2.50%   | 2.50% |
| Assumed health care cost trend rates         |         |       |         |       |
| at December 31                               |         |       |         |       |
| Initial health care cost trend rate          |         | 7.50% |         | 8.00% |
| Cost trend rate declines to                  |         | 5.00% |         | 5.00% |
| Year that the rate reaches the rate it is    |         |       |         |       |
| assumed to remain at                         |         | 2016  |         | 2016  |

11 EMPLOYEE FUTURE BENEFIT PLANS (continued)

## Sensitivity Analysis for OPEB

Assumed health and dental care cost trend rates have a significant effect on the amounts reported for the health and dental care plans. A 1% change in assumed health and dental care cost trend rates would have the following impact on the Employee future benefits liabilities and the related costs for 2010:

| 2010  |           | Valuation<br>Assumptions |           | 1% change |    |          |  |
|---|-----------|--------------------------|-----------|-----------|----|----------|--|
|   |           |                          |           | Increase  |    | Decrease |  |
| Total of service and interest cost at 6.5 per cent per annum:<br>Accrued benefit obligation as at December 31, 2010 | \$        | 446                      | \$        | 126       | \$ | (93)     |  |
| at 5.75 per cent per annum  | \$        | 3,859                    | \$        | 903       | \$ | (687)    |  |
| 2009  | Valuation |                          | 1% change |           |    |          |  |
|   |           | nptions                  | In        | crease    | De | crease   |  |
| Total of service and interest cost at 7.5 per cent per annum:<br>Accrued benefit obligation as at December 31, 2009 | \$        | 348                      | \$        | 92        | \$ | (67)     |  |
| at 6.5 per cent per annum   | \$        | 2,954                    | \$        | 688       | \$ | (525)    |  |

#### **12 CAPITAL MANAGEMENT**

The Corporation's capital consists of the surplus and accumulated net unrealized gains (losses). Although there is no external regulatory requirements imposed on the Corporation's capital, management has adopted a capital management framework modeled after the framework used in the P&C insurance industry and modified to reflect the Corporation's circumstances including its inability to raise capital in traditional ways. This framework incorporates the business requirements for sufficient capital throughout the variations of the new home building cycle, including possible losses from a future catastrophic event. It also reflects the relatively high risk profile of the Corporation's warranty operations, including the high level of measurement uncertainty inherent in its warranty liabilities due to the long warranty period of up to seven years and to other factors explained in Note 9.

In applying the framework, the total equity of the Corporation as at December 31, 2010 and 2009 has been determined to be sufficient to cover possible losses from a future catastrophic event as determined by the dynamic capital adequacy testing performed by the Corporation's external actuary in 2010. The next dynamic capital adequacy test will be performed in 2011.

#### 13 CONTINGENCIES, COMMITMENTS AND GUARANTEES

In the normal course of business, the Corporation is a party to a number of lawsuits as the administrator of the Ontario New Home Warranties Plan Act. To the extent that lawsuits relate to disputes of warranty coverage, provisions for loss are included in the warranty liabilities on the Balance Sheet. Other lawsuits are at various stages of legal proceedings, the outcome of which are currently not determinable and are not expected to have a significant impact on the Corporation's financial position.

#### 13 CONTINGENCIES, COMMITMENTS AND GUARANTEES (continued)

As at December 31, 2010, the Corporation has future minimum annual lease payments under operating leases for each of the next five years and thereafter as follows:

|                     | Pı | Premises | Computer<br>and Office<br>Equipment |        | Total       |
|---------------------|----|----------|-------------------------------------|--------|-------------|
|                     |    | Leases   |                                     | Leases | Leases      |
| 2011                | \$ | 753      | \$                                  | 516    | \$<br>1,269 |
| 2012                |    | 751      |                                     | 344    | 1,095       |
| 2013                |    | 754      |                                     | 137    | 891         |
| 2014                |    | 762      |                                     | 11     | 773         |
| 2015                |    | 764      |                                     | _      | 764         |
| 2016 and thereafter |    | 4,353    |                                     | -      | 4,353       |
|                     | \$ | 8,137    | \$                                  | 1,008  | \$<br>9,145 |

In the normal course of operations, the Corporation executes agreements that provide for indemnification to third parties in transactions such as service agreements, leases and purchases of goods. Under these agreements, the Corporation agrees to indemnify the counterparty against loss or liability arising from the acts or omissions of the Corporation in relation to the agreement. In addition, the Corporation has also agreed to indemnify its directors and certain of its officers and employees in accordance with the Corporation's by-laws.

These indemnification provisions will vary based on the nature and terms of the agreements. The nature of these agreements precludes the possibility of making a reasonable estimate of the maximum potential amount the Corporation could be required to pay as the agreements often do not specify a maximum amount and the amounts are dependent on the outcome of future contingent events, the nature and likelihood of which cannot be determined. Historically, the Corporation has not made significant payments under such indemnification agreements. No amounts have been accrued related to these agreements.

#### **14 RELATED PARTY TRANSACTIONS**

In the ordinary course of business, the Corporation provides a broad range of services to homeowners and builders based on its mandate to administer the Act. Accordingly, the Corporation may enter into transactions with builders related with the Corporation's Board of Directors through a relationship of principal, director, officer and/or guarantor.

As at December 31, 2010 and 2009, there are no collection and litigation account receivables and cash securities recognized from related parties. Letters of credit and other guarantees lodged by related parties are recognized in the financial statements only to the extent they are expected to be drawn upon to settle known claims.

## Note 1

Tarion Warranty Corporation EIN 980197825 Form 990 Tax Year Ended Dec 31, 2010

## Foreign Currency Translation Rates:

- a. All income statement figures are translated from Canadian dollars using the monthly averages for the 12 month period comprising the tax year (2010: 1.0301; 2009. 1.1415)
- b. All balance sheet figure are translated from Canadian dollars using the closing exchange rate as of Dec 31, 2010 (2010: 0.9946; 2009: 1.0466)

## Note 2

Tarion Warranty Corporation EIN 980197825 Form 990 Tax Year Ended Dec 31, 2010

## **Unrelated Business Revenue:**

| Reference | Description   | <u>Amount</u> |
|-----------|---|---------------|
| VIII(3)   | Investment Income (dividends, interest):                      | 10,636,274    |
| VIII(7d)  | Realized capital gain on sale of assets other than inventory. | 3,377,984     |
| VIII(11d) | Misc unrelated business revenue :                             | 602,733       |
|           | Part 1(7a) / Part VIII(Column C)                              | 14,616,991    |

# Tarion Warranty Corporation Consolidated Summary Investment Listing As at December 31, 2010 (Market Values using Bid Prices)

|  | Conversion at Dec 31, 2010  CANADIAN DOLLAR  US DOLLA |  |                                       | 0 9946   |  |
|--|---|--|---------------------------------------|--|--|
|  | CANADIAN L  |  | US DOL                                |  |  |
|  | 0   | Market   | 0                                     | Market   |  |
|  | Quantity  | Value  | Quantity                              | Value  |  |
| Fixed Income Category  |   |  |                                       |  |  |
| <u>Bonds</u>   |   |  |                                       |  |  |
| Federal Gov  | 74,193,500  | 76,820,566                                     | 74,193,500                            | 77,237,649   |  |
| Provincial Gov   | 16,196,000  | 18,218,082                                     | 16,196,000                            | 18,316,994   |  |
| Municipal Gov  | 500,000   | 560,497  | 500,000                               | 563,540  |  |
| Total Government Issued Bonds  | 90,889,500  | 95,599,145                                     | 90,889,500                            | 96,118,183   |  |
|  |   |  |                                       |  |  |
| Financial Institution Bonds  | 51,794,000  | 54,087,394                                     | 51,794,000                            | 54,381,052   |  |
| Corporate Bonds (other than Utilities)   | 14,020,000  | 14,626,479                                     | 14,020,000                            | 14,705,890   |  |
| Corporate Utility's Bonds  | 55,211,000  | 62,060,628                                     | 55,211,000                            | 62,397,575   |  |
|  |   |  |                                       |  |  |
| Total Canadian Bonds   | 211,914,500   | 226,373,645                                    | 211,914,500                           | 227,602,700  |  |
|  |   |  |                                       |  |  |
| Short Term Securities  |   |  |                                       |  |  |
| CANADIAN ISSUED NOTES IN CDN\$)  | 8,727,000   | 8,713,086                                      | 8,727,000                             | 8,760,392  |  |
| CANADIAN ISSUED NOTES IN US\$)   | 75,000  | 74,574   | 75,000                                | 74,574   |  |
| Total Short Term Securities  | 8,802,000   | 8,787,660                                      | 8,802,000                             | 8,834,966  |  |
| Accrued Interest   | •   | •  |                                       | 0  |  |
| TOTAL FIXED INCOME   | <del></del>   | 235,161,305                                    |                                       | 236,437,666  |  |
| TO THE TIME BY THE OWNER   | ·   | 200,101,000                                    | <del></del>                           | 200,401,000  |  |
| Facility Daudfalia   |   |  |                                       |  |  |
| Equity Portfolio   |   |  |                                       |  |  |
| 'Quantity = No of Shares or Units)   |   |  |                                       |  |  |
|  |   |  |                                       |  |  |
| DOMESTIC Stock (CAD Denominated)   |   |  |                                       |  |  |
| AGRIUM   | 7,200   | 658,800  | 7,200                                 | 662,377  |  |
| ATCO LTD CLASS 1 NON-VTG   | 11,505  | 680,521  | 11,505                                | 684,216  |  |
| ALTAGAS  | 21,300  | 461,784  | 21,300                                | 464,291  |  |
| BANK OF MONTREAL   | 11,790  | 677,689  | 11,790                                | 681,369  |  |
| BANK OF NOVA SCOTIA  | 80,545  | 4,593,481                                      | 80,545                                | 4,618,421  |  |
| BAYTEX   | 14,000  | 652,260  | 14,000                                | 655,801  |  |
| CAE  | 48,167  | 551,030  | 48,167                                | 554,022  |  |
| CAMECO CORP COMMON   | 55,000  | 2,213,750                                      | 55,000                                | 2,225,769  |  |
| CIBC   | 40,500  | 3,167,505                                      | 40,500                                | 3,184,702  |  |
| CANADIAN NATL RAILWAY CO   | 40,880  | 2,708,300                                      | 40,880                                | 2,723,004  |  |
| CANADIAN NATL RESOURCES  | 28,670  | 1,269,221                                      | 28,670                                | 1,276,112  |  |
| CANADIAN OILSANDS  | 30,900  | 816,996  | 30,900                                | 821,432  |  |
| CANADIAN PACIFIC   | 9,500   | 613,700  | 9,500                                 | 617,032  |  |
| CANADIAN TIRE LTD CL A   | 30,510  | 2,080,172                                      | 30,510                                | 2,091,466  |  |
| CANFOR CORP  | 13,194  | 146,190  | 13,194                                | 146,983  |  |
| CENOVUS  | 78,853  | 2,612,400                                      | 78,853                                | 2,626,583  |  |
| ENBRIDGE INC   | 32,840  | 1,846,593                                      | 32,840                                | 1,856,619  |  |
| NCANA  | 62,953  | 1,828,155                                      | 62,953                                | 1,838,081  |  |
| NSIGN ENERGY   | 39,000  | 585,780  | 39,000                                | 588,960  |  |
| FINNING  | 27,300  | 737,646  | 27,300                                | 741,651  |  |
| GOLDCORP   | 10,355  | 474,155  | 10,355                                | 476,730  |  |
| GREAT-WEST LIFECO INC  | 98,285  | 2,590,793                                      | 98,285                                | 2,604,859  |  |
| GM FINANCIAL   | 16,600  | 719,942  | 16,600                                | 723,851  |  |
| MPERIAL OIL LTD  | 21,486  | 870,613  | 21,486                                | 875,340  |  |
| IEAN COUTU GRP(PJC)  | 19,734  | 189,841  | 19,734                                | 190,872  |  |
| KINROSS GOLD   | 90,975  | 1,715,789                                      | 90,975                                | 1,725,104  |  |
| OBLAW COMPANIES LTD  | 27,244  | 1,097,385                                      | 27,244                                | 1,103,343  |  |
| MAGNA  | 25,800  | 1,339,278                                      | 25,800                                | 1,346,549  |  |
| MANULIFE FINANCIAL CORP  | 189,914   | 3,247,530                                      | 189,914                               | 3,265,161  |  |
| METRO INC  | 28,385  | 1,283,002                                      | 28,385                                | 1,289,968  |  |
| MOLSON INC   | 41,000  | 2,050,000                                      | 41,000                                |  |  |
| NEXEN INC COMMON   | 54,160  |  | 54,160                                | 2,061,130<br>1 241 008   |  |
| POTASH CORP OF SASK INC  |   | 1,234,306                                      |                                       | 1,241,008<br>1,746,188   |  |
| POWER FINANCIAL CORP COM   | 11,255  | 1,736,759                                      | 11,255                                |  |  |
|  | 19,350<br>51,575                                      | 593,271  | 19,350<br>51,575                      | 596,492  |  |
| QUEBECOR INC CL B  | 51,575  | 1,939,220                                      | 51,575                                | 1,949,749  |  |
| RESEARCH IN MOTION   | 40 440  |  | 16,440                                | 959,854  |  |
|  | 16,440  | 954,671  |                                       |  |  |
| ROGERS COMMUN CL B   | 64,875  | 2,238,836                                      | 64,875                                |  |  |
| ROGERS COMMUN CL B<br>ROYAL BANK   | 64,875<br>101,330                                     | 2,238,836<br>5,289,426                         | 64,875<br>101,330                     | 5,318,144  |  |
| ROGERS COMMUN CL B<br>ROYAL BANK<br>SNC-LAVALIN GROUP INC                            | 64,875<br>101,330<br>37,750                           | 2,238,836<br>5,289,426<br>2,256,318            | 64,875<br>101,330<br>37,750           | 5,318,144<br>2,268,568   |  |
| ROGERS COMMUN CL B<br>ROYAL BANK<br>SNC-LAVALIN GROUP INC<br>SHAW COMMUNICATIONS INC | 64,875<br>101,330<br>37,750<br>43,050                 | 2,238,836<br>5,289,426<br>2,256,318<br>916,965 | 64,875<br>101,330<br>37,750<br>43,050 | 5,318,144<br>2,268,568<br>921,943                                      |  |
| ROGERS COMMUN CL B<br>ROYAL BANK<br>SNC-LAVALIN GROUP INC                            | 64,875<br>101,330<br>37,750                           | 2,238,836<br>5,289,426<br>2,256,318            | 64,875<br>101,330<br>37,750           | 2,250,992<br>5,318,144<br>2,268,568<br>921,943<br>2,066,740<br>777,302 |  |

| launoon                              | 14.050            | 4 574 005              | 44.050            | 4 500 470              |
|--------------------------------------|-------------------|------------------------|-------------------|------------------------|
| SUNCOR<br>TALISMAN ENERGY INC        | 41,250            | 1,574,925<br>3,798,498 | 41,250<br>171,800 | 1,583,476<br>3,819,121 |
| TELUS                                | 171,800<br>50,600 | 2,300,782              | 50,600            | 2,313,274              |
| THOMSON CORP COMMON                  | 61,720            | 2,292,281              | 61,720            | 2,304,726              |
| TIM HORTONS                          | 9,199             | 378,079                | 9,199             | 380,132                |
| TORONTO-DOMINION BANK                | 82,400            | 6,105,840              | 82,400            | 6,138,991              |
| TRANSCANADA CORP                     | 32,677            | 1,241,399              | 32,677            | 1,248,139              |
| WEST FRASER TIMBER CO LTD            | 13,346            | 624,059                | 13,346            | 627,447                |
| WESTON LTD                           | 5,750             | 482,713                | 5,750             | 485,333                |
| JF SPECIAL EQUITY FUND               | 118,011           | 2,839,478              | 118,011           | 2,854,895              |
| TOTAL DOMESTIC Stock                 | 2,318,716         | 86,106,811             | 2,318,716         | 86,574,312             |
|                                      | _                 |                        |                   |                        |
| FOREIGN Stock (CAD Denominated)      | 201.010           | 7.554.004              | 224 242           | 7 500 000              |
| BEUTEL GOODMAN POOLED FUNDS          | 681,043           | 7,551,931              | 681,043           | 7,592,933              |
| FOREIGN Stock (US Denominated)       |                   |                        |                   |                        |
| ABBOT LABS INC                       | 2,840             | 135,929                | 2,840             | 135,929                |
| APPLE COMPUTERS                      | 2,840<br>490      | 158,062                | 490               | 158,062                |
| AUTOMATIC DATA                       | 2,180             | 100,807                | 2,180             | 100,807                |
| BANK OF NEW YORK CO                  | 3,826             | 115,550                | 3,826             | 115,550                |
| BB&T                                 | 2,500             | 65,728                 | 2,500             | 65,728                 |
| BECTON DICKENSON                     | 1,370             | 115,770                | 1,370             | 115,770                |
| CVS CORP                             | 3,060             | 106,401                | 3,060             | 106,401                |
| CHEVRON COMMON                       | 2,830             | 258,252                | 2,830             | 258,252                |
| CISCO SYSTEMS INC                    | 6,175             | 124,929                | 6,175             | 124,929                |
| COLGATE PALMOLIVE                    | 1,840             | 147,685                | 1,840             | 147,685                |
| COMCAST                              | 4,835             | 98,929                 | 4,835             | 98,929                 |
| EMERSON ELECTRONIC                   | 2,490             | 142,361                | 2,490             | 142,361                |
| EOG RESOURCES                        | 1,380             | 126,153                | 1,380             | 126,153                |
| EXXON MOBIL                          | 1,840             | 134,548                | 1,840             | 134,548                |
| FISERV INC COM<br>FLOUR CORP         | 2,540             | 148,750                | 2,540             | 148,750                |
| GENERAL ELECTRIC                     | 490<br>3,940      | 32,273<br>72,067       | 490<br>3,940      | 32,273<br>72,067       |
| GILEAD SCIENCES                      | 1,610             | 57,978                 | 1,610             | 57,978                 |
| HALLIBURTON                          | 3,850             | 157,204                | 3,850             | 157,204                |
| HARTFORD FINANCIAL                   | 1,990             | 52,718                 | 1,990             | 52,718                 |
| JP MORGAN CHASE                      | 1,860             | 78,906                 | 1,860             | 78,906                 |
| JOHNSON & JOHNSON                    | 2,410             | 149,065                | 2,410             | 149,065                |
| KIMBERLY-CLARK CORP                  | 1,020             | 64,181                 | 1,020             | 64,181                 |
| LINCOLN NATIONAL CORP                | 2,760             | 76,264                 | 2,760             | 76,264                 |
| M&T BANK                             | 1,030             | 89,666                 | 1,030             | 89,666                 |
| MCCORMICK                            | 2,770             | 128,784                | 2,770             | 128,784                |
| METLIFE                              | 2,950             | 131,105                | 2,950             | 131,105                |
| MONSANTO<br>NIKE                     | 1,970             | 137,198                | 1,970             | 137,198'<br>121,599    |
| PEPISCO                              | 1,430<br>1,670    | 121,599<br>108,605     | 1,430<br>1,670    | 108,605                |
| PFIZER INC COM                       | 6,880             | 120,476                | 6,880             | 120,476                |
| PHILIP MORRIS                        | 2,770             | 161,664                | 2,770             | 161,664                |
| QUEST                                | 1,690             | 91,130                 | 1,690             | 91,130                 |
| PROCTER & GAMBLE                     | 2,380             | 153,018                | 2,380             | 153,018                |
| ROYAL DUTCH SHELL                    | 1,520             | 101,511                | 1,520             | 101,511                |
| SCRIPPS NETWORK                      | 1,200             | 61,479                 | 1,200             | 61,479                 |
| SPECTRA                              | 2,260             | 56,480                 | 2,260             | 56,480                 |
| 3M COMPANY                           | 1,510             | 130,320                | 1,510             | 130,320                |
| TEXAS INTRUMENTS                     | 4,440             | 144,130                | 4,440             | 144,130                |
| TIME WARNER CABLE                    | 364               | 24,022                 | 364               | 24,022                 |
| TRANSOCEAN                           | 500               | 34,657                 | 500               | 34,657                 |
| US BANCORP                           | 5,050             | 136,207                | 5,050             | 136,207                |
| VERISK ANALYTICS<br>WALGREEN CO      | 1,780             | 60,148                 | 1,780             | 60,148                 |
| WASHINGTON POST                      | 3,350<br>70       | 130,524<br>30,767      | 3,350<br>70       | 130,524<br>30,767      |
| WELLS FARGO                          | 4,213             | 130,567                | 4,213             | 130,567                |
| ZIMMER HOLDINGS                      | 1,905             | 102,152                | 1,905             | 102,152                |
| JF INT'L EQUITY FUND                 | 261,662           | 5,267,508              | 261,662           | 5,267,508              |
| Total US Denominated Stock (in US\$) | 375,490           | 10,374,229             | 375,490           | 10,374,229             |
| Premium @ 0 9946 (Q4)                |                   | -56,021                | -,                | 0                      |
| Unrealized Exchange on USD           |                   | <u> </u>               |                   |                        |
| Total US Denominated Stock (in CAD\$ | 375,490           | 10,318,208             | 375,490           | 10,374,229             |
|                                      |                   |                        |                   |                        |
| TOTAL FOREIGN Stock (in CAD\$)       |                   | 17,870,139             |                   | 17,967,162             |
| Dividend Receivables                 |                   | 369,099                |                   | 371,103                |
| TOTAL STOCK PORTFOLIO                |                   | 104,346,048            |                   | 104,912,577            |
|                                      |                   |                        |                   |                        |
| OTAL INVESTMENT PORTFOLIO            |                   | 339,507,353            |                   | 341,350,243            |
|                                      |                   |                        |                   |                        |
|                                      |                   |                        |                   |                        |

| Note         |   |             |                                  |                        |   |
|--------------|---|-------------|----------------------------------|------------------------|---|
|              |   |             |                                  |                        |   |
|              | n Warranty Corporation<br>98-0197825                                  |             |                                  | - <b>n</b>             |   |
|              | 90 - 2010   |             |                                  |                        |   |
| Part         | VII-A - List of Officers, Directors, Trustees & Key Employees         |             |                                  |                        |   |
| <u> </u>     | <br>  |             | Conv                             | ersion Rate (avg 2010) | 1.0301  |
|              |   |             | Attendance Record to             |                        | Total (US\$) Column D  Reportable compensation from the |
|              | Name & Title  | Avg hrs /wk | <u>Meetings</u>                  | Position               | organization  |
| <u></u>      | Harry Herskowitz Board of Directors, (voting rights)                  | n/a         | (18/18 attendance)               | Director               | 44,996 00   |
| 2            | Brian Johnston  | n/a         | (20/21 attendance)               | Director               | 24,172 00   |
| <sub>3</sub> | Board of Directors, (voting rights)  Dick Brouwer                     | n/a         | (10/12 attendance)               | Director               | 17,959 00   |
|              | Board of Directors, (voting rights)                                   |             |                                  |                        |   |
| 4            | Robert Cooper  Board of Directors, (voting rights)                    | n/a         | (16/18 attendance)               | Director               | 22,194 00   |
| 5            | Peter Saturno   | n/a         | (19/19 attendance)               | Director               | 24,172 00   |
| 6            | Board of Directors, (voting rights)  Deborah Brown                    | n/a         | (13/14 attendance)               | Director               |   |
| _            | Board of Directors, (voting rights)                                   |             |                                  |                        |   |
| <u> </u>     | Frank Giannone Board of Directors, (voting rights)                    | n/a         | (10/10 attendance)               | Director               | 14,076 00   |
| 8            | Christopher Spiteri   | n/a         | (18/18 attendance)               | Director               | 25,908 00   |
| 9            | Board of Directors, (voting rights)  Michael Lio                      | n/a         | (24/24 attendance)               | Director               | 26,842 00   |
|              | Board of Directors, (voting rights)                                   |             | (1//18 1                         |                        | 20.207.00   |
| 10           | Mark Bsciano Board of Directors (voting rights)                       | n/a         | (16/18 attendance)               | Director               | 20,386 00   |
| 11           | Bob Aaron Board of Directors, (voting rights)                         | n/a         | (11/11 attendance)               | Director               | 18,493 00   |
| 12           | Harold Levy   | n/a         | (16/17 attendance)               | Director               | 16,054 00   |
| 13           | Board of Directors, (voting rights) Peter Oakes                       | n/a         | (18/21 attendance)               | Director               | 20,823 00   |
|              | Board of Directors, (voting rights)                                   |             |                                  |                        |   |
| 14           | Lea Ray  Board of Directors, (voting rights) effective Apr/10         | п/а         | (12/12 attendance)               | Director               | 15,011 00   |
| 15           | Sandy Ewen  | n/a         | (12/12 attendance)               | Director               | 15,144 00   |
| 16           | Board of Directors, (voting rights) effective Apr/10  Robert Finnigan | n/a         | (3/3 attendance)                 | Director               | 7,196 00  |
|              | Board of Directors, (voting rights) effective Oct/10                  | 27.6        | (22/22 1                         | D                      | 504 500 00  |
|              | Howard Bogach President, CEO Registrar, (voting rights)               | 37.5        | (32/32 attendance)               | Director/Officer       | 584,598 00  |
| 18           | James Bazely Board of Directors, (voting rights)                      | n/a         | (4/4 attendance)<br>left 10/1/10 | Director (former)      | 11,297 00   |
| 19           | Bob Ridley  | n/a         | (5/6 attendance)                 | Director (former)      | 6,152 00  |
| 20           | Board of Directors, (voting rights)  Peter Smith                      | n/a         | left 4/26/10<br>(5/5 attendance) | Director (former)      | 5,728 00  |
|              | Board of Directors, (voting rights)                                   |             | left 4/26/10                     |                        |   |
| _21          | Scott Cameron  Board of Directors, (voting rights)                    | n/a         | (3/4 attendance)<br>left 4/26/10 | Director (former)      | 5,728 00  |
| 22           | Alex McFarlene  | 37 5        | n/a                              | Officer                | 157,787 00  |
| 23           | Corporate Secretary John Becevello                                    | 37.5        | n/a                              | Officer                | 305,347 00  |
|              | Vice President, L & U (Deputy Registar)  David Guiney                 | 37.5        | -/-                              | Officer                | 427,927 00  |
|              | Senior Vice President, Operations, (Deputy Registar)                  | 373         | n/a                              | Officer                |   |
| 25           | Mike Cote Vice President, Builder Relations, (Deputy Registar)        | 37.5        | <u>n/a</u>                       | Officer                | 242,069 00  |
| 26           | Patrick Varcoe  | 37.5        | n/a                              | Officer                | 275,394 00  |
| -27          | Vice President & Senior Advisor Timothy Schumacher                    | 37.5        | n/a                              | Officer                | 359,804 00  |
|              | Vice President & General Counsel, (Deputy Registar)                   |             |                                  |                        |   |
| 28           | Edmond Lee Vice President, Finance, CFO (Deputy Registar)             | 37.5        | n/a                              | Officer                | 206,242 00  |
| 29           | Janice Mandel   | 37.5        | n/a                              | Key Employee           | 266,617 00  |
| 30           | Vice President, Corporate Affairs Bill Wallace                        | 37.5        | n/a                              | Key Employee           | 298,964 00  |
|              | Vice President, Information Systems                                   |             |                                  |                        |   |
|              | Eileen Holden Vice President, Human Resources                         | 37.5        | n/a                              | Key Employee           | 249,424 00  |
| 32           | Suzanne Tiffin Vice President, Customer Services                      | 37 5        | n/a                              | Key Employee           | 231,505 00  |
| 33           | Peter Balasubramanian   | 37 5        | n/a                              | Key Employee           | 292,329 00  |
| 24           | Vice President, Claims<br>Girish Sharma                               | 37.5        | n/a                              | Highest Comp           | 152,147 00  |
|              | Director L&U  |             |                                  |                        |   |
| 35           | John Linney Director Contact Center                                   | 37.5        | n/a                              | Highest Comp           | 152,766 00  |
| 36           | John Hynes  | 37 5        | n/a                              | Highest Comp           | 160,970 00  |
| 37           | Adıl Darr   | 37 5        | n/a                              | Highest Comp           | 155,281 00  |
|              |   |             |                                  |                        |   |
| 38           | Kevin Brodie  | 37.5        | n/a                              | Highest Comp           | 151,631 00  |
|              |   |             |                                  | 2010                   | 5,013,133 00  |

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