HUMBLE DESIGN

togetherness to end homelessness

2022 impact report

humbledesign.org | 844.486.2533 | hello@humbledesign.org | Tax Id: 27-0410088
When does a house become home?
When it’s a place that fosters joy, a place for experiencing safety, warmth, and comfort. A place of belonging, and new beginnings.

At Humble Design, our hearts help us do the heavy lifting by offering a fresh start and designing a life-changing space.

Our mission is to change lives and communities by transforming houses into homes for those emerging from homelessness.

With warehouses filled with donated furniture and household goods, we turn empty houses into clean, dignified, and welcoming homes for the recently homeless so that families can begin again.

Our services help provide our clients with sanctuary, stability, and hope – a critical element in ending the cycle of homelessness. It would take an average Humble client 18 years to save enough money to furnish a home in the way we do in just a few hours.

What started as a small endeavor has now blossomed into a national nonprofit and a worldwide movement of empathy for those who feel unseen. Humble Design is revolutionizing the way we approach homelessness by providing not just shelter, but also hope, dignity, and a fresh start. The impact is astounding—families who have been touched by Humble Design now boast an incredible 99% success rate of remaining in their homes, breaking the cycle of homelessness.

We assist in the transformation of lives in Chicago, Cleveland, Detroit, San Diego, and Seattle.

Since 2009, our staff and volunteers have turned moving in, into moving forward.
In 2009, Humble Design was born. Since its inception in Detroit, we have grown to five cities and have helped thousands of individuals restart their lives after exiting homelessness.

2,910+ homes furnished since 2009*

We furnish each home with the same care, empathy, and dignity we would offer our friends and family.

8,564+ individuals served since 2009*

Entering housing is an important step in the journey out of homelessness, but not enough to solve the problem. Humble Design ends the revolving door of homelessness by creating homes where families can find peace, strength, and hope. We transform a space into a home that fosters comfort, stability, and pride — allowing the families to focus on their personal and financial stability, including education, home life, employment, and building a better future.

*data as of June 2023
Our program is simple but profoundly impactful. None of us can do it alone. Each of us plays an important role in our mission to stop the revolving door of homelessness and strengthen our communities.

With your help, Humble Design can make a house into a home. Join us in this purposeful work and help us prepare the environment from which transformation begins.

After completion of the 2022 audit, we are proud to announce that .86 cents of every dollar raised go to the program at Humble Design.

We are an environmental partner with 1% For The Planet, boast a 99%, four-star rating on Charity Navigator, and have earned a Platinum Level badge on GuideStar. Our donors can give with confidence, knowing we will always steward their gifts with care.
Humble Design serves communities in Chicago, Cleveland, Detroit, San Diego, and the Seattle area.*

Humble Design partners with local housing, social service, and domestic abuse organizations in five cities across the United States. We have a unique insight into the landscape of the unhoused community across the country. We know that beginning each encounter with dignity and empathy, unbound by preconceived notions, makes all the difference in a family's ability to succeed. When we view our neighbors as partners who participate in the vision of their homes, we can remove the sense of isolation many of our clients face.

Once our community partner makes a referral, Humble designers meet with the families to get to know their stories, goals, and dreams. From there, our designers, volunteers, and movers work swiftly to place furnishings, housewares, toys, and accessories, to ensure the family feels comfortable and welcome in their new home.

Humble Seattle is on a temporary pause.
HUMBLE DESIGN CITIES

When the pandemic hit, our staff had to shift our process to continue our mission for those who needed us. This trying time put into sharp focus how important a comfortable home can change someone’s future. Many of our clients became very concerned about their children’s ability to attend online courses when they had no office, computer, or homework supplies. When we furnish a child’s room and set up a space for them to work from, this dynamic shifts to produce better attendance and increased participation in school.

2022 MISSION

We served 1,496 individuals in 2022, almost a 20% increase from the previous year. We believe our model serves as proof of concept and can be expanded to help so many more.

*Outcomes as of 12.31.22
IN GRATITUDE FOR OUR 2022 SUPPORTERS

platinum $50,000+
Anonymous
CB2
Elaine Stern Foundation
Five Together Foundation
Fruit of the Loom
General Motors Corporate Giving
Clorox/Ketchum
Anonymous
Courtney & Ray Liddy
McGregor Fund
PenFed Foundation
Progressive
Schultz Family Foundation
Rob & Treger Strasberg
U-Haul International

gold $10,000+
100 Women Who Care Western Reserve
Anonymous
Badiée Development
Barton Malow
Brilliant Detroit
Burrard Community
The Columbus Foundation
Carlson Family Foundation
The Chicago Bulls
The DARO Foundation
Design B&B
Frank Motors (Subaru)
Greator Realtors Foundation
Gensler
Idaho Housing and Finance Association
Invest in Others Charitable Foundation, Inc
JaxKelly
Kenilworth Union Church
La Jolla Cosmetic
Liberty Mutual - Michigan Office
Sue & Roger Liesegang
Lyndsay Oglesby
Steven & Ellen Osinski
Progressive
Rocket Community Fund
S.B.C. Waste Solutions, INC.
SAY Detroit
Emily Salami
Schultz Family Foundation
Seattle King County Realtors
Brian & Stephanie Spector
Stand Together Foundation
Sterling Bay
Rob & Treger Strasberg
Suburban Motors Co., Inc. Troy, MI
Richard K. Thompson Foundation
UBS
Kathy White

silver $5,000+
ACORE Capital
ASID San Diego
Timothy Bearden
Alexis and Jason Beckwith
Boaz Allen Hamilton
Jim and Marisa Bowen
Amy Brusselback Farrell
Paul and Susan Burbback
CIBC
Ben Cohen of Guaranteed Rate
Coldwell Banker West Foundation
Cherlyn Conner
Meg Cowles
Czmer Family Foundation Trust
Draper and Kramer

bronze $2,500+
Center for Financial Planning
Cook Smith Design - bldc design
CoreNet
Jennifer Crestodina
Anthony Curis

humble heroes lifetime $100,000+
Anonymous
CB2
Elaine Stern Foundation
Five Together Foundation
Fruit of the Loom
General Motors Corporate Giving
Clorox/Ketchum
Anonymous
Courtney & Ray Liddy
McGregor Fund
PenFed Foundation
Progressive
Schultz Family Foundation
Rob & Treger Strasberg
U-Haul International

Champions of Change
carlson Family Foundation, Inc
DET Energy Foundation
Frank Subaru
The Isabel Allende Foundation
Jewel-Osco
Joshua Kaufman
Kenilworth Union Church
M and N Plastics
Robert & Lindsay Mardigian
Mercy Housing Project
Steven & Ellen Osinski
Peers Charitable Fund
Brian & Stephanie Spector
SAY Detroit

DTE Energy Foundation
Eagles for Children, Inc.
Executive Construction Foundation
Farpoint Development
Patricia Fellure
Anonymous
Fresh Turn5 Fund
Peter and Amie Gruszka
Herman Miller Cares Foundation
Jean Hershey and Ken Wunderlich
Holson Family Foundation
Jaffe, Raitt, Heuer & Weiss, PC
Jewel-Osco

Constance Jones
JP Morgan Chase & Co.
Judy and Joseph “Bud” Kaufman
Jodie Kennedy
Dottie & Eric Lofquist
Markus and Lara Lozier
Peg Macaluso
Magdalene House Chicago, Inc.
MasterCard
Max Mara USA
McDonald’s
Victoria Ann Michelis
Miller Knoll
Monarch School
Manny Moreno
NTT (formerly Secure-24 LLC)
Marie Olesen
Renee and Lisa Oram and Friends
Rina and Parag Patel
Planned Parenthood of the Pacific SW
Rachel Luis y Prado
Wendell & Doris Rogers Foundation
Debbie and Don Roseen
Fred Rothstein
Karen Russell and Scott Leff
Peter Scanlon
Shyne Group Inc.
Telemus
Jon Thompson
Paul and Rochelle Treger
United Wholesale Mortgage
Vanguard Charitable
William Blair and Company
Workshops for Warriors
Jill Zupon
Phoebe Katsell

ACORE Capital
ASID San Diego
Timothy Bearden
Alexis and Jason Beckwith
Boaz Allen Hamilton
Jim and Marisa Bowen
Amy Brusselback Farrell
Paul and Susan Burbback
CIBC
Ben Cohen of Guaranteed Rate
Coldwell Banker West Foundation
Cherlyn Conner
Meg Cowles
Czmer Family Foundation Trust
Draper and Kramer
Only gifts over $1,000 are reflected on this list. We are extremely grateful for the 1,761 additional donors.
HUMBLE DESIGN

Our 2022

FINANCIALS

Current Assets:
Cash $2,403,363
Contributions receivable $78,869
Prepaid expenses $7,739
Total current assets $2,489,971

Property and equipment:
At cost, less accumulated depreciation $41,383
Deposits $12,342
Right-of-use asset, operating lease $361,556
Total assets $2,905,252

Current liabilities:
Accounts payable $12,029
Accrued wages and benefits $50,899
Lease liability - operating, current portion $92,203
Total current liabilities $155,131
Lease liability - operating, net of current portion $274,691
Total liabilities $429,822

Net assets:
Without donor restrictions $2,461,268
With donor restrictions $14,162
Total net assets $2,475,430

Total liabilities and net assets $2,905,252

Revenues and support from operations:
<table>
<thead>
<tr>
<th>Description</th>
<th>Without Donor Restrictions</th>
<th>With Donor Restrictions</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Contributions of cash</td>
<td>$1,956,609</td>
<td>$13,296</td>
<td>$1,969,905</td>
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<tr>
<td>Nonfinancial assets</td>
<td>$2,525,367</td>
<td>$2,525,367</td>
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<tr>
<td>Special event revenue:</td>
<td></td>
<td></td>
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</tr>
<tr>
<td>Gross revenue</td>
<td>$461,214</td>
<td>$461,214</td>
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<tr>
<td>Direct benefits to donor</td>
<td>($145,558)</td>
<td>($145,558)</td>
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<tr>
<td>Total revenue</td>
<td>$4,797,632</td>
<td>$13,296</td>
<td>$4,810,928</td>
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</tbody>
</table>

Functional expenses:
Program services $4,388,836 $4,388,836
Supporting services:
Management and general $485,782 $485,782
Fundraising $207,704 $207,704

Total expenses $5,082,322 $5,082,322

Release from restrictions $596,668 $(596,668) $(596,668)
Change in net assets $311,978 $(583,372) $(271,394)
Net assets - Jan 1, 2022 $2,149,290 $597,534 $2,746,824
Net assets - Dec 31, 2022 $14,162 $2,461,268 $2,475,430
## Supporting Services

<table>
<thead>
<tr>
<th></th>
<th>Program Services</th>
<th>Management &amp; General</th>
<th>Fundraising</th>
<th>Total</th>
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<tbody>
<tr>
<td><strong>Employee compensation:</strong></td>
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<tr>
<td>Wages</td>
<td>$1,218,033</td>
<td>$276,768</td>
<td>$178,986</td>
<td>$1,673,787</td>
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<td>Payroll taxes</td>
<td>$102,764</td>
<td>$32,368</td>
<td>$3,980</td>
<td>$139,112</td>
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<tr>
<td>Employee benefits</td>
<td>$39,627</td>
<td>$9,004</td>
<td>$5,823</td>
<td>$54,454</td>
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<tr>
<td><strong>Total employee compensation</strong></td>
<td>$1,360,424</td>
<td>$318,140</td>
<td>$188,789</td>
<td>$1,867,353</td>
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<tr>
<td><strong>Other expenses:</strong></td>
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<tr>
<td>Client household items</td>
<td>$2,201,021</td>
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<td>$2,201,021</td>
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<tr>
<td>Rent expense</td>
<td>$415,286</td>
<td>$46,143</td>
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<td>$461,429</td>
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<tr>
<td>Warehouse expense</td>
<td>$57,799</td>
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<td>$57,799</td>
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<tr>
<td>Security expense</td>
<td>$32,937</td>
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<td>$32,937</td>
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<tr>
<td>Moving expense</td>
<td>$9,765</td>
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<td>$9,765</td>
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<tr>
<td>Truck expense</td>
<td>$168,654</td>
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<td>$168,654</td>
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<tr>
<td>Interior design expense</td>
<td>$2,794</td>
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<td>$2,794</td>
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<tr>
<td>Miscellaneous expense</td>
<td>$8,160</td>
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<tr>
<td>Insurance</td>
<td>$37,973</td>
<td>$9,493</td>
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<td>$47,466</td>
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<td>Workers compensation</td>
<td>$35,243</td>
<td>$8,811</td>
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<td>$44,054</td>
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<td>Depreciation expense</td>
<td>$4,367</td>
<td>$617</td>
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<td>$4,367</td>
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<tr>
<td>Software expense</td>
<td>$27,186</td>
<td>$6,797</td>
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<td>$33,983</td>
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<tr>
<td>Office expenses</td>
<td>$4,809</td>
<td>$1,202</td>
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<td>$6,011</td>
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<tr>
<td>Fees and service charges</td>
<td>$14,582</td>
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<td>$14,582</td>
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<tr>
<td>Retail expense</td>
<td>$9,843</td>
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<td>$9,843</td>
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<td>Travel</td>
<td>$19,590</td>
<td>$4,897</td>
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<td>$24,487</td>
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<tr>
<td>Meals and entertainment</td>
<td>$3,445</td>
<td>$861</td>
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<td>$4,306</td>
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<tr>
<td>Professional fees</td>
<td>$37,896</td>
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<td>$37,896</td>
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<tr>
<td>Consulting and training</td>
<td>$26,500</td>
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<td>$26,500</td>
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<tr>
<td>Fundraising expense</td>
<td>$2,027</td>
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<td></td>
<td>$2,027</td>
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<tr>
<td>Advertising and promotion</td>
<td>$16,888</td>
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<td>$16,888</td>
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<tr>
<td><strong>Total other expenses</strong></td>
<td>$3,028,412</td>
<td>$167,642</td>
<td>$18,915</td>
<td>$3,214,969</td>
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<tr>
<td><strong>Total functional expenses</strong></td>
<td>$4,388,836</td>
<td>$485,782</td>
<td>$207,704</td>
<td>$5,082,322</td>
</tr>
</tbody>
</table>

### Cash flows from operating activities:

<table>
<thead>
<tr>
<th></th>
<th>Program Services</th>
<th>Management &amp; General</th>
<th>Fundraising</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Decrease in net assets</td>
<td></td>
<td></td>
<td></td>
<td>($271,394)</td>
</tr>
<tr>
<td>Depreciation</td>
<td></td>
<td></td>
<td></td>
<td>$4,367</td>
</tr>
<tr>
<td>Changes in assets and liabilities:</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Contributions receivable</td>
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<td></td>
<td></td>
<td>$91,977</td>
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<tr>
<td>Prepaid expenses</td>
<td></td>
<td></td>
<td></td>
<td>$34,690</td>
</tr>
<tr>
<td>Deposits</td>
<td></td>
<td></td>
<td></td>
<td>$322</td>
</tr>
<tr>
<td>Accounts payable</td>
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<td>($8,725)</td>
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<tr>
<td>Accrued wages and benefits</td>
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<td>$11,735</td>
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<tr>
<td>Right-of-use asset and liability, operating lease</td>
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<td></td>
<td>$5,338</td>
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<tr>
<td><strong>Total adjustments</strong></td>
<td></td>
<td></td>
<td></td>
<td>$139,060</td>
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<tr>
<td>Net cash used in operating activities</td>
<td></td>
<td></td>
<td></td>
<td>($132,334)</td>
</tr>
<tr>
<td>Purchase of property and equipment</td>
<td></td>
<td></td>
<td></td>
<td>($26,585)</td>
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<tr>
<td>Net decrease in cash</td>
<td></td>
<td></td>
<td></td>
<td>($158,919)</td>
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<tr>
<td>Cash - January 1, 2022</td>
<td></td>
<td></td>
<td></td>
<td>$2,562,282</td>
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<tr>
<td><strong>Cash - December 31, 2022</strong></td>
<td>$2,403,363</td>
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</tr>
</tbody>
</table>
HUMBLE 2022

5 warehouses nationwide
19,895+ volunteers hours logged
506 houses designed

1,497 individuals served
1,762,500+ pounds of donated furniture reused with purpose

18 years for most of our families to fully-furnish their homes - given their current income.
899 children in their own Humble beds