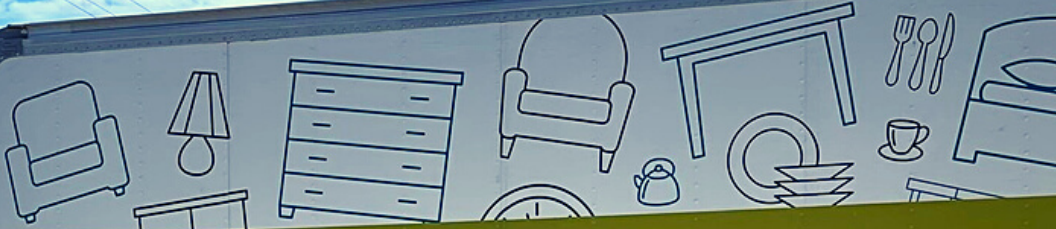




ANNUAL REPORT
2021

home sweet home

furnishing hope



home sweet home

**This truck
furnishes hope.**
HomeSweetHomeSTL.org



Thanks to our partners

T B TADLOCK
BRUEGGEMANN
REAL ESTATE



DIRECTOR'S STATEMENT

2021 was a uniquely challenging year in so many ways. Our team of staff, volunteers, partner agencies, supporters, and board members worked hard to find solutions to every situation that arose during year two of a global pandemic and I could not be more proud of what we have been able to contribute to the St. Louis community in this difficult time. While continuing to value the health and safety of our own staff, volunteers, and clients, we returned to welcoming clients to the warehouse to select their own furnishings. Our staff picks up donations within 30 miles of our Brentwood warehouse and delivers furniture to clients' homes using our small fleet of four moving trucks. Volunteers continue to amaze us with their belief in and dedication to this mission by showing up and pouring love into our clients every day.

As I look back on 2021, I don't think the hard parts will be what sticks with me. I'm more likely to remember the immense gratitude I feel at this moment knowing how we worked together through Home Sweet Home to support the members of our community who need it most. I look forward to continuing that work with you.



BETSY REZNICEK

Executive Director

The mission of Home Sweet Home is to give under-served families a sense of pride and to improve the quality of their lives by providing basic household furnishings.

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Castle Contracting

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SSM Cardinal Glennon

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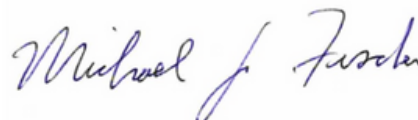
Josh Wright
Bedford Group of Ameriprise
Financial

BOARD OF DIRECTORS

We would like to recognize the dedication and loyalty of our stakeholders to Home Sweet Home during this challenging Covid epidemic year. The following were of particular note:

- Home Sweet Home staff for their efforts in being flexible, resourceful, and safety-conscious while serving over 900 clients (a record.)
- Our volunteers for their dedication and adaptability—we couldn't do it without you.
- Agency Partners—for the constant flow of referral clients to serve.
- Funders and Donors—for believing in and supporting our mission with the resources needed to fulfill this mission.
- this Board of Directors who demonstrate never ending passion and commitment to this organization.

We are just 6 years old as an organization and we strive to deliver our mission everyday. We endeavor to find ways to continuously improve our services so that every child in the St. Louis area who needs a bed has one.



MIKE FISCHER

Board President

2021 FINANCIAL OVERVIEW*

Our volunteer board of directors meets monthly to review and approve financial statements in accordance with national and state laws governing nonprofit organizations. Additionally, Home Sweet Home will complete an independent audit conducted by a third-party, licensed accounting firm for the 2021 fiscal year.

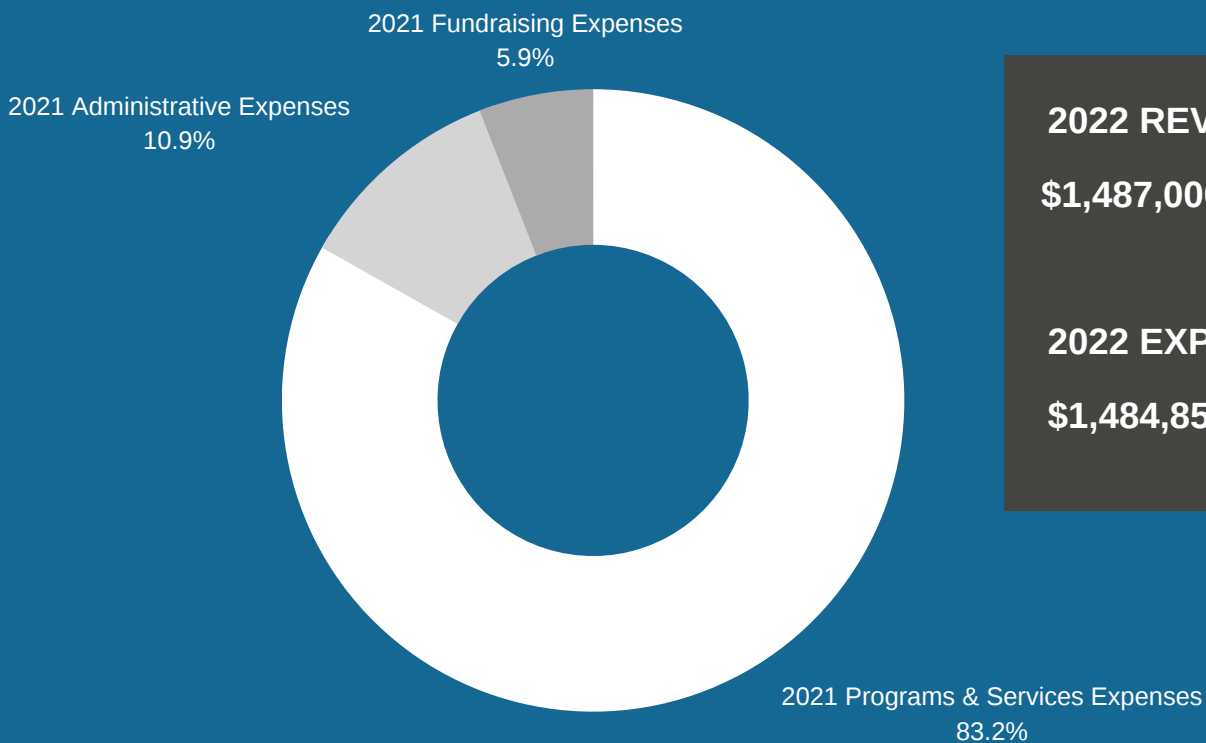
2021 Cash Revenue

Individual Giving	31%
Corporate Giving	7%
Grants	29%
Events	13%
Sales (furniture/apparel)	1%
Program Fees	10%
Pickup Fees	2%
Other	7%

REVENUE**
\$1,638,300.98

EXPENSES**
\$1,575,525.62

NET
\$ 62,775.36



2022 REVENUE BUDGET

\$1,487,000***

2022 EXPENSE BUDGET

\$1,484,858***

*Unaudited. Please visit HomeSweetHomeSTL.org/about-us later this year to view our official 990 and Audited Financial Statements.

**Includes \$709,392.00 for in-kind donations received in 2021.

***Includes \$500,000 for in-kind donations.

CLIENTS

Serving our client families with dignity is our main focus at Home Sweet Home. Choice is something many of our clients have not experienced in a very long time. When they arrive for their appointment they are invited to choose each item they want and need for their new home.

It was a pleasure to welcome clients back into the warehouse this year to choose their own furnishings. With masks on and dock doors open our staff and volunteers worked to provide an experience that was as safe as possible while providing welcoming comfort to families as they "shopped" for furniture and household goods.



In 2021, 50% of the clients Home Sweet Home served were families with children.

A total of 1,066 children received furniture from Home Sweet Home in 2021.

910

The number of referrals served in 2021

147

of those clients were veterans

"We've lived here for 3 years, but last night was the first time it felt like home."

—Home Sweet Home Client (after receiving furniture)

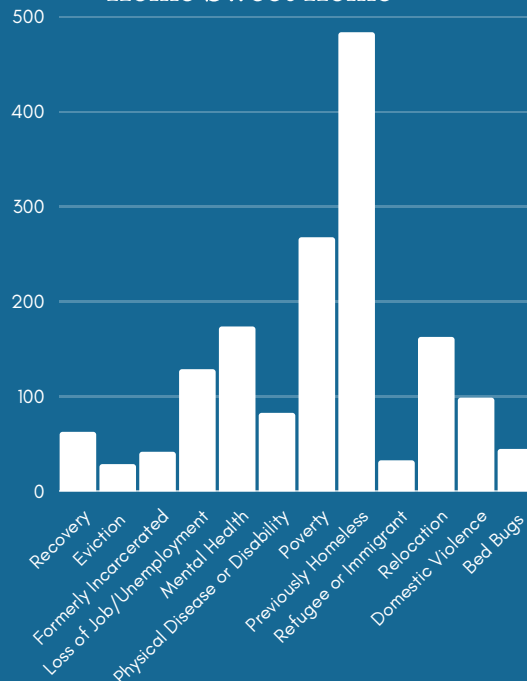


1,334 total beds distributed

32 refugee or immigrant families served

883,587 pounds of furniture redistributed and kept out of landfill

Reasons for Referral to Home Sweet Home *



*as reported by case manager and more than one reason may be cited

NONPROFIT PARTNERS

Every family served by Home Sweet Home is referred to us by a nonprofit partner agency. These agencies have social workers and case managers who work with clients receiving care for needs beyond furnishings. The families may be escaping domestic abuse situations, living with severe illness, recovering from addiction, living in extreme poverty, transitioning out of homelessness, or some other difficult situation. Furniture provided by Home Sweet Home can support these clients in regaining stability and hope when needed most.



I just received an elated phone call from my client and she said something that was so poignant, I just wanted to share with you – “We’ve lived here for 3 years, but last night was the first time it felt like home.” She said no one wanted to get up for school this morning because they were so comfortable in their new beds, with their new pillows. Thank you for always providing such compassionate and needed services for the families we work with!

—Case Manager

Our Nonprofit Partner Agencies include:

Alive — Alternatives to Living in Violent Environments
Almost Home
ArchCity Defenders
Assisi House
Bethany Christian Services
Beyond Housing
Big Brothers Big Sisters Eastern Missouri
Caring Solutions
Center for Women in Transition
Community Behavioral Health II
Covenant House
Criminal Justice Ministry
Delta Gamma Center for Children with Visual Impairments
DeSales Community Development
Diamond Diva Empowerment Foundation
Doorways
Employment Connection
Epworth Children & Family Services
Family Forward
Gateway180
Gateway Housing First
Healing Action
H.E.R.O.E.S. Care
Hope House
Horizon Housing
Legal Services of Eastern Missouri
LifeWise STL
Lydia's House
Mission STL
Nurses for Newborns
Operation Food Search
Peter & Paul Community Services
Places For People
Project Outreach
Queen of Peace Center
Room at the Inn
SSM Pediatric Oncology
St. Joseph Housing Initiative
St. Louis County
St. Louis Crisis Nursery
St. Patrick Center
Unleashing Potential
The Women's Safe House
VA- Hope Recovery Center
VA—Domiciliary Care for Homeless Veterans (DCHV)

VOLUNTEERS

Volunteers are the heart of our operation. Trained shopping specialists assist clients with care as they choose their furniture and home goods. Every day, dedicated teams clean, sort, and test donations to ensure every item that goes out on the showroom floor is in good working order and in excellent condition worthy of use in our own homes. Groups are welcome to build dressers, assist with special projects, and even move furniture. It's an honor to have such wonderful people willing to serve our community by furnishing hope!

We say it all the time because it's true—Home Sweet Home has THE BEST VOLUNTEERS! Our small army of dedicated volunteers has always shown the utmost respect and care for our clients. Throughout the changes and challenges posed by pandemic conditions, they've also extended that same care and respect for each other and our staff by wearing masks and respecting each other's health and safety concerns. We are grateful for the extra effort everyone has taken to keep our clients—and each other—healthy and comfortable.



Every single volunteer =



153 individual volunteers

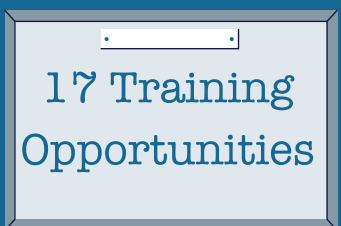


883,587 pounds of furniture and household goods processed and distributed to clients



6,394.5

total volunteer hours worked in 2021



17 Training Opportunities



15 volunteer groups

STAFF

Thank you to all of the incredible employees who persevered through a second year of pandemic conditions to provide unparalleled service to clients and donors while being committed to furnishing hope in the community. We are grateful for your unique blend of compassion, resilience, intelligence, wit, style, and strength.

Betsy Reznicek

Sean Ballard

Matt Elmore

Julie Ramacciotti

Elizabeth Freshour

Leesi Kogbarra

Asher Targaryan

Jim Lochhead

Jenny Wilson

Scott Musler

Colin Immenschuh

Zoe Poulides

Tony Nicot

Darius Williams

Jack Katz

Brandis Whitfield

Thomas Osunsami

Kathleen Duffield

Blake Butler

Lisa Long



MAJOR GIFTS



Thanks to these donors who contributed \$1,000 or more in 2021!

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Amy Wilson
World Wide Technology Foundation
Joshua Wright

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Thanks to the sustaining members of the Furnishing Hope Society!

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furnishing hope society



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