TRANSFORMING LIVES, STRENGTHENING COMMUNITIES.

ANNUAL REPORT
LETTER FROM THE EXECUTIVE DIRECTOR

DEAR FRIENDS,

If the pandemic reminded us of anything, it's the importance of home. There's nothing like the feeling of having somewhere of your own to give a sense of safety, comfort and stability.

At HOME, Inc., our vision is for every person to have a place to call home. In 2022, we made terrific progress thanks to our talented team, collaborative community partners and shared passion for empowering the individuals and families we serve.

With many central Iowans already struggling to make ends meet, the rising costs of rent, food, fuel and other necessities contributed to a 20 percent increase in the number of individuals and families reaching out to HOME, Inc. last year. Our counseling and rental assistance programs helped hundreds of families maintain housing, avoid homelessness and get their lives back on track.

In 2022, we also made great headway in expanding affordable homeownership options for low-to moderate-income households, investing nearly $1 million in construction, improvements and repairs in low-income neighborhoods. This work includes exploring the unique approach of...
building an accessory dwelling unit on a HOME, Inc. property, an innovative idea to create homes that can accommodate multigenerational households or provide families a source of rental income.

As the oldest private nonprofit housing organization in Des Moines, HOME, Inc. continues to play a vital role in our community. By surrounding our clients with compassion, support and education, we help them feel empowered to make a safe, stable home for themselves and their families.

My first year serving as executive director has been one of learning, growth and excitement. The future of HOME, Inc. is bright as we move forward, exploring new and creative partnerships, funding strategies and housing solutions to make our vision a reality.

With appreciation,

Tony Montgomery
Executive Director

“There’s nothing like the feeling of having somewhere of your own to give a sense of safety, comfort and stability.”
Hurdles to Safe, Affordable Housing

In central Iowa and statewide, the need for safe, affordable housing is great — and so are the barriers for obtaining it. High demand, limited availability and rising rental and mortgage rates make accessing housing challenging, especially for low-income families. Here are just a few of the issues our clients face:

The Number of Extremely Low-Income Renter Households

(2022 Iowa Housing Profile, National Low Income Housing Coalition)

57,057

Shortage of affordable, and available, rental homes for extremely low-income renters in Iowa

(2022 Iowa Housing Profile, National Low Income Housing Coalition)

67%

Extremely low-income renter households with severe cost burden

(2022 Iowa Housing Profile, National Low Income Housing Coalition)
Nearly **58,000 households in the Des Moines area are cost-burdened, spending more than 30 percent of their income on housing**

(2019 Downtown Workforce Housing Study)

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**99**

Number of hours per week a head-of-household must work at minimum wage to afford a two-bedroom rental unit in Polk County

(National Low Income Housing Coalition)

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**$37,190**

Income households must earn to afford median rent in Polk County

(2022 Polk County Housing Trust Fund Guide to Medium Income)

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**57,170**

Number of net new housing units Polk County will need to add between 2018 and 2038 to accommodate new workers in the region

(2019 Downtown Workforce Housing Study)

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**33%**

Percentage of Polk County households that are renters

(2021 American Community Survey, U.S. Census Bureau)

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*Most of these new homes will need to be less than $175,000 for owner-occupied houses or cost less than $1,250 in monthly rent in order to be affordable by the largest share of new workers*

(2019 Downtown Workforce Housing Study)
With a stable, safe place to live comes dignity, security and hope. HOME, Inc. is here to help central Iowans access and navigate the rental process. We remove barriers and provide the critical, time-sensitive support individuals and families may need to help them avoid homelessness.

**TE NANT & L ANDLORD R ENTAL R ESOURCES**
An invaluable resource for tenants and landlords alike, HOME, Inc.’s rental housing counselors offer fair and impartial information and advice to help everyone understand their rights and responsibilities for things such as:

- Affordable housing
- Rental assistance
- Deposit
- Repairs and maintenance
- Eviction

**4,880 TOTAL CALLS**
were received (a 36% increase year-over-year)

2,650 tenants received assistance

1,159 landlords and service providers received assistance

**HELP TO KEEP FAMILIES HOUSED**
Unexpected events or changes in circumstances can be devastating for a family, due to no fault of their own. Through a combination of case management, short-term financial assistance and referrals to partner agencies, HOME, Inc. counselors and the HOPE for Stable Families Initiative help families retain their housing.

52 families received support (including 129 children)
"HOME, Inc. remains crucial in providing much-needed help to improve housing and quality of life for low-income families. The families and communities that have been strengthened by the support we provide will always remain close to my heart."

Carrie Hall
Founding member of HOME, Inc. and generous advocate
Quinton Dennis had a good-paying job, but once the project he worked on ended so did his employment. A single father of two school-aged daughters, Quinton struggled to pay rent and take care of his children with the income earned from his new minimum wage job.

HOME, Inc.’s Hope for Stable Families program provided Quinton short-term rental assistance, allowing his family to stay in their apartment. Case management services helped Quinton learn to manage a budget and put him in touch with outside agencies and community partners that provided the family additional assistance and support, including helping Quinton obtain a vehicle.

Back on his feet today, Quinton is gainfully employed and is comfortably and confidently able to pay rent and care for his family. He looks forward to working with HOME, Inc. again, with the goal of becoming a homeowner.

**EMERGENCY SOLUTIONS GRANTS**
Since 2021, HOME, Inc. has continued to partner with the City of Des Moines and state of Iowa as the administrator of Emergency Solutions Grants (ESG). Renters qualified to receive the grant live within Polk County and have an eviction notice or meet the definition of at-risk or homelessness. Grant funds are used to pay for utilities, back rent or next month's rent.

The program has increased HOME, Inc.’s homelessness prevention funding more than 30 times what the organization previously managed. And for the third consecutive year, the number of households and individuals impacted by ESG funding grew.
funds distributed to central Iowans (a 27% increase year-over-year)

633 total households received funds
52% who received funds were minority households

1,483 TOTAL PEOPLE

777 adults
692 children

“Housing means stability, and with support from HOME, Inc., it can also be a path to homeownership and the start of generational wealth for lower income families.”

Adriana Slaughter,
HOME, Inc. board member
OPENING THE DOOR TO HOME OWNERSHIP

Being a homeowner means planting roots in a community, becoming part of a neighborhood you can depend on and building a nurturing environment. HOME, Inc. empowers families to create housing stability with programs and services to put them on the path to home ownership, transforming their lives and their futures for generations to come.

MEET THE MBUTO FAMILY

Since coming to the U.S. in 2018 from a refugee camp in Tanzania, Binti and Kazimoto Mbuto have worked hard to create a place of purpose and peace for their family in Des Moines. With steady employment, a solid rental history and the support of HOME, Inc. and its partners, the Mbuto family was thrilled to realize the dream of homeownership in 2022.

Successfully completing HOME, Inc.’s counseling programs for low-income and first-time homebuyers, the Mbutos purchased a large four-bedroom house. A loan secured through Neighborhood Finance Corporation has allowed the family of nine to add a bathroom and finish a fifth bedroom in the home’s basement.

To help the family continue to thrive, HOME Inc.’s counselors are providing ongoing case management, creating a path to security for generations to come.
Bankers Trust was pleased to partner with HOME, Inc. on a Homebuyer Education Program for Black, Indigenous and other people of color this year. We saw strong interest in the program, which reinforced our desire to help contribute to the great need within our community for education on the financial considerations that go into purchasing a home.”

Emily Abbas, SVP
Chief Consumer Banking and Marketing Officer, Bankers Trust
HOMEOWNERSHIP READINESS COUNSELING
For those who dream of purchasing a home of their own, HOME, Inc. counselors help them to:
• Evaluate their current financial situation
• Learn about what it takes to purchase a home
• Set savings plans
• Remain focused on their goals
• Qualify for a housing subsidy (if affordable housing requirements are met)

During this time-intensive program, counselors develop lasting relationships with families, providing guidance and encouragement beyond the homebuying process.

PRE-PURCHASE COUNSELING
This curriculum helps renters who are ready to buy their first house learn to:
• Set and stick to a housing budget
• Navigate the real estate market
• Engage with lenders
• Properly care for their own home

HOMEOWNERSHIP READINESS COUNSELING
- 75% minority households
- 85% low-income

HOMEBUYER EDUCATION
- 56 first-time homeowners
- 30% minority households
- 68% low-income
“Through our partnerships, we are not only creating more homes for Iowans, we are also providing more opportunities for families, communities and businesses to thrive.”

Debi Durham
Director, Iowa Economic Development Authority and Iowa Finance Authority
INDIVIDUAL CONTRIBUTORS

Kathy Ahnen  
Karl Althaus  
Bailey Anderson  
Maria & Vincent Angeloni  
Ryan & Kristyn Arnold  
Jamie Bachman  
Dale Baldwin  
Jean & Bill Basinger  
Ben & Patty Bellus  
Ben & Wendy Bellus  
Evelyn Bengston  
Katherine Bennett  
Katelyn Bey  
Laura Bjurstrom  
Bobbretta Brewton  
Bob & Donna Brown  
Wayne & Martha Brundage  
Pam Carmichael  
Andrew Cedardahl  
Don & Phyllis Childers  
Alicia & David Claypool  
Joeseph Coco  
Catherine Cody  
Jeni Cooper  
Don Corrigan  
Eloise Cranke  
Nora Crosthwaite  
Jeffrey Damman  
Jack Daugherty  
Chuck Denton  
David & Joan Discher  
Megan Drake  
Julie & David Eberbach  
Tim & Victoria Facto  
James & Martha Fifield  
Marguerite Fitch  
Eric Fleharty  
Bill & Judy Fletcher  
Michelle Geneser  
Deric Gourd  
Kristin Griffith  
Ron & Glenna Grohe  
Alan & Mary Gross  
Arnis & Betty Grundberg  
Chester Guinn  
M. J. & Elaine Hagedorn  
Carrie & Joe Hall  
Kathleen Hanika  
Emily Hanna  
Scott Hartsook  
Matt Hauge  
Lance Henning  
Steve & Christine Hensley  
Dustin Hickman  
Mike Hildebrand  
Jacquie Holm-Smith  
Michael Hunnicutt  
Larry & Karen Hutzell  
Karen & Douglas Jeske  
Kathleen Kahoun  
Marsha Kephart  
Kourtney Kirkpatrick  
Amelia Klatt  
Amy Knudson  
Robert & Sue Knudson  
Kathi Koenig  
Paul & Beth Koester  
Elizabeth Kozor  
Thao Huynh & Thieu Le  
Tom Leffler  
Audrie Leib & Kady  
Hutchinson  
Chris & Peggy Littlefield  
Pam Logsdon  
Tina Lovan  
Eric Lundy  
Christopher Manning  
Kristopher Mattoo  
Mike & Tana McCoy  
Nick & Brenna McGahan  
Andrea McGinn  
Robert McLearen Jr.  
Xan McNelly  
Matthew McVicker  
Barbara Minear  
Mike Montgomery  
Tony & Bridget Montgomery  
Diane Morain  
Shelly Nelson  
Charlotte Nelson  
Wanda & Tom Newell  
Robert Oberbillig  
Joseph O’Hern  
Denny & Laura O’Lear  
Holly & Eric Olson  
Beth Peterson  
Robin Pfalzgraf  
Amy Plymat  
David & Betsy Pokorny  
Martha Gelhaus & Kevin Pokorny  
Maura Prescher  
Joan Racki  
Bruce & Katy Ray  
David Redman  
Angela Reiter  
Celia & John Retz-Nelson  
Jack Ricketts, Jr.  
Kate Ridge  
Rolland & Carol Riley  
Derma Rivera-Aguirre  
Ralph & Teresa Rosenberg  
Steven Rottler  
Janice Roxberg  
Jeff & Lisa Russell  
Kris & Jerry Saddoris  
Laura & James Sarcone  
Sam Scheidler  
Brent Schipper  
Libby & Vinoth Sekar  
Karen Shaff & Steve Jayne  
Amanda Shetler  
Jenna Sibertz  
Adriana Slaughter  
Tyan Smith  
Birch Spick  
Anne Spina  
Marilyn Staples  
Brooke Strable  
Paul Strayer, Jr.  
Ryan Sullivan  
Carol Templer  
Ken Tharp  
Dotty Thurston  
Matt Unger  
Tim & Toni Urban  
Mary Jo Vogl  
Jeremy Wells  
Gayle Welter  
Adam & Jessica Whitney  
Catherine Witte  
Brian & Carol Worth  
Susan Wright  
Kerald & Mary Years  
Betty Yount-Perry  
Jan Zeleke  
David Ziemann
GIFTS IN KIND

Angela Reiter
Architects Schipper Kastner PC
ASK Studio
Big Tomato Pizza
Black Cat Ice Cream
Blank Park Zoo
Bosen the Florist
Botanical Garden
Captain Roy’s
Christine Hensley
City of Des Moines
Creme Cupcakes
Curbin’ Cuisine
Dairy Queen
Dennis Puckett, Sullivan & Ward, PC
Des Moines Symphony
DesignCo
Dirt Burger
Dough Co. Pizza
Drake Diner
Fairfield Inn and Suites
West Des Moines
Felix and Oscar’s
Fleet Feet
Fridley Theatres
Funny Bone
Gazali’s
Habitat Restore
Iowa Cubs
Iowa Taproom
Jasper Winery
Jeni Cooper
La Mie
Mike Hildebrand
Natural Grocers
Olive Garden
Outback Steakhouse
Papa Johns
Parlor
Peace Tree
Prudent Produce
Raygun
Sandridge Nursery
Science Center of Iowa
Taco Johns
Tacos La Familia
Tangled Tails
The Des Moines Quilt Guild
The Haney Family
The Law Shop
Tia Hebert
Todd Von Stein
Tom Nancarrow
Wellman’s Pub
West End Architectural
Salvage
ZLR Ignition

2021 HUNT FOR HOUSING SPONSORS

AARP
American Equity
Bankers Trust
Central Bank
Community State Bank
Conlin Properties
Dotty Thurston
Green State Credit Union
Hildreth Construction
Koester Construction
KRM Development
Louie’s Floor Coverings
Madden Construction
Midwest One
Mike McCoy
Neighborhood Finance Corporation
Pam Carmichael
Polk County Housing Trust Fund
RE/MAX Concepts
Stephanie Murphy
Two Rivers Bank & Trust
Vision Bank
Wells Fargo
West End Architectural Salvage

FINANCIALS

**REVENUE**

- **TOTAL** $2,189,173.47

  - 39% Government Funds ($852,675.29)
  - 29% Property Income ($640,171.44)
  - 20% Grants ($432,701.49)
  - 8% Contributions ($176,764.76)
  - 3% Event ($74,685.49)
  - 1% Program Income ($12,175)

**EXPENSES**

- **TOTAL** $2,110,334.52

  - 41% Payroll ($868,425.12)
  - 39% Direct ($822,131.53)
  - 10% Indirect ($205,957.82)
  - 10% Property ($213,820.05)
Thank you to ZLR Ignition for creating this annual report as an in-kind gift to HOME, Inc.