Throughout the past year, HOME, Inc. has delivered time and again on its mission of creating opportunities for quality, affordable housing.

From our programs that help prospective tenants prepare for rental housing to our homeownership programs, we are helping our clients build a foundation for the future. Any increasing number of studies report what we know to be true, quality affordable housing helps to increase income, improve health and promote educational success for our children. Housing is simply the mechanism we use to help people achieve this, and we have seen it happen family after family for the past 45 years especially in our lease purchase homeownership program. There is no doubt that if we can provide stable housing and help people develop skills to retain that housing they will build better lives.

Each year we look for new and different ways that we can use our housing expertise to create stabilized housing for families. One way we have done that is through the RentWise program where we have begun to “train the trainers.” That is, we work with other housing programs across the state to teach them what we know about preparing clients to be first-time or better tenants. What an amazing opportunity to connect with others who share our mission of helping stabilize families! This is just one example of how we’re reaching out, and we look forward to telling you more about what we’ve done in this past year.

Specifically, this annual report illustrates the variety of ways we are working to stabilize housing for families. As you can see, we work with families and individuals on a spectrum that includes teaching the most basic skills and providing the tools necessary to retain a home to those who are ready to achieve the American dream of owning their own home. Each year is a journey of discovery, and we would not be successful without the many contributors and partners who support not only our staff, but our families. We appreciate your ongoing assistance and look forward to continuing our long-term partnership.

Sincerely,

Pam Carmichael, Executive Director
“There is no doubt that if we can provide stable housing and help people develop skills to retain that housing they will build better lives.”

Pam Carmichael, Executive Director

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Community Housing Services Program

The Community Housing Services Program (CHSP) was created in 1974 to provide rental housing counseling and educational services to tenants. A year later we determined landlords needed help too, so we expanded the service. When the Residential Landlord and Tenant Act became law in 1979, HOME, Inc. created our Rental Housing Handbook for Landlords and Tenants. Since its inception, HOME, Inc. has counseled more than 200,000 people and distributed more than 100,000 handbooks through our Community Housing Services Program.

We pride ourselves on our flexibility within the CHSP program to adapt to meet the needs of our clients. This past year was no different. We began the task of transforming this program to meet the growing need for case management and supportive services for families who are at risk of becoming homeless. With the successful case management model from our lease/purchase program as a “best practice” we have developed our Stable Families Services.

The following is an update of the specific components that make up the CHSP — Housing Counseling, Public Education, Stable Families, and Homeownership Counseling and Supportive Services.

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52%
more likely at risk

Children in families behind on rent were 52% more likely to be at risk for developmental delays compared to those in housing secure families.


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80%
pay too much for housing

Among the poorest Americans, 80% pay over a third of their incomes on rent. This means much less to spend on other essentials (food, healthcare, transportation).

MacArthur Foundation, Affordable Housing, April 2011
Housing Counseling

HOME, Inc. provides counseling to all segments of the housing market — tenants, landlords, homeowners and homeless people. The goal of housing counseling is to assist clients in identifying their housing problems and selecting the best solutions to resolve them. Through this type of intervention we help people retain their housing.

Our client base for this program includes:
70 percent tenants.
12 percent landlords.
8 percent homeowners.

The most common problems identified through this service are:
• Maintenance and repair, eviction or termination of housing.
• Purchasing a home or finding rental housing.
• Rental deposit issues.

Our counseling clients come to us in a number of ways. A third of them learned about us from people who have used our service or through our community outreach; another third are referred by a governmental agency; and, the final third were referred from a human service agency.

RESULTS: Throughout the past year, we provided counseling to 2,675 households. An overwhelming majority of those households — 90 percent — stated that the information provided by the housing counselors was helpful in their situation.

Public Education

The goal of public education and outreach is to help people increase their housing knowledge so they make better housing decisions and prevent problems. Through our tenant certification class, RentWise, we help low income tenants overcome barriers to obtaining and retaining affordable rental housing. We also use the RentWise curriculum to provide training to case managers working with homeless and near homeless households. We also provide outreach and educational sessions to inform the public about housing services, rights and responsibilities.

RESULT: In the last year, we trained 67 human service professionals throughout Iowa. This includes offering the training at the Housing Iowa Conference sponsored by the Iowa Finance Authority. We also partnered with the Iowa Community Action Agencies to provide training for their family support workers.

Stable Families

The purpose of Stable Families is to prevent family homelessness by providing financial assistance and case management to enable stability. This recently added service targets households with children in Des Moines elementary schools in order reduce absenteeism and mobility to increase the children’s academic success.

RESULT: HOME, Inc. began providing Stable Families in October 2012 and prevented 36 very low income households from becoming homeless. The majority of the families that we served were being evicted for non-payment of rent due to a loss of job, medical issue or economic crisis. The families consisted of both single and two parent households with one to 10 children. The average family income was $14,700 and their rent was 50 percent or more of their monthly incomes.

Homeownership Counseling and Supportive Services

Our services are designed to move families from rental to ownership and assist those families in retaining their homes. HOME, Inc. provides homeownership readiness interviews to clients to assess their current situations and develop plans for purchasing homes. Pre-purchase counseling and technical assistance is provided to help clients purchase homes. Long-term counseling and supportive services are provided to clients participating in HOME, Inc.'s lease/purchase and contract sale models of homeownership.

RESULT: Last year, we helped 98 households develop plans to purchase their own homes. Based on exit surveys, clients indicated that they had a better understanding of their credit issues and its importance in obtaining a mortgage. They felt the plan they created will help them with credit repair and budgeting and they plan to establish a savings plan. Two clients purchased homes within six months of the interview and 70 percent of the clients expect to use their plan to purchase their first home in the next five years. HOME, Inc. also provided supportive services to six families in the lease/purchase program and six families with contracts. We also provide technical assistance to the 12 households in the Bel Aire Commons Condo Association.
Property Program

This program was developed in 1967 as a vehicle to acquire and rehab single-family properties in order to provide homeownership to low-income families through lease/purchase better known as rent to own. During our history HOME, Inc. has assisted more than 300 households achieve and retain homeownership through this model.

The Property Program of today has a number of services to increase and maintain the supply of quality affordable housing for low and moderate-income families and improve and stabilize lower income neighborhoods in Des Moines and Polk County.

Single Family Development for Homeownership

Through this service of our Property Program, we provide opportunities for low-income families to become homeowners. We acquire and rehab or build housing that will meet the financial abilities and the housing needs of low-income families. We ensure the homes are easy to maintain, energy efficient and require no major repairs or improvements for at least 10 years. We use grants to reduce the cost of the housing, either through down payment assistance or reducing sales prices. HOME, Inc. works with local lenders to ensure our families have access to mortgage financing. We also continue to provide lease/purchase options for those families that need time to qualify for mortgage financing.

RESULTS: Through these efforts we acquired three foreclosed properties. Two properties were rehabbed and another property demolished and replaced with new construction. This service provided three properties for sale to low-income families.

General Contracting

As general contractors, we provide our expertise to nonprofits and governmental entities so they may increase or improve housing for low-income families. HOME, Inc. is a registered contractor with the State of Iowa and a Certified Lead Based Paint Contractor. Since 2000, we have worked in partnership with the Metro Home Improvement Program, which was developed to address the issues of deferred maintenance, energy efficiency and adaptive living in 17 suburban communities in Polk County. In addition, we have worked with Hawthorn Hill to increase its inventory of supportive housing for homeless families.

RESULTS: Twenty-three homes of low income, elderly or disabled people received improvements totaling more than $170,000. Hawthorn Hill was able to assist four additional homeless families stabilize in permanent, affordable housing.

Neighborhood Revitalization Development

HOME, Inc. became a certified Community Housing Development Organization in order to access federal funding for the development of housing. In using those funds HOME, Inc.’s board created the following criteria:

- For innovative projects or partnerships in the development of affordable housing
- To work with neighborhood associations in revitalization activities in low-income neighborhoods
- To increase homeownership opportunities for low-income families in higher cost housing areas

Development activities may include: forming partnerships with neighborhood associations, potential funders and housing or service providers; creating a plan for a project; locating and acquiring land; architectural design of the housing; obtaining zoning approval and permits; financing the project and overseeing the implementation of the plan.

RESULTS: This past year, HOME, Inc. completed all of the development activities on two projects; including the
Contributors

2017-2013

Ben & Patty Bellus*
Ben & Wendy Bellus
James & Delores Benbow
William Brauch
Mike & Sara Brinker
Bob Brown
Marylyn Bruce
Phyllis Childers
Alicia & David Claypool
Catherine Cody
Don Corrigan
Eloise Cranke
Creative Center for Young Children
Jack & Meghan Daugherty
David & Joan Discher
Don & Marian Easter
Ben & Sarah Ellinor
Bill & Judy Fletcher
Jim Giles
Kristi White & Weldon Gourd
Carl & Marcene Grant
John Gregg*
Ron & Glenna Grohe
Alan & Mary Gross
Arnis & Betty Grundberg
Chester Guinn
Carrie Hall
Scott Hartsook
Trudy Holman & Dave Hurd
Larry & Karen Hutzell
Chris & Cindy Jenkins
Carl & Carmen Jungbluth
Nancy & William Knapp II
Amy C. Knudsen
Kathi Koenig
Koester Construction Co Inc
Bob & Sheila Koppin
Mike Lux & Barbara Laur
Judy Anderson & Thomas Leffler
Sheila Lumley
Greg & Erica Luna
M & M Sunday School Class
Ray & Mary Ann Martin
Harold McCallum
Mike & Robin McNichols
Candy Morgan
Mary Helen Morling
Roy & Rea Moss
NCMIC Group, Inc
Gene Nelsen
Wanda & Tom Newell
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Patricia K. Sullivan
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Stan & Dotty Thurston
Michael & Stephanie Tiedens
Harold & Virginia Varce
Carol Vavra
Jack Watson
Adam & Jessica Whitney
Susan Wright
Kerald & Mary Yearns
George Yetter

United Way Donor Choice
Anne P. Bickell
Sylvia Blake
Richard Bloxham
Debra Buening
Dan Caffrey
Linda Caffrey
Pam Carmichael
Charles Denton
Angela J. Erickson
Deric Gould
Scott Hartsook
Curt & Sharon Heidt
Amy K. Hensley
Alan Jones
Melinda D. Karl
Cindy K. Klaassen
Kathi Koenig

Clark Commons Supportive Housing Project for homeless women and the first new construction project in the River Bend Historic District.

Clark Commons

• 5 units of permanent housing renting at $525, which is 48 percent of fair market rent ($1,090) for a 3 bedroom unit.
• HOME, Inc. owner, developer and general contractor.
• House of Mercy supportive service provider.
• Funding partners: Federal Home Loan Bank, Bankers Trust, City of Des Moines Community Development Department, Polk County Housing Trust Fund, and Neighborhood Finance Corporation.

Total cost project cost: $850,000.

COMING MAY 2014

River Bend

Demonstration project to adapt affordable housing plan to meet historic district criteria. HOME, Inc. owner, developer and contractor. Funding Partners: River Bend Neighborhood Association and City of Des Moines Community Development Project.

The cost for this project is similar to other affordable housing projects of $150,000 to $175,000. The additional cost to meet historic district criteria is approximately $25,000, which will be repaid through the increased appraised value.

*Indicates Matching Gift
Balance Sheet
June 30, 2013

Assets
Current Assets $733,827
Accounts Receivable 62,043
Other Assets 5,199
Homeownership Properties 1,070,078
Fixed Assets-Depreciation 7,937
Total Assets $1,879,084

Liabilities
Current Liabilities $33,530
Accounts Payable 26,824
Deferred Revenue 71,261
Mortgages & Liens 942,313
Total Liabilities $1,073,928

Fund Balance
Unrestricted Fund Balance $514,637
Temporarily Restricted 290,519
Current Surplus/(Deficit)
Total Fund Balance $805,156

Total Liabilities and Fund Balance $1,879,084

Revenue and Expense Statement
For the Period From July 1, 2012 to June 30, 2013

Revenue
Contributions $40,297
Gifts In Kind 0
ESGP Grant 28,151
HCSS Grant 21,002
PCHTF Operating Grant 126,428
United Way CHSP Grant 305,000
United Way-Siemen Grant 110,000
Homeownership Counseling 11,360
RentWise 780
Other Grants 87,645
Development Fees 23,600
Contracting 65,682
Product Sales 830
Property Sales (4121)
Rent & Late Fees 43,931
Contract Interest 8,104
Interest 1,145
Miscellaneous 0
Total Revenues $832,834

Expenses
Salaries $542,398
Payroll Taxes, WC, & Fees 63,797
Employee Benefits 56,574
Office & Staff Supplies 5,035
Postage 1,315
Office Rent 26,875
Equipment Rental 2,974
Equipment Repairs 110
Office Printing 331
Fund-raising 0
Promotion 3,005
Equipment Depreciation 5,326
Contracted Service Fees 20,090
Program Supplies 8,210
Equipment 1,751
Tools 754
Communication 9,613
Subs-Pubs-Dues 1,224
Mileage 10,804
Staff Training 5,428
Miscellaneous & Recruiting 441
Business Insurance 15,730
Gain/Loss Sale of Assets 0
Grants to Families 385
Stable Families Aid 71,185
Property Insurance 2,145
Mortgage Interest 27,329
Property Repair, Util, & Misc. 2,127
Contracting & Warranty 1,735
Property Taxes 9,866
Total Expenses $896,557

Current Surplus/(Deficit) $(63,723)
STAFF
Dale Baldwin, Rehabilitation Specialist
Molly Bennett, Administrative Assistant
Dan Coffey, Property Manager
Pam Carmichael, Executive Director
Kathleen Hamilton, Program Assistant
Amy Heinsly, Development Coordinator
Carly Hewitt, Housing Counselor
Sadee Hüttelband, Stable Families Case/Service Manager
Lynn Lamb, Homeownership Coordinator
Karen Lockman, Housing Counselor
Sherri McCashy, Housing Counselor, Interim
Stacie McGrigor, Administrative Assistant

BOARD
Victoria Facke, President
Anthony Montgomery, Vice President
Jeremy Wells, Treasurer
Amy Knudsen, Secretary
Kathleen Kuehne, Past President
Arlon Barnhart, Ex-officio
Ben Bellus
Jennifer Cooper
Jack Daugherty
Denis Grouge
Kathy Kaloun
Gayle Welser