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The costs of providing those services have also risen. In response to inflation and the hike to the cost of living, EDEN’s employee expenses increased by 13% in 2022 vs. 2021. Administrative costs—which include insurance rates, technology, overhead, and more—rose 37%.

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’s Impact on the Community

In 2019, EDEN served 3,610 households. In 2020, when the COVID pandemic began, households served increased to 3,901. 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 4,678 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.

<table>
<thead>
<tr>
<th>Year</th>
<th>Total Households Served</th>
<th>Average Households Served</th>
</tr>
</thead>
<tbody>
<tr>
<td>2019</td>
<td>3,610</td>
<td></td>
</tr>
<tr>
<td>2020</td>
<td>3,921</td>
<td>7.963</td>
</tr>
<tr>
<td>2021</td>
<td>4,544</td>
<td>9.987</td>
</tr>
<tr>
<td>2022</td>
<td>4,678</td>
<td>10.63</td>
</tr>
</tbody>
</table>

**Direct Costs**

- Includes insurance rates, technology, personnel training, overhead, etc.
- Direct costs to keep clients housed, including one-time emergency payments, lodging fees, security, etc.

**Services Provided to Households**

- Long-Term Supportive Housing
- PSH Projects
- EDEN-owned Properties
- ADAMHS Board-Owned Properties
- HUD Properties
- Rapid Re-Housing/Time-Limited Assistance

**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 Pilot: new PSH building designed specifically for elderly persons 65+ oldest coming from homelessness, including 12 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 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.

<table>
<thead>
<tr>
<th>Year</th>
<th>Personnel</th>
<th>Utilities</th>
<th>Administrative</th>
<th>Direct Costs</th>
<th>Total Expenses</th>
</tr>
</thead>
<tbody>
<tr>
<td>Jan - Oct 2021</td>
<td>$5,600,000</td>
<td>$275,000</td>
<td>$1,200,000</td>
<td>$2,750,000</td>
<td>$10,225,000</td>
</tr>
<tr>
<td>Jan - Oct 2022</td>
<td>$6,300,000</td>
<td>$623,000</td>
<td>$2,300,000</td>
<td>$769,000</td>
<td>$11,000,000</td>
</tr>
</tbody>
</table>

**% Change**

- Personnel: 13%
- Utilities: 10%
- Administrative: 35%
- Direct Costs: 37%
- Total Expenses: 10%
**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 2022. 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. “For the last three years, they were not replaced, and this left a giant hole in the workforce. A lot of companies shut down and the supply chains were 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. Haling them the keys to their new homes—and new beginnings—has been worth the wait.

**There are an estimated 3,000 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.**
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Reunited Family …

Around the holidays, Angélique 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 hairdresser 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.”

Elaine Gimmel
Executive Director

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 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 216-482-0967 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

There are an estimated 3,000 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.
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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 4,678 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.

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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 these 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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EDEN's Impact on the Community

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.

<table>
<thead>
<tr>
<th>Year</th>
<th>Jan - Oct 2021</th>
<th>Jan - Oct 2022</th>
<th>% Increase</th>
</tr>
</thead>
<tbody>
<tr>
<td>Personnel</td>
<td>$5,600,000</td>
<td>$6,300,000</td>
<td>13%</td>
</tr>
<tr>
<td>Utilities</td>
<td>$475,000</td>
<td>$632,000</td>
<td>20%</td>
</tr>
<tr>
<td>Administrative*</td>
<td>$1,200,000</td>
<td>$2,300,000</td>
<td>39%</td>
</tr>
<tr>
<td>Direct Costs**</td>
<td>$475,000</td>
<td>$769,000</td>
<td>37%</td>
</tr>
<tr>
<td>Total Expenses</td>
<td>$10,900,000</td>
<td>$13,300,000</td>
<td>10%</td>
</tr>
</tbody>
</table>

Includes insurance rates, technology, personnel training, overhead, etc. * Direct costs to keep clients housed, including one-time emergency payments, lodging fees, 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.

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 hugging followed!“
Thank You to Our 2022 Donors

Corporate Giving
- Astoria Cafe & Market
- Bed Bath & Beyond - Brooklyn
- Clean Solutions
- FirstEnergy Matching Gifts Program
- Gypsy Beans & Baking Company
- Himiko’s Cool World
- Janus Small Associates
- KeyBank
- Local West Cleveland
- Lorain Metropolitan Housing Authority
- Make Believe Family Fun Center
- McKinsey & Company
- McSherry & Co., LPA
- Newmark Knight Frank
- Northcoast Litho
- Northwest Neighborhoods CDC
- Nosotros Rock Climbing Gym
- PayPal Giving Fund
- Progressive
- RegFlt Corp
- Synergy Woods
- West Roofing Systems
- Wyatt-DeMarco Massage Therapy & Wellness Center

Individual Donors
- Diana Cyganovich
- Emerald Demor
- Julie Demor
- Mary Dewan
- Melynda DeWitt
- Barbara Dorsey
- Francis Engel
- Judi & Chris Engel
- Linda Erb
- Bryan & Megan Evans
- Frank & Kelly Fiola
- Bonnie & Larry Frankel
- Claire Gauntner
- Elaine Gimmel
- Angela Glassco
- Halley Hart
- Audra Hartwig
- Karen Henderson
- Mary Hill
- Shakes Holland
- David & Angelia Houston
- Anne Hutchison
- Emmie Hutchison
- Robert & Aneta Hutchison
- Mary Maureen Jemiola
- Kamisha Jones
- Tswana Jones
- Thomas & Carol Kelley
- Maurice Kirksey
- Ellen Kirtner-LaFleur
- Allison Korman
- Gerri Kornblut
- Barbara Langhenry
- Tiffany Lewis
- Lakeitha Ligon
- The Lobas Family
- Angelique Luzader
- Steven Maistros
- Aurora Martinez
- Laurel Martinson
- Emily McManamon
- Rachel Miskimins
- Dennis Morton
- Kevin & Tammie Nowak
- Ryan Olman
- Josephine Owens
- Emma Petrie Barcelona & Rob Barcelona
- Ijaz Qureshi
- Robert & Kathleen Rosowski
- Lorraine Ross
- Megan Russo
- Kelleen Savage
- Cynthia Schumacker
- Amy Shideler
- Alzbeta Sivakova
- Jacquie Skrzypiec
- Geoff & Valerie Sleeper
- Michelle Smith
- Bernard Sparks
- EDEN Staff
- William Stefanek
- Nick & Anna Stoup
- Scott & Robin Sutell
- Christie & Mark Tatman-Stroh
- Cheryl Telk
- Ari Terjanian
- Susan Thomas
- Elaine Thompson
- Kurt Thompson
- Dennis Torres
- Rashida Ulee
- David Wakelee
- Lynn Walsh
- Todd & Christine Walsh
- Patrick Ward
- Sue Watkins
- Jillian Watson Esposito
- Sharon Watts
- Sharon Werner
- Chris West
- Mark Whipkey
- Yvonne Williamson
- Mariene Zepkin

Board Donors
- Beth & Rick Adams
- Matthew & Lisa Large
- Josh Levin
- Susan Liciardi
- Jon & Molly Petrus
- Douglas Shelby
- Kenneth Silliman
- Michele & Rob Sommerfelt
- John Mark Tichar

Foundation & Government Support
- ADAMHS Board of Cuyahoga County
- Anonymous
- City of Cleveland
- 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
- Finance Fund
- The George Gund Foundation
- Healthy Lakewood Foundation
- HUD—Continuum of Care Funding
- Humana Healthy Horizons Medicaid Community Investments Fund
- MHARS Board of Lorain County
- Nord Family Foundation
- Northern Ohio NAIOP Charities
- Ohio Housing Finance Agency
- Patrick & Annette Stevenson Family Charitable Fund
- Progressive Insurance Foundation
- The Reinberger Foundation
- S. K. Wellman Foundation
- Sisters of Charity Foundation of Cleveland
- St. Demetrios Greek Orthodox Church Philanthropy Committee
- State of Ohio—Department of Development
- William J. and Dorothy K. O’Neil Foundation

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.

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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

<table>
<thead>
<tr>
<th>Income Source</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Government Grants (GG)</td>
<td>$25,971,192</td>
</tr>
<tr>
<td>Grants &amp; Contributions (GC)</td>
<td>$4,444,058</td>
</tr>
<tr>
<td>Property Development Fees (PD)</td>
<td>$353,421</td>
</tr>
<tr>
<td>Rental Income (RI)</td>
<td>$6,005,309</td>
</tr>
<tr>
<td>Interest Income (II)</td>
<td>$3,930</td>
</tr>
<tr>
<td>Other (o)*</td>
<td>$2,172,768</td>
</tr>
<tr>
<td><strong>Total Income</strong></td>
<td>$38,950,678</td>
</tr>
</tbody>
</table>

### Expenses

<table>
<thead>
<tr>
<th>Expense Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Rental Subsidies/Utilities (RS/U)</td>
<td>$25,972,226</td>
</tr>
<tr>
<td>Supportive Services (SS)</td>
<td>$2,232,549</td>
</tr>
<tr>
<td>Property Management (PM)</td>
<td>$10,032,732</td>
</tr>
<tr>
<td>Housing Development (HD)</td>
<td>$765,119</td>
</tr>
<tr>
<td>General Operating (GO)</td>
<td>$1,104,262</td>
</tr>
<tr>
<td><strong>Total Expenses</strong></td>
<td>$40,106,888</td>
</tr>
</tbody>
</table>

**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

<table>
<thead>
<tr>
<th>Housing Type</th>
<th>Households</th>
<th>Individuals</th>
</tr>
</thead>
<tbody>
<tr>
<td>Long-Term Supportive Housing Subsidy</td>
<td>1,848</td>
<td>3,583</td>
</tr>
<tr>
<td>Rapid Re-Housing</td>
<td>1,736</td>
<td>3,418</td>
</tr>
<tr>
<td>Permanent Supportive Housing</td>
<td>990</td>
<td>991</td>
</tr>
<tr>
<td>EDEN-Owned Scattered Sites</td>
<td>283</td>
<td>368</td>
</tr>
<tr>
<td>HUD Multi-Family Properties</td>
<td>34</td>
<td>60</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>8,490</td>
<td>8,420</td>
</tr>
</tbody>
</table>

#### Income Level of All Participating Households

- **Extremely Low (≤30% of median)**: 879
- **Very Low (≤50% of median)**: 75%
- **Low (≤80% of median)**: 21%
- **High / Undefined**: 2.5%

#### Vulnerable Populations Served

- **Children**: 2,812
- **Fleeing Domestic Violence or Human Trafficking**: 1,113
- **Young Adults**: 710
- **Veterans**: 199
- **Seniors**: 544
- **Persons with a Disability**: 3,942