



HUMBLE DESIGN

togetherness to end homelessness

2022
impact report



FROM HOMELESS TO HOPEFUL



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.**



NATIONAL



HUMBLE NATIONWIDE TOTAL STATISTICS

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+

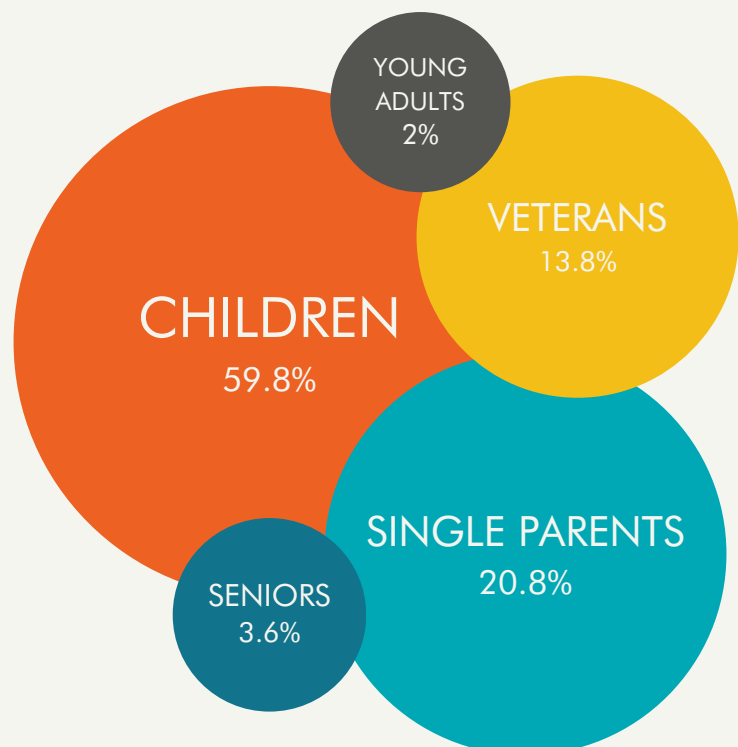
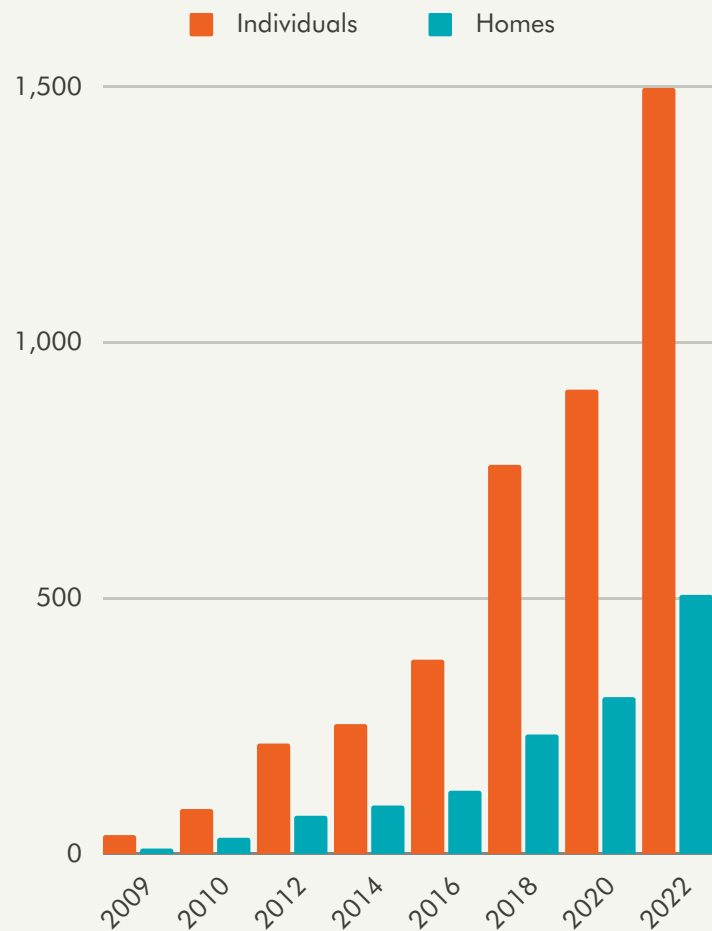
HOMES FURNISHED SINCE 2009*

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

IN KIND DONATIONS
\$2,525,367

2022 RAISE
\$2,431,119

HUMBLE DESIGN 2022 PARTNERS

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.

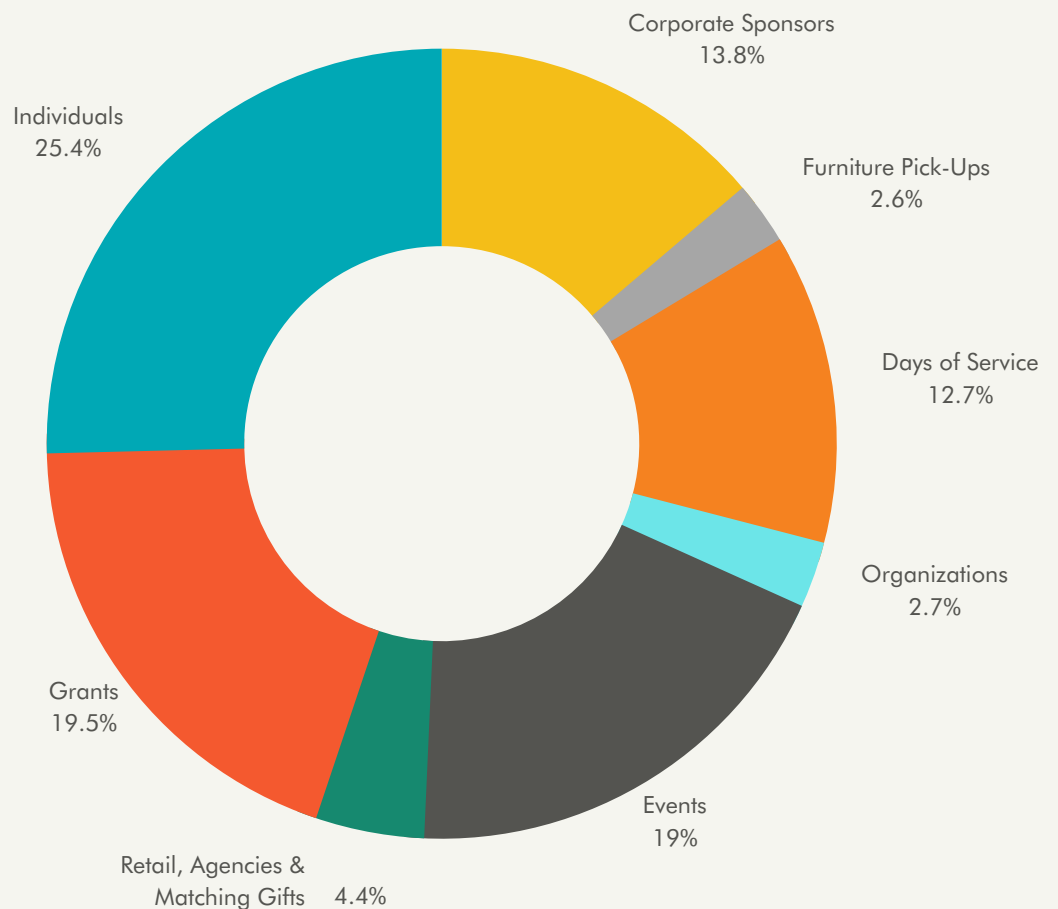
With your help, Humble Design can make a house into a home. Join us in this purposeful work and help us prepare the environment from which transformation begins.

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.

2022

In Kind Assets \$2,163,924
In Kind Truck \$126,743
In Kind Rent \$234,700



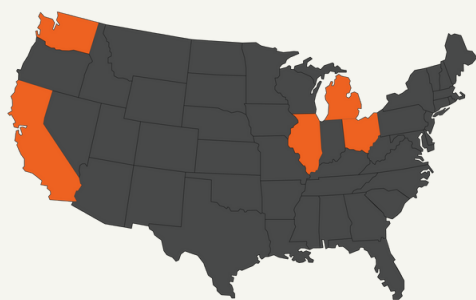
NATIONAL

HUMBLE CITY IMPACT 2022

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.



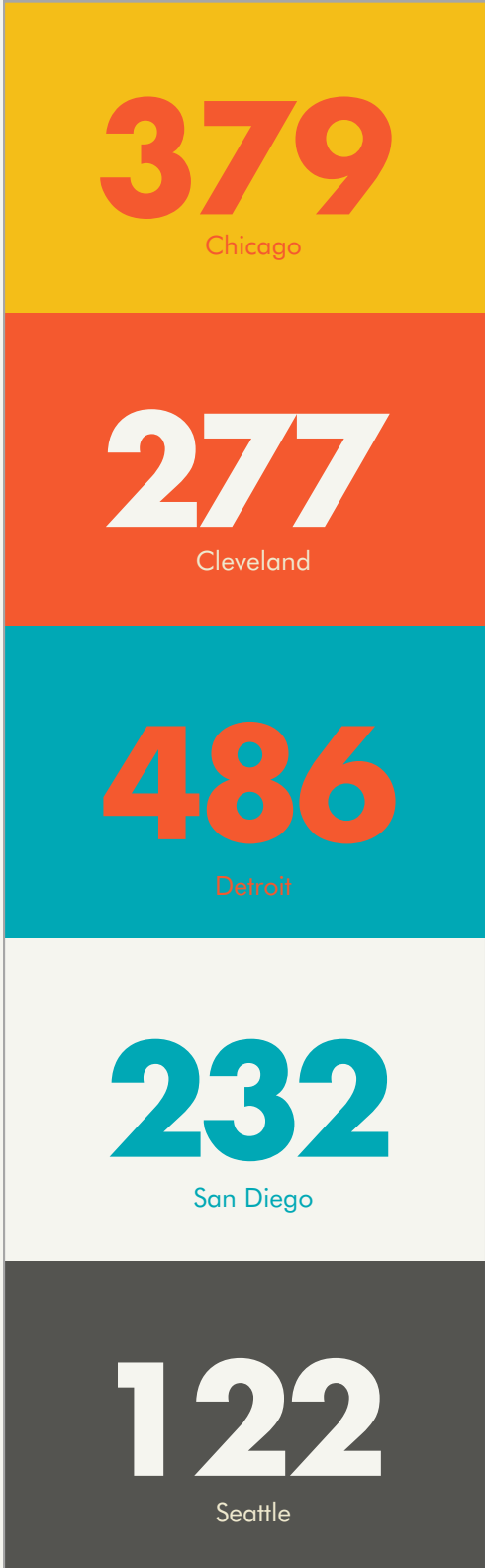
*Humble Seattle is on a temporary pause

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

humble heroes

lifetime \$100,000+

Anonymous
CB2
Elaine Stern Foundation
Five Together Foundation
Fruit of the Loom
General Motors Corporate Giving
Clorox/Ketchum
Sue & Roger Liesegang
Courtney & Ray Liddy
McGregor Fund
PenFed Foundation
Progressive
Schultz Family Foundation
Rob & Treger Strasberg
U-Haul International

lifetime \$50,000+

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

IN GRATITUDE FOR OUR 2022 SUPPORTERS

platinum

\$50,000+

Anonymous
CB2
Champions of Change
Clorox/Ketchum
Elaine Stern Foundation
Five Together Foundation
General Motors Corporate Giving

gold

\$10,000+

100 Women Who Care Western Reserve
Anonymous
Badiee Development
Barton Malow
Brilliant Detroit
Burrard Community
The Columbus Foundation
Carlson Family Foundation
The Chicago Bulls
The DARO Foundation
Desgin B&B
Frank Motors (Subaru)
Greater 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 Salemi
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
Booz Allen Hamilton
Jim and Marisa Bowen
Amy Brusselback Farrell
Paul and Susan Burbach
CIBC
Ben Cohen of Guaranteed Rate
Coldwell Banker West Foundation
Cherlyn Conner
Meg Cowles
Czmer Family Foundation Trust
Draper and Kramer



DTE Energy Foundation
Eagles for Children, Inc.
Executive Construction Foundation
Farpoint Development
Patricia Fellure
Anonymous
Fresh Turns 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 Lozser
Peg Macaluso
Magdalene House Chicago, Inc.
MasterCard
Max Mara USA
McDonald's
Victoria Ann Michelis
MillerKnoll
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
Shryne 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

bronze

\$2,500+

Center for Financial Planning
Cook Smith Design - bldc design
CoreNet
Jennifer Crestodina
Anthony Curis

bronze

\$2,500+

Linda Daniels
Delta Staffing
Dialexa
Julie Dickinson
Doeren Mayhew
Dennis Doucette
Penelopi and Mark Drolet
Edward Jones
Epstein Community Foundation
Ron Fornaca
Joseph Gaus and Cynthia Bauer
George and Gayle Medill Family Advised Fund
GLO-Aesthetics
Stacie Graham and Charles Thomas
Jennifer Guerin
Haig's of Rochester Fine Jewelry & Antiques
Kevin and Patricia Hall
Ellie Hannon
Theresa Hannon
Home Team Sports
Impact Home Staging
Jack & Jill of America, Inc. San Diego Chapter
JLL
Kirk in the Hills
Pamela Larison
Lombardo Companies
Lothamer Group
Lutheran Metropolitan Ministry
McMaster-Carr Supply Company
Miscellaneous Shoppers Chicago
Scott and Lori Niederst
Tracy Norris and Donald (Alex) Opperman
Paul Odisho
Oxford Community Schools
Paragon Facility Services
Plante Moran Cresa, LLC
Sebastien Reyes
Nichole Ritschard
Robby Atherton Foundation
Shannon Russo
Monica Salem
San Diego Gas & Electric
Shoreline Community Services
Snap Team Detroit
Lisa and Tom Sorich
Sharon and Tim Sullivan
University of Presbyterian Church
Wardell Builders
Brennan Williams

Only gifts over \$1,000 are reflected on this list. We are extremely grateful for the 1,761 additional donors.

pearl

\$1,000+

80's Party 4A Purpose
Daryl & Carrie Adams
Estee Alias
Associated Bank
Valerie Aurilio
Bear Construction
Alexandria Bennett
Christine & Paul Berne
Lisa & Jeff Beverly
Robert & Margaret Bogart
Matt Borowicz
Cindy Bosetin
Shawna & Marc Brauer
Sugey & Frank Bravo
Cynthia Brown
Studio Brunstrum
William Calhoun
Kent Carey
Karen Case
Diane & Charles Cashion
Central Detroit Christian
(via DTE Energy Assistance Program)
Michael Cheng
Church of the Holy Comforter
Lynn Cihak
Clear & Cultivate Inc
Clune Construction
Compass Cares
Lisa Cummins
Daphne Held
Michael Daquila
Darla Rowy
Daniel DeLano
District Capital LLC
DNA Rising
DTE Energy Company
Mary & James Dunneback
Elizabeth Stamos Design
ERT Group
Mark Fackler
Fein Foundation
Tony Fineman
Adam Fried
Gary Fenelli
Robert Gibson
Nancy Graham
Gil & Erica Gross
N. Sue & Robert Hanson
Sarah Held
Mary Heugh
Deanna Heuschel
Rebecca Hinchman
Rebecca Hutchins
Don Jesmore
Leslie & Ken Johns
Elise Joseph
Kevin Kaduk
Kavita Kinch
Fiona Kingsmore
Jamie Konker
Kevin Kovachevich
The Kresge Foundation
Erin Krishnan
Jaime Lewis
Colleen Lighter

Brian Littleton
Brenda Long-Spencer
Jim Lopez
Elizabeth Lothamer
Rosemarie & Ryan Lustenberger
Karen MacDonald
Christine & John Mahoney
Robert & Lindsay Mardigian
Marian Inc
Marjorie & Maxwell Jospey Foundation
Tim Joseph Marker
Richard & Florence Mayer
Linda McAleer
Amy McCourt
Margaret McDermott
Jean A McKey
Julie McMahan
Michael & Sarah Mercurio
Microsoft Corporation
Katie Mirabito
Gregory Moberg
Joe Moore
Rob Mosher
Lisa Moss & Andrew Bokor
Beth Mueller
John Murphy
Jean Sullivan Nassif
Barbara O'Connor Group
Oath
John Obie
Angela Pak
Jana Parker
Sharon Pavlovich
Perlin Family Charitable Fund
Anthony Pino
Eric Porritt
Blas Puzon
Carolyn Roufs
Brooke Russo
Robert Salem
Susan Schuerr
Jonathan H Schwartz
Anish Shah
Milad Shamoun
Janet Shin
Laurel & Brian Smith
Philip C. Spadaro, Jr.
Mark Spears
Michelle Sprinkle
St. Paul's United United Women in Faith
David Stanislaw
Scott & Lisa Stern
Kristi Street
Lindsey Sundin
SVB+ Reckley
Daniel & Alysia Townsend
Mary Varga
Shannon Wallace
Bob Waun
Jen Whelan
Lauren Williams
Jonathan & Shari Williams
Mary Wilusz
Wintrust
Anne & Bill Wortel
Zell Family Foundation
Andrew & Kristin Zlotnik

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:

	Without Donor Restrictions	With Donor Restrictions	Total
Contributions of cash	\$1,956,609	\$13,296	\$1,969,905
Nonfinancial assets	\$2,525,367		\$2,525,367
Special event revenue:			
Gross revenue	\$461,214		\$461,214
Direct benefits to donor	(\$145,558)		(\$145,558)
Total revenue	\$4,797,632	\$13,296	\$4,810,928
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

HUMBLE DESIGN

Our 2022 FINANCIALS

Supporting Services

	Program Services	Management & General	Fundraising	Total
Employee compensation:				
Wages	\$1,218,033	\$276,768	\$178,986	\$1,673,787
Payroll taxes	\$102,764	\$32,368	\$3,980	\$139,112
Employee benefits	\$39,627	\$9,004	\$5,823	\$54,454
Total employee compensation	\$1,360,424	\$318,140	\$188,789	\$1,867,353
Other expenses:				
Client household items	\$2,201,021			\$2,201,021
Rent expense	\$415,286	\$46,143		\$461,429
Warehouse expense	\$57,799			\$57,799
Security expense	\$32,937			\$32,937
Moving expense	\$9,765			\$9,765
Truck expense	\$168,654			\$168,654
Interior design expense	\$2,794			\$2,794
Miscellaneous expense	\$8,160			\$8,160
Insurance	\$37,973	\$9,493		\$47,466
Workers compensation	\$35,243	\$8,811		\$44,054
Depreciation expense	\$4,367	\$617		\$4,367
Software expense	\$27,186	\$6,797		\$33,983
Office expenses	\$4,809	\$1,202		\$6,011
Fees and service charges		\$14,582		\$14,582
Retail expense		\$9,843		\$9,843
Travel	\$19,590	\$4,897		\$24,487
Meals and entertainment	\$3,445	\$861		\$4,306
Professional fees		\$37,896		\$37,896
Consulting and training		\$26,500		\$26,500
Fundraising expense			\$2,027	\$2,027
Advertising and promotion			\$16,888	\$16,888
Total other expenses	\$3,028,412	\$167,642	\$18,915	\$3,214,969
Total functional expenses	\$4,388,836	\$485,782	\$207,704	\$5,082,322
Cash flows from operating activities:				
Decrease in net assets				(\$271,394)
Depreciation				\$4,367
Changes in assets and liabilities:				
Contributions receivable				\$91,977
Prepaid expenses				\$34,690
Deposits				\$322
Accounts payable				(\$8,725)
Accrued wages and benefits				\$11,735
Right-of-use asset and liability, operating lease				\$5,338
Total adjustments				\$139,060
Net cash used in operating activities				(\$132,334)
Purchase of property and equipment				(\$26,585)
Net decrease in cash				(\$158,919)
Cash - January 1, 2022				\$2,562,282
Cash - December 31, 2022				\$2,403,363

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