



home sweet home

furnishing hope

2022

ANNUAL REPORT

DEAR FRIENDS OF HOME SWEET HOME,

In 2022, we had the privilege of serving 1,088 families, impacting 2,642 individuals. We distributed more than 103,000 household items, estimating that we kept 752 tons out of landfills as we redistributed these items to impoverished families. The numbers speak volumes.

At Home Sweet Home, our mission is providing furniture and household items to families in need, allowing them to create a safe and comfortable living environment. We believe everyone deserves a place to call home and we are committed to making that a reality for as many people as possible. Thanks to generous donations of furniture, time, and resources from our supporters, we can carry out this mission.

On behalf of the Home Sweet Home team, I want to extend a heartfelt thank you to everyone who has made this year such a success. Whether you have donated furniture, volunteered your time, or contributed financially, your support keeps us going. We could not do this without you, and we are so grateful for your partnership in this vital work.

Sincerely,

A handwritten signature in blue ink that reads "Betsy".

Executive Director



MISSION, VISION, & VALUES

MISSION

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



VISION

Home Sweet Home serves impoverished families who are referred to us from partner nonprofits throughout the St. Louis region. These people come to us with desperate needs for different reasons and from a variety of backgrounds. Our services are needed most by children, survivors of domestic abuse, veterans, people who are transitioning out of homelessness, and ex-offenders looking for a new start. Going where the need is greatest; working one-on-one with each client; delivering a program that helps families stand taller and smile brighter—this is what Home Sweet Home is all about.

VISION



- Mission is first.
- Everyone is respected and treated with dignity.
- We thrive on collaboration within the community.
- We are caring, compassionate, and kind.
- We are a leader among other furniture banks nation-wide.

VALUES

2022 ACCOMPLISHMENTS

- Created “Furnishing Futures,” a Ferguson/Florissant School District partnership
- Improved furniture app for more efficient pick-up and delivery
- Featured executive director on Fox 2’s “Remarkable Women” during Women’s History Month
- Served first Afghan family
- Hosted a furniture bank roundtable with other furniture banks from across the country
- Held a board retreat
- Completed United Way Volunteer Certification
- Instituted “First Saturday” for monthly weekend donation drop-off
- Established Young Friends Council
- Held a holiday open house
- Completed compensation study
- Hosted record number of corporate groups



2022 FINANCIAL OVERVIEW

Our volunteer board of directors meets bi-monthly to review and approve financial statements in accordance with national and state laws governing nonprofit organizations.

2022 Cash Revenue

Individual Giving	43%
Corporate Giving	9%
Grants	18%
Events	7%
Sales (furniture/apparel)	1%
Program Fees	11%
Pickup Fees	2%
Other	9%

REVENUE

\$2,089,861

EXPENSES

\$2,055,777

NET

\$34,084

2022 Fundraising Expenses
9%

2022 Administrative Expenses
17%



2022 REVENUE BUDGET

\$2,161,500

2022 EXPENSE BUDGET

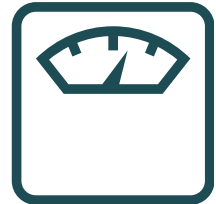
\$2,142,443

THE 2022 NUMBERS

Provided dignity to **2,642** individuals in need of furniture and other household goods



103,906 household items, weighing **752** tons, were rehomed and stayed out of the landfill



On average, each family had **2.4** individuals in the household



560 volunteers provided **15,331** hours of support, love, and assistance to help our families

64% of the families served live in St. Louis City

36% of the families served live in St. Louis County



51% of our families are leaving homelessness



16% of our clients have served in the armed forces



69% of our clients are Black and **10%** are Hispanic

87% of our families have an annual household income of less than \$18,000



Our families were referred to us from one of our **60** partner agencies



AGENCY PARTNERSHIPS

Home Sweet Home supports the work of 60+ St. Louis agencies that address homelessness. These partner agencies can provide low-income housing and social services to their clients but they do not have the resources to provide household furnishings. We only serve clients who have been properly vetted by these agencies.



As we reflect on the previous year, we are reminded of the strength and determination displayed by our community. We continued to provide essential household furnishings to underprivileged families, giving them a sense of dignity and improving their quality of life.

We played a vital role in establishing stability for these families by assisting them in turning their houses into homes, ensuring comfort and accessibility. Through collaborative efforts with partner agencies, we were able to help our clients attain long-term stability and independence.

One of our noteworthy achievements in 2022 was assisting a greater number of clients than ever before. We were able to support 1,088 families throughout the year.

In addition to our increased service capacity, we began preparations for our inaugural Gala and worked on securing a lease for our new facility. We aim to continue expanding our reach and assisting more families throughout 2023.

None of these accomplishments would have been possible without the unwavering support of our donors, volunteers, and community partners. We extend our deepest gratitude for your continuous dedication to our mission. Your generosity has allowed us to assist the most vulnerable members of our community, and we eagerly anticipate the opportunity to collaborate further in creating a brighter future for all.

Sincerely,

Virginia Tardy

Board Chair, Home Sweet Home

Christie Brinkman

Castle Contracting

Patreece Broadus

Learning & Development
Consultant

Chad Conner

Wells Fargo Advisors

Monica Conners

Ameren

Mike Fischer

Consultant

Lauren Hardcastle

Slalom

Berta James

Nonprofit Consultant

Bruce Korn

Higginbotham Bros., Inc.

Jennifer Latham Ehlen

Wells Fargo Advisors

Ian Lingle

KI

Cindy Morrison

Post Holdings

Mike Palermo

Palermo & Co

Lucie Springmeyer

Fundraising Consultant

Virginia Tardy

Benson Hill

Shawn Waldrop

World Wide Technology



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