



Letter from the Executive Director **EDEN Strives to Serve More While Costs Soar**

The ongoing economic impact of pandemic-related restrictions. The housing crisis. Inflation. Supply chain disruptions. Labor shortages. Soaring construction costs.

A normal year would have just one or two of these challenges. But 2022 has become a "cornucopia of concerns," impacting every aspect of our lives. Families are still playing catch-up from months, even years, of instability and uncertainty. Many lost their homes during 2020-2021 and still are not able to find suitable housing that meets their budget. Out-of-state buyers have exacerbated the problem by purchasing rental properties and raising rents beyond the means of most low-income families. Because of this, EDEN has experienced an unprecedented rise in requests for housing support: from January through October 2022, we served 4,678 households — an increase of 3% from the 4,544 households served in 2021. And we still have two more months left to report in 2022.

The costs of providing those services have also risen. In response to inflation and the hike to the cost of living, EDEN has increased the salaries of staff who support our clients so that they can earn a living wage. As a result, EDEN's employee expenses increased by 13% in 2022 vs. 2021. Administrative costs—which include insurance rates, technology, overhead, and more—rose

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Client Profile

A Reunited Family Thrives in their Own Home

During the start of the COVID pandemic, JR was in crisis. She was working three jobs at the time to support her five children, so her stress level was already high. Her apartment failed its annual inspection, and her landlord said that she wasn't going to make the needed repairs — which meant that JR and her five children were in danger of losing their housing. Then her best friend of 24 years was murdered. JR spiraled into despair. "I just broke. I saw no way out. I dropped my children off at their father's, and I packed my car with everything that would fit. For more than a year and a half, I was living house-to-house with friends."

The stress and extreme difficulties didn't end. Her daughter was seriously injured in a car accident. The Department of Children and Family Services (DCFS) decided that the house of her children's father would not pass inspection and he could not keep the children. Since JR had no permanent address, it was decided that the girls would live with her mother and the boys with her sister.

Her mental health deteriorated due to the stress. She registered with several agencies for assistance, but they were overwhelmed dealing with the pandemic. She decided she had to help herself. She focused on two goals: find housing and reunite with her kids. In May of 2021, she was hired as a health screener and COVID tester. "I was able to save \$3000 so when I got stable housing, I could furnish it with things that my kids and I needed!"

When her mom suggested that she explore the possibility of qualifying for one of EDEN's housing programs, JR was skeptical, but thought she had nothing to lose. In November 2021, she was contacted by Angelique Luzader, Supervisor of EDEN's Scattered Site Properties. After confirming that JR and her family qualified for EDEN housing, Angelique said they had a potential unit on the west side and took her for a tour. It was ideal — 4 bedrooms upstairs plus an extra room on the ground level. The basement was unfinished, but large enough for a game room for her kids. "This was the perfect neighborhood for my family!"

In December 2021, JR picked up all of her children and said they were going for a ride. When she pulled up to their new address, the kids were curious. "Why are we stopping here?" "This is our new home." Screaming, laughing, and lots of tears and hugging followed!



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Letter ...

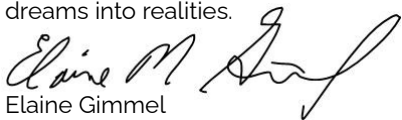
39%. Supply chain issues and the labor shortage in the construction industry have significantly impacted EDEN's 2022 building costs. One project, for instance almost doubled in price from when it was budgeted in 2019. (See the real estate article on the next page.)

The picture is not all grim, however. I am so proud of our staff who have continued to focus on our mission of providing housing solutions to people facing the challenges of housing insecurities and homelessness. Their dedication, compassion, and willingness to go above and beyond to help those in need never fails to inspire me. We motivate each other to look at issues, brainstorm solutions, and implement strategies that make EDEN not only a mission worthy of your support, but a workplace of choice.

I am also tremendously heartened by the support we receive from you! Whether you volunteer to paint a community room at one of our Permanent Supportive Housing (PSH) properties or donate to one of our fundraisers, you make a significant impact on the lives of thousands of individuals and families in our community who are forced to face housing insecurities and being unhoused.

Your generous support of this year's Annual Fund Appeal will enable us to maintain and innovate our operations so that we can continue to provide a place to call home for our neighbors in need. To donate, you can visit www.EDENcle.org/support or complete the enclosed pledge card and mail it to us. If you have any questions, please contact us at 216-462-0967 or webmaster@EDENcle.org.

Thank you for your faith in EDEN and thank you for believing that a safe home lays the foundation for stability and turns dreams into realities.


Elaine Gimmel

Executive Director

Reunited Family ...



Around the holidays, Angelique asked for ideas for Christmas presents for the kids. JR asked for a small gift – like a Barbie doll – for each child. Right before Christmas, they came home to their porch filled with large bags stuffed with presents from EDEN staff. Each child received toys, clothes, blankets, and gift cards. It was the best Christmas. They had a home, they were together, and they felt loved beyond measure.

You can tell that their home is well cared for. It's spotless. It is beautifully furnished with gently used furniture: a glass dining table protected with placemats and surrounded by cushioned chairs; two comfortable couches large enough to fit the entire family; and beautiful artwork on all of the walls. It's a home of love.

JR's children are thriving. Her 19-year-old son earned a scholarship from a local university and is studying science and engineering. He is working as a supervisor at a local grocery store. Her 16-year-old son has learned Spanish so that he can speak it in the next play he is starring in. Her youngest three children are doing well too. Her oldest daughter loves to create tie-dye clothing and art. Her middle daughter is a braider and nail enthusiast. And her youngest daughter is her second voice around the house. "She's the boss, and fashion is her passion!"

JR herself is now working on her own goals. She works at a store part-time and is signed up to work for a house-cleaning service during her off-hours. When not working, she spends time with her kids and creates craft projects like the one in her foyer celebrating family. She enjoys writing and listening to music. Her mom takes the kids every other weekend so she can recharge and spend time focusing on her own needs.

"Two years ago, I felt like I was a total failure. Self-doubt was my enemy. I now believe there is a treasure at the end of the rainbow. EDEN literally saved my life. It brought my family together. It helped me be confident in my path and gave me faith in myself. I hope more people can benefit from what EDEN offers!"

A New Reality for EDEN Real Estate Development & Construction

In 2018, the EDEN real estate department began planning the Expansion I project near EDEN's headquarters in Cleveland's Detroit-Shoreway Neighborhood to create new affordable housing for homeless families referred through Coordinated Intake. The project featured seven units of new construction in both two- and three-bedroom configurations. Five family units were to be located at the site: four units in a townhome configuration and one unit as a single-family, two-bedroom house with accommodations for mobility impairment. Two more three-bedroom family units were to be constructed in a duplex setting in the Collinwood Neighborhood of Cleveland.

In 2019, architectural plans were finished with a projected \$1.4 million budget. Funding was finalized in 2021, and construction began in 2021. Immediately, the impact of the pandemic on the economy began affecting the project. For example, the desired windows were no longer available; the closest to spec cost 15% more than the original. Since 90% of lumber came from Canada and the borders were closed, lumber prices increased five-fold due to supply and demand. The cost of contractor labor increased significantly to attract workers with the required skills. Soft costs — architect, consultant, and engineering fees as well as compliance costs relating to changes in regulations and green energy — increased an average of 30%.

One or two of these issues would have been a manageable "hazard of the business," but all of these crises coupled together not only made the project extraordinarily challenging; it also greatly extended the build-time and pushed the total budget to \$2.6 million.

This is the new reality of EDEN's construction planning. "During COVID, the building trades slowed and lots of skilled labor left the workforce, especially the older generation," says Martin Antos, EDEN's Construction Manager. "Over the years, they were not replaced, and this left a giant hole in the workforce. A lot of companies shut down and the supply chain was decimated since the majority were using the just-in-time inventory business model. When they tried firing manufacturing back up, the labor shortage crippled the industry. Costs were higher, supplies were low, and work was halted. This destroyed the norms in the construction industry."

"We had to truncate our planning time," adds Richard Carr, Director of Real Estate Development and Construction. "The sooner you can lock in everybody, the better you will be. The risk is if you don't have the funding, you might outlast the agreed-upon terms. The more you delay, the more inflation works into the process. The good news is that we are really adept at pre-planning with our building partners so that once we are ready to go, we can move quickly to get things done."

"As a result, EDEN has become more flexible in its decision-making," agrees Elaine Gimmel. "If certain project aspects can be changed or eliminated, it might not be what we originally wanted, but if it makes economic sense, it's a compromise we must make. We need to be decisive and move forward. The important part is meeting the housing needs of our clients."

Clients have begun moving into these beautiful new family units. Handing them the keys to their new homes—and new beginnings—has been worth the wait.

There are an estimated 2,000 people experiencing homelessness in Cuyahoga County on any given night. With winter fast approaching, people will be pushed further into crisis and life-threatening situations.

You can help. Please support EDEN's mission.



Bridgepointe Commons, a 62-unit permanent supportive housing building in Elyria



The Madison Townhomes, four 2-bedroom units for homeless families referred through Coordinated Intake



Guthrie House, a fully-accessible home for a family with a member who has a mobility impairment

Economic Impact on EDEN's Operating Expenses

EDEN's operating costs increased significantly in 2022. We adjusted our budget continuously throughout the year, cutting where we could, but we still needed to pay for staff, utilities, and other necessary costs.

	Jan - Oct 2021	Jan - Oct 2022	% ↑
Personnel	\$5,500,000	\$6,300,000	13%
Utilities	\$576,000	\$637,000	10%
Administrative*	\$1,400,000	\$2,300,000	39%
Direct Costs**	\$476,000	\$759,000	37%
Total Expenses	\$30,900,000	\$34,300,000	10%

* Includes insurance rates, technology, personnel training, overhead, etc.

** Direct costs to keep clients housed, including one-time emergency payments, lodging kits, security, etc.

Like many nonprofits, EDEN experienced a reduction in donations: both individual giving and private foundation support were down about half from the prior year due to inflation. To meet the increased need of people experiencing housing insecurity and homelessness, we need additional supporters, more than ever, to provide unrestricted funds that are so critical to our operations. **Please consider a monthly donation to EDEN's annual fund so that we can continue our worthy cause of providing housing solutions to individuals and families who are facing homelessness.**

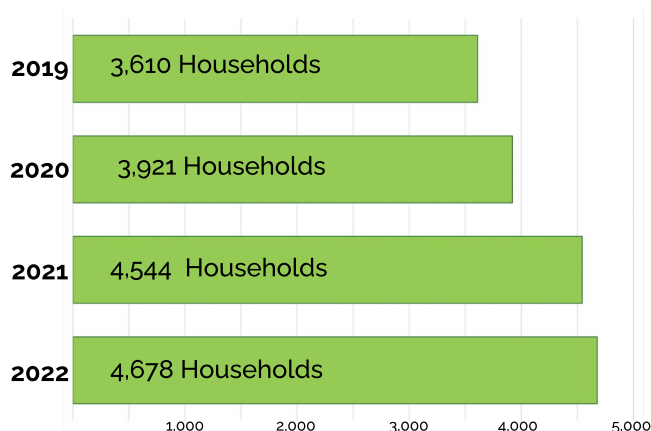
EDEN has earned the 2022 Candid-GuideStar Platinum Seal of Transparency, the leading symbol of accountability in the nonprofit world. Candid-GuideStar serves to legitimize nonprofits and is a source of information to potential donors and grantors. If you are thinking about donating to us — and we are incredibly grateful if you do — rest assured we value responsibility, transparency, and accountability with the funds with which we are entrusted. For more information, visit www.guidestar.org.

Construction Projects Planned for 2023-2024

- **Expansion II:** new construction of four family units; rehabilitation of a four-unit, multi-family building
- **Cuyahoga TAY:** new supportive housing development for young adults/young families (transition-aged youth) experiencing homelessness
- **Broadway Commons:** new 62 unit PSH building for homeless adults in Lorain, including 12 units for Veterans
- **Elderly PSH:** new PSH building designed specifically for elderly persons (55+ older) coming from homelessness, including 25 units for Veterans
- **Norma Herr Women's Center:** renovation of Cuyahoga County's primary shelter for women to expand capacity and increase the non-congregate setting

EDEN's Impact on the Community

In 2019, EDEN served 3,610 households. In 2020, when the COVID pandemic began, households served increased to 3,910. In 2021, during the peak of COVID, we served 4,544 households. The pandemic is lessening, but the economic impact of the past two years is continuing to impact low-income individuals and families. In the first ten months of 2022, EDEN provided housing services to 4,657 households ... and we still have two months before we know the year's total. The numbers below illustrate the growing need for housing solutions for people experiencing housing insecurity and homelessness—a 30% increase since 2019.



January - October 2022 Households Served

- Total Households Served4,678
- Total Individuals Served.....7,963
- Average Household Size.....1.7

Services Provided to Households

- Long-Term Supportive Housing.....3,788
PSH Buildings, EDEN Owned Properties, Group Homes, ADAMHS Board-Owned Properties, & HUD Properties
- Rapid Re-Housing/Time-Limited Assistance 890

Client Demographics

- Single Individuals.....3,414 • 73%
- Families with Dependents.....1,264 • 27%
- Veterans 195 • 4.2%
- Victims of Domestic Violence/Trafficking1,016 • 22%
- Young Adults (aged 18-24):291 • 6.2%
- Seniors (aged 65 and older): 482 • 10.3%

Thank You to Our 2022 Donors

Corporate Giving

Astoria Cafe & Market
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Cleveland Department of Public Health/HOPWA
The Cleveland Foundation
Coalition on Homelessness and Housing in Ohio
Community West Foundation
Cuyahoga County
Day 1 Families Fund
Enterprise Community Partners
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Humana Healthy Horizons Medicaid Community Investments Fund
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Ohio Housing Finance Agency
Patrick & Annette Stevenson Family Charitable Fund
Progressive Insurance Foundation
The Reinberger Foundation
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State of Ohio—Department of Development
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Here at EDEN, we are working hard to support our neighbors in Cleveland and all of Northeast Ohio. We have big goals and we cannot achieve them alone—we rely on the support of our community. Thank you to all who donated their time, talent, and treasure to help us achieve our vision of ending chronic homelessness and housing insecurities in Northeast Ohio.

EDEN adheres to the ten principles of the Association of Fundraising Professionals Donor Bill of Rights. For more info, visit www.EDENcle.org/support.

Platinum
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2023

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EDEN audits its financials every year to ensure an accurate, thorough review. At right is a summary of EDEN's audited financial results for the year 2021.

EDEN's administrative costs are lower than typical nonprofits as a result of low administrative allowances on government grants. This results in the organization's reliance on private and public unrestricted donations and grants.

You can help us further our mission! Visit www.EDENcle.org/support.

Income

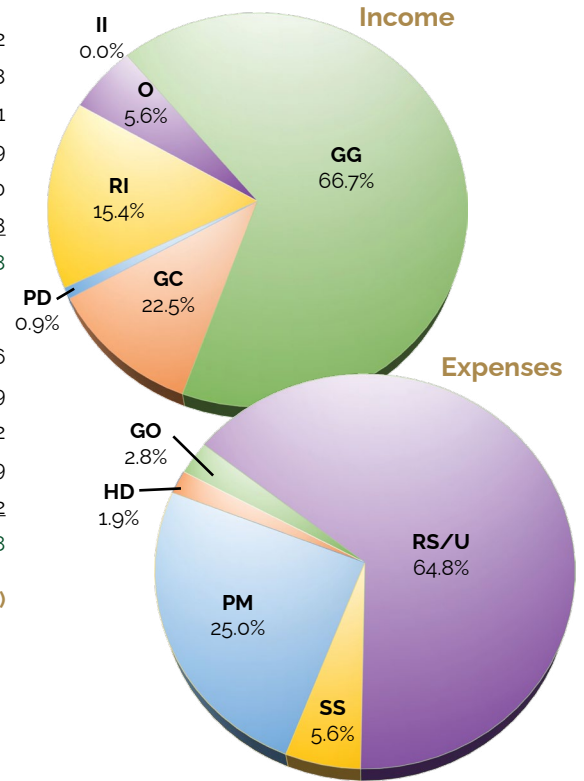
Government Grants (GG)	\$25,971,192
Grants & Contributions (GC)	\$4,444,058
Property Development Fees (PD)	\$353,421
Rental Income (RI)	\$6,005,309
Interest income (II)	\$3,930
Other (O)*	\$2,172,768
Total Income	\$38,950,678

Expenses

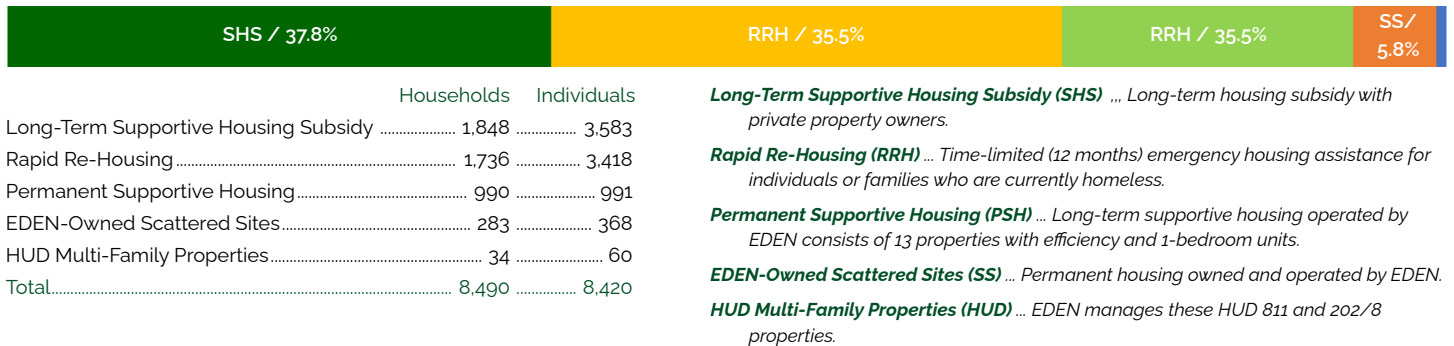
Rental Subsidies/Utilities (RS/U)	\$25,972,226
Supportive Services (SS)	\$2,232,549
Property Management (PM)	\$10,032,732
Housing Development (HD)	\$765,119
General Operating (GO)	\$1,104,262
Total Expenses	\$40,106,888

Net Income **(\$1,156,210)**

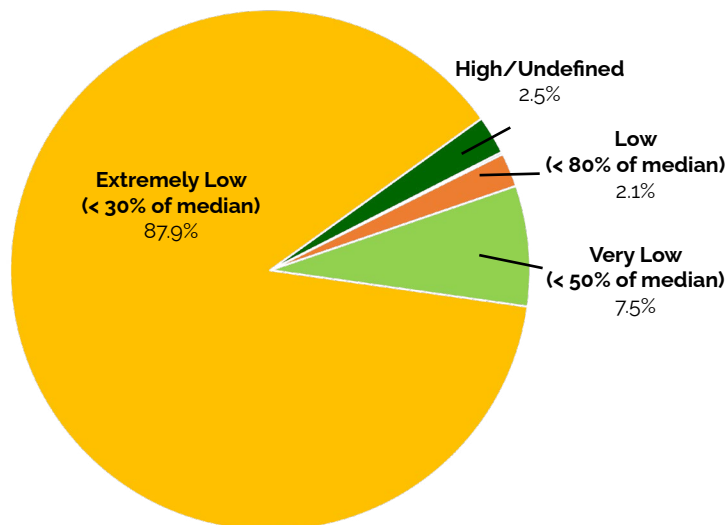
*Other: Small Grants, Front Desk Grant Income, Forgiveness of Debt Income (Forgivable OHM-AS Grants)



Those We Served in 2022



Income Level of All Participating Households



Vulnerable Populations Served

