

Home Sweet Home's Project Warehouse



1700 W. Washington Street, Bloomington, Illinois

A Case Statement for a New Warehouse

Home Sweet Home Ministries

August 2011

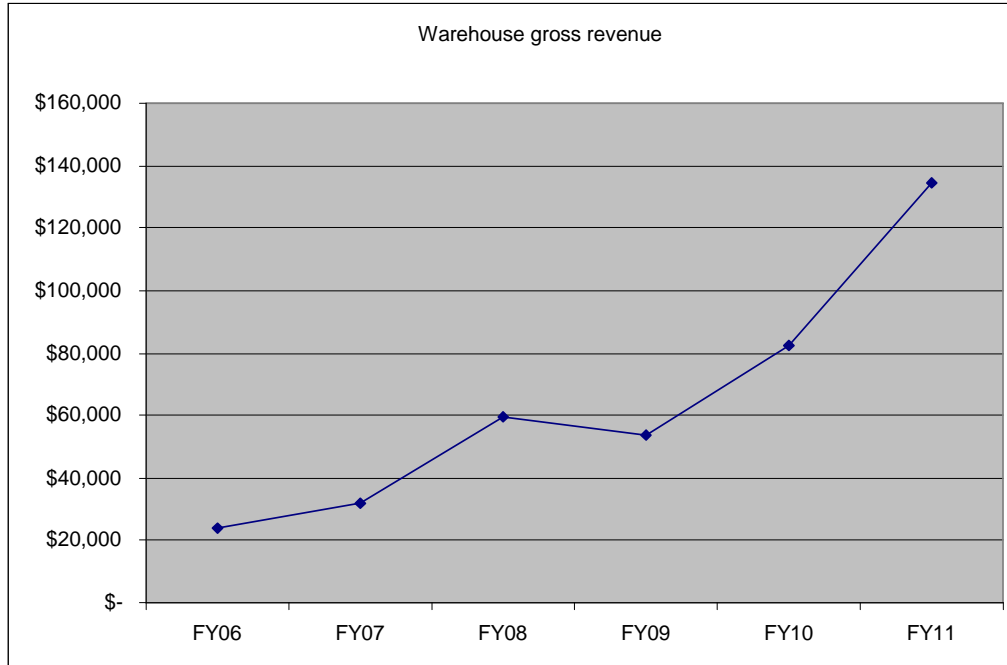
The Need

Since 1917, Home Sweet Home Ministries has been equipping men and women with the knowledge, skills, and resources for them to become independent and self-sufficient. Home Sweet Home Ministries' mission is to serve Christ by providing food, shelter, and hope to the hungry, homeless, and hurting. Our vision is to be a ministry of refuge and renewal powered by Jesus Christ.

Home Sweet Home provides shelter for homeless men, women, and children; food services to shelter residents and community residents; and two thrift stores, in Bloomington and Lincoln, Illinois.

Home Sweet Home receives donations of food, clothing, and household items and has made these items available to those in need. For the past two decades Home Sweet Home has operated two thrift stores, called Mission Marts, in Bloomington and Lincoln. The Mission Marts sell quality used items at affordable prices and give away thousands of items each year to those who are unable to purchase these items.

The warehouse is the hub of our retail operations. We have added positions and equipment to the warehouse in recent years in order to increase the revenue for the warehouse and retail operations as a whole. The warehouse generates revenue by recycling materials that we cannot sell in the stores. The chart below shows the increase in warehouse gross revenue over the past six years.



Why do we need a larger warehouse?

1. Job training opportunities

A larger warehouse will make it possible for our clients to be involved in structured job training. Individuals with minimal work experience and skills face a number of challenges in today's economy. We plan to hire a job training coach who can provide on the job training for our clients, to help them develop the skills and work habits that will improve their employability in today's workforce.

2. Ability to handle increased volume

Home Sweet Home Ministries is the preferred donation site for many individuals, churches, businesses, and organizations. The larger warehouse will allow us to accept more donated items, resulting in higher store sales, increased revenue from recycling, and more free goods to share with our community. Last year the warehouse generated \$132,000 in gross revenue. Net proceeds from our retail operations, including the warehouse, support the entire ministry at Home Sweet Home. The larger warehouse will allow us to accept even more donated materials, resulting in increased revenue from recycled textiles, cardboard, computer parts, and scrap metal.

3. Increased community and worldwide outreach

We anticipate using a larger warehouse to store excess food, toiletries, and other materials that can be made available to people in need, both locally and throughout the world. In the past Home Sweet Home has responded with donated goods to missions in Mexico, Haiti, and Jamaica. We anticipate being able to respond to more emergencies in the future if we have the space to store donated items.

4. Increased volunteer opportunities

In order to keep staffing costs at a minimum, the warehouse utilizes a large number of volunteer hours. In 2010 the warehouse utilized 2,418 hours of volunteer labor and the Bloomington Mission Mart utilized 1,913 hours of volunteer labor. With a larger warehouse and a greater volume of donated goods we will be able to use even more volunteer labor. Volunteering provides healthy outlets for those who wish to be in service to their community as well as a valuable source of labor for Home Sweet Home. Home Sweet Home depends on community engagement to meet the needs of its clients and volunteering is one of the most satisfying ways for members of the community to be involved.

5. Increased opportunities for collaboration

Home Sweet Home collaborates with a number of other entities within our community and we expect those opportunities to grow. We refer our clients to other agencies that can help to meet their needs. A larger warehouse will allow us to provide a recycling drop-off site for items that are not readily accepted by other local entities. We plan to expand our mission outreach and to distribute more food through our Mission Marts and through neighborhood outreach.

Details about the property

We currently have possession and we plan to purchase the property at 1700 W. Washington Street, Bloomington, Illinois. It was formerly used as a warehouse by Steak 'n Shake. The property has 22,475 square foot building on 2.5 acres, 7 loading docks, and offices, locker room, break room, and conference room.

This building has one large storage room and several smaller rooms that can be used for sorting donated items. The layout of the facility is conducive to efficient processing of donated goods.

The building will need several upgrades in order to be usable for our purposes, including:

- Upgraded heating and cooling systems
- Removal of ammonia from the previous refrigeration system
- Repair of the sprinkler system
- Installation of parking lot lights
- New flooring in the office, meeting, and break room areas
- Repair and painting of walls and floors

How much will it cost?

Purchase price of the property	\$175,000.00
Building improvements	\$6,000.00
Purchase of equipment	\$36,000.00
Moving costs	\$8,500.00
TOTAL	\$225,000.00

Where do you fit in?

1. Prayer

First and foremost, we ask you to pray for God's guidance. This is a huge undertaking for us and we seek divine direction. All that we have comes from God and we want to invest our resources wisely and in accordance with God's will.

2. Funding

One generous friend of Home Sweet Home has donated \$40,000.00 towards the cost of acquiring this warehouse. This friend has challenged our other supporters to match this gift. We are accepting donations towards this match. We will need a total of \$225,000.00 to complete this project.

This warehouse project is an important component of our plans for our future, but our other operational needs will continue. We are asking our friends to make a gift towards

the warehouse project that is above and beyond what they plan to give to Home Sweet Home's general operations.

To achieve our goal of \$225,000.00 we will need the following:

- 1 gift of \$40,000 – already received
- 2 gifts of \$20,000
- 5 gifts of \$10,000
- 10 gifts of \$5,000
- 15 gifts of \$2,000
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Interested investors may make a direct contribution or may make a pledge that is payable over a two year period.

Return on your investment

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Home Sweet Home's commitment to you, as an investor in this project is:

- Prayerful stewardship of your investment
- Job training opportunities that will lead to increased employment skills
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- Expanded conservation through increased recycling of donated items.
- Increased opportunities for volunteer service

What next?

1. Contact Mary Ann Pullin, CEO, if you would like more information about this project.
2. Pray for God's guidance as you decide about making a commitment to this project.
3. Contact Mary Ann Pullin to make a contribution or pledge.

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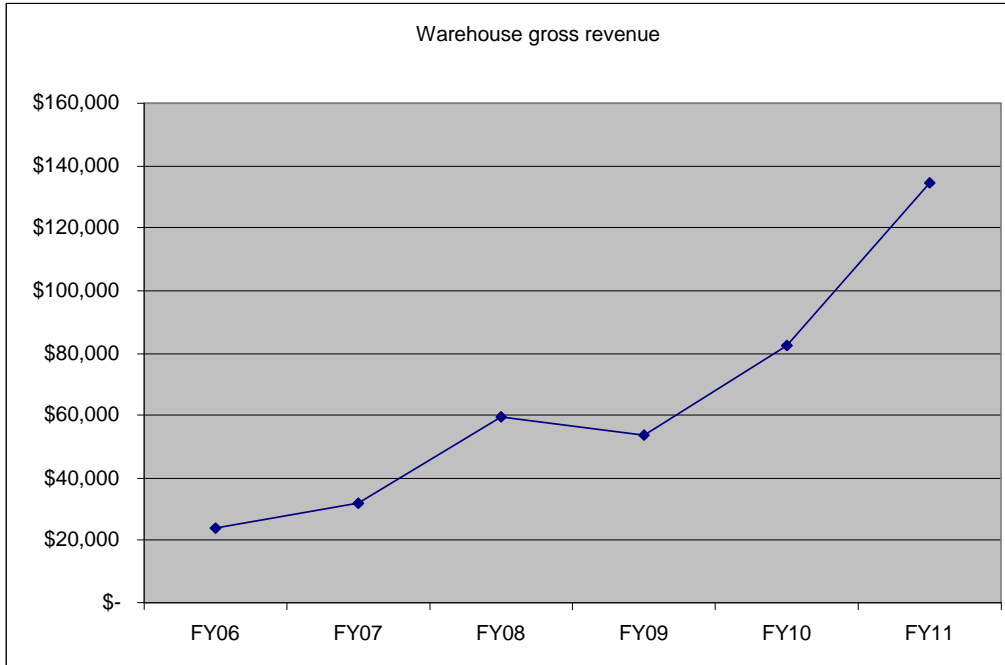
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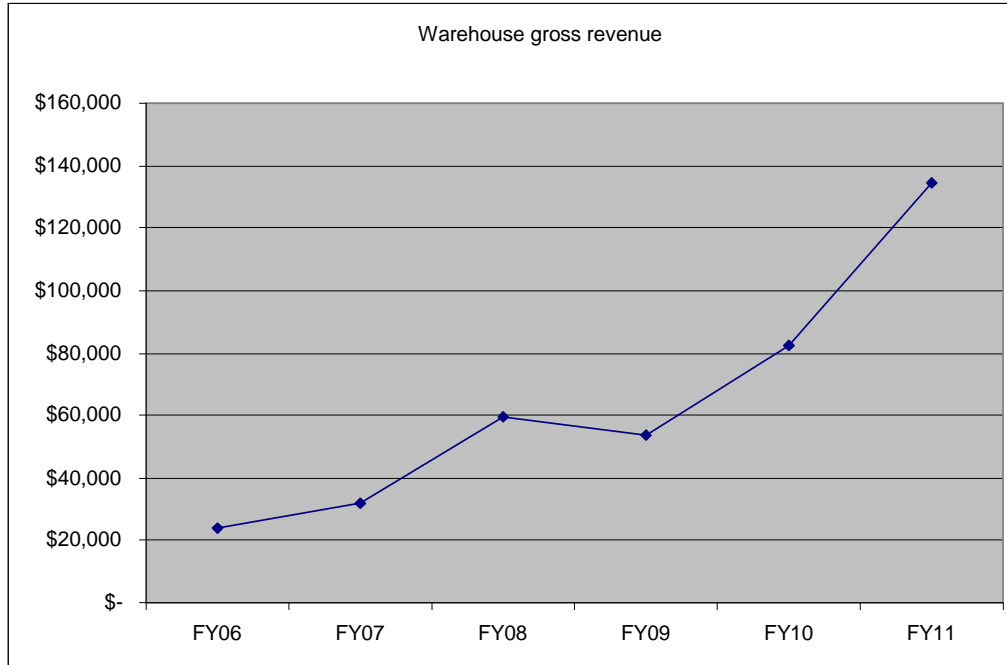
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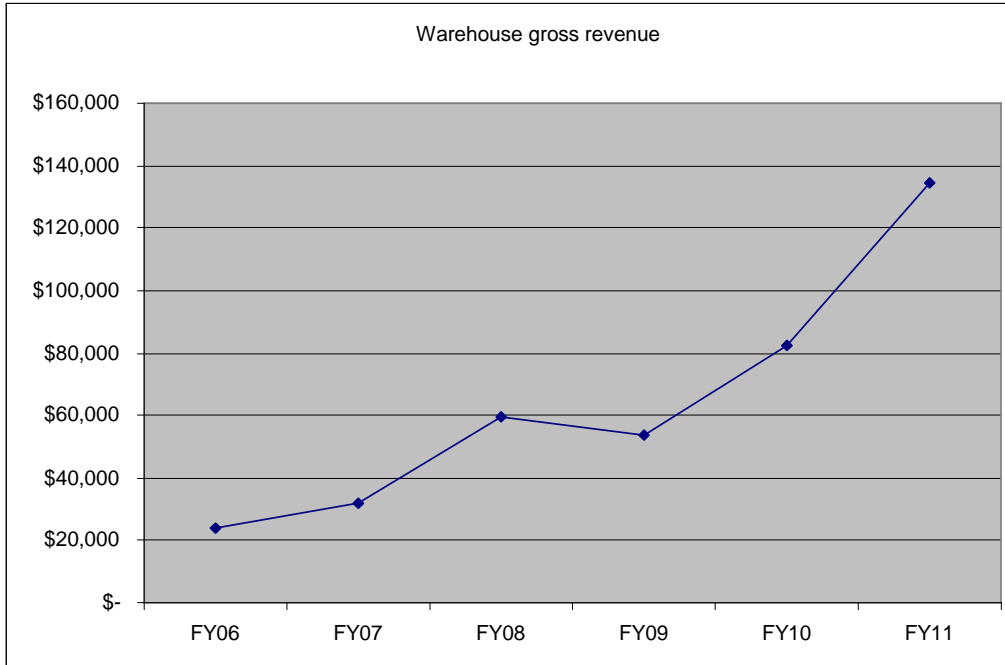
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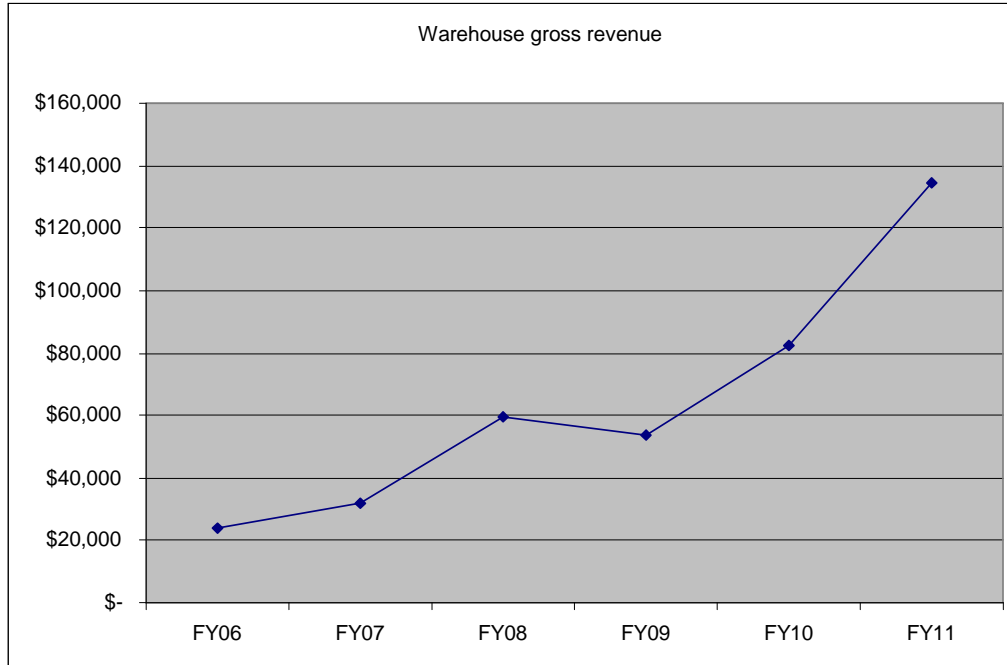
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The building will need several upgrades in order to be usable for our purposes, including:

- Upgraded heating and cooling systems
- Removal of ammonia from the previous refrigeration system
- Repair of the sprinkler system
- Installation of parking lot lights
- New flooring in the office, meeting, and break room areas
- Repair and painting of walls and floors

How much will it cost?

Purchase price of the property	\$175,000.00
Building improvements	\$6,000.00
Purchase of equipment	\$36,000.00
Moving costs	\$8,500.00
TOTAL	\$225,000.00

Where do you fit in?

1. Prayer

First and foremost, we ask you to pray for God's guidance. This is a huge undertaking for us and we seek divine direction. All that we have comes from God and we want to invest our resources wisely and in accordance with God's will.

2. Funding

One generous friend of Home Sweet Home has donated \$40,000.00 towards the cost of acquiring this warehouse. This friend has challenged our other supporters to match this gift. We are accepting donations towards this match. We will need a total of \$225,000.00 to complete this project.

This warehouse project is an important component of our plans for our future, but our other operational needs will continue. We are asking our friends to make a gift towards

the warehouse project that is above and beyond what they plan to give to Home Sweet Home's general operations.

To achieve our goal of \$225,000.00 we will need the following:

- 1 gift of \$40,000 – already received
- 2 gifts of \$20,000
- 5 gifts of \$10,000
- 10 gifts of \$5,000
- 15 gifts of \$2,000
- 15 gifts of \$1,000

Interested investors may make a direct contribution or may make a pledge that is payable over a two year period.

Return on your investment

Home Sweet Home Ministries, Inc. is a not-for-profit corporation duly authorized under IRS Section 501(c) (3). All contributions to Home Sweet Home Ministries are eligible for charitable tax deductions.

Home Sweet Home's commitment to you, as an investor in this project is:

- Prayerful stewardship of your investment
- Job training opportunities that will lead to increased employment skills
- Expanded service to our community and world by making more donated items available to those in need.
- Expanded conservation through increased recycling of donated items.
- Increased opportunities for volunteer service

What next?

1. Contact Mary Ann Pullin, CEO, if you would like more information about this project.
2. Pray for God's guidance as you decide about making a commitment to this project.
3. Contact Mary Ann Pullin to make a contribution or pledge.

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