

2020 Annual Report

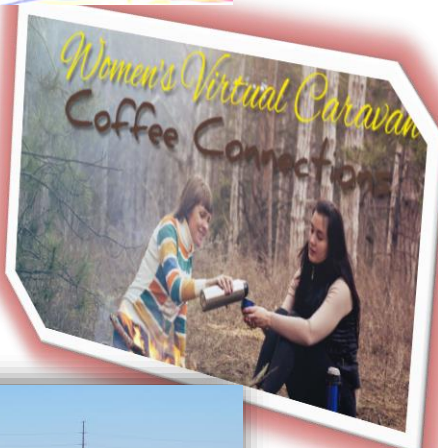


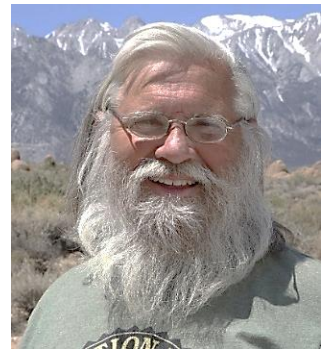


Table of Contents

Topic	Page
Letter from Our President & Co-Founder ~ Bob Wells	1
Message from Our Executive Director & Co-Founder ~ Suanne Carlson	4
Nomadland	6
Mission	7
Homelessness: A National Problem	
Our Solution	9
Programs	10
Outreach	
Sweepstakes Partners	
Leadership Team	
Resources & Financial Management	
2020 Financial Snapshot	
Statement of Financial Condition	
Why Give Us Your Support	
Thank You 2020 Donors	

Letter from President Bob Wells

Hello friends of Homes on Wheels Alliance (HOWA)! Incredibly, it is time for my third Letter from the President for our Annual Report! When I look back at all the progress, and good work we have done, it's very hard to believe that we only came into existence as a 501(c)3 in September of 2018. In just a little over 2 years, we have accomplished so much!



Bob Wells, President

But, has it been enough? Are we worthy of your support and donation?

When we look at the performance of a 501(c)3 non-profit, we generally agree there is one gold standard of performance which comes from a simple question; what percentage of its income goes into the programs that that help the people they have pledged to serve?

That's what I want to address today. Here is the percent of HOWA's income that went directly into service programs over the course of our history:

2018 (4 months): 4.65% 2019 (12 months): 51.83% 2020 (12 months): 28.67%*

* 2020 is low because we received two large donations totaling \$105,000 on 12/29/2020, which could not be used for our programs by year's end, thereby making this percentage low. Without the \$105,000, the percentage is 40.36%.

While we are not where we want to be, we are very pleased and proud of our progress! Why? Because starting a 501(c)3 is not cheap, and the failure rate of new 501(c)3s is very high!

When my co-founder Suanne Carlson (the Executive Director) and I started HOWA, we knew we couldn't even think about undertaking such a massive project without the help and guidance of an expert, it was too much for us alone. Fortunately, the Universe had already provided the perfect consultant for us to guide us through the hard work ahead. So we hired her on a three year contract, and began this long journey to where we are today! However, that meant we already had a large yearly expense, before we had even begun.

The first thing she did was warn us how difficult and crucial the first three years would be as a brand new 501(c)3 nonprofit. In fact, she said roughly thirty percent (30%) fail in their first 3 years.

She was not exaggerating! It has required an enormous amount of time and hard work—and we are grateful for every second of it! But, it was too much for just the two of us—we needed more help! So, we hired an Executive Assistant, our wonderful friend Phyllis—what a wise decision that was! Phyllis has poured her heart and soul into caring and serving people in need. We could not have made it to this point without her!



But, again, we had another large, annual expense before we had even become an official 501(c)3 and had yet to receive any donations from anyone other than me.

To keep our expenses as low as possible, neither Suanne nor I have ever received any compensation, in any way from HOWA. The time, energy and money only flows one way, from us to it, never from it to us!

As I look back, I see that 2018 was a year of pouring a solid foundation. Virtually all of our time and money went to working out systems and programs for the future. In 2019 we continued the work of building a skeleton that all our future work would hang on by developing an infrastructure such as building the Board of Trustees and developing programs. Every program and position needed a description, volunteers to fill the positions, criteria to rate which clients were eligible for the program, and A seemingly endless number of tiny details. Each one was incredibly time-consuming for all of us.

However, the strength of any structure is in the small details and we knew we had to get them right, so we spent whatever time they required to get them to fit precisely.

But we didn't want to only work on the framework of the Non-Profit, we wanted to change lives! So, in 2019, we doubled down on the hard work and accomplished so much to directly serve so many people.

And now we come to our annual report for 2020.

Quite simply, even in the midst of one of the worst years in American history, we have built both a superstructure that can last through anything that life throws at it, and managed to have an enormous impact on so many lives! In the rest of the annual report, you can find the many things we directly accomplished to change people's life in 2020.

Just as important as these accomplishments in serving people, were the many behind the scenes activities that solidified the future of HOWA.

But, what about the future?

The failure rates among new non-profits is high that large, institutional foundations and donors generally won't donate to any non-profits in their first 3 years, which means our income from donations was low, and had to go into building the structure.



Fortunately, we are almost through that “probationary period” and the foundation is well laid, so we hope we are right on the edge of explosive growth in donations and changing lives!

We’ve done the most important thing we can do: we’ve established a history of wise management, strong programs that genuinely change the lives of our target audience and shined a light on a bright future!

So, while the percentage of money going directly to serving our community is not where we want it to be, we are well on the way of making it something for which we are very proud!

Please join us in our mission to prevent homelessness and build a nomadic community, by changing lives one person at a time! We continue to need your donations, your time in volunteering, and your feedback and wise counsel.

Together, we are changing lives!

Bob Wells

President

“Twenty years from now you will be more disappointed by the things that you didn't do than by the ones you did do. So throw off the bowlines. Sail away from the safe harbor. Catch the trade winds in your sails. Explore. Dream. Discover.” Attributed to Mark Twain

Message from our Executive Director

Homes On Wheels Alliance, Inc. (HOWA) turned two years old on August 28th during 2020; a year which will likely go down as a most challenging time in history – marked by the pandemic, job losses, economic upheaval, and natural disasters. Through it all, HOWA worked to serve those most in need, while still growing our organization as a start-up nonprofit.



Suane Carlson

While staying true to HOWA’s mission to build community and serve nomads in need, we made significant changes in our methods to deliver services in ways that would stop the spread of the virus. Our Caravans transformed from in-person, 14-day camping events to five weekly one-hour “Virtual Caravans” via Zoom. The “Rubber Tramp Rendezvous” (RTRs) classes moved onto HOWA’s YouTube Channel during the pandemic, continuing to serve thousands who want to learn basic nomad living skills.

Although we canceled the Spring “Minivan Build” event, HOWA rallied during the Summer and Fall to provide five minivan homes on wheels in 2020. Instead of bringing many skilled volunteers together to customize each minivan build, we responded with a minimally staffed “No-Build Build” program whereby the minivans were furnished with pre-built furniture donated by members of the community through an online seller.

Not only did HOWA transform our programs to reduce the spread of COVID-19, but we grew the programs in ways that will remain and expand in 2021 and beyond.

Hopefully 2021 will see the end to social distancing so that HOWA will again offer in-person Caravans where participants may once more gather around campfires, share meals, hug, and hike together. Although the “Virtual Caravans” were initially conceived as a temporary stopgap, their popularity, especially among those preparing for the lifestyle, compels us to continue with online gatherings.

Similarly, the positive reception of the “Online Classes” of the RTRs encourages us to continue with an e-learning version of the RTRs, perhaps steaming the in-person classes once we can gather again. The “Minivan Build” program is on track to provide **eight minivan homes on wheels in 2021**, most likely morphing into a hybrid of the “Build” and “No-Build Build” programs, where some elements of the build are purchased, and other pieces are customized. Our new alliance with *Camp N Car*, who makes build kits, will likely be important in developing this hybrid strategy.

In addition, we look forward to continuing our other alliances. We are already developing plans with both *Lectrice EBikes* and *Nomadland*. Stay tuned to learn about some exciting activities with these wonderful partners.



Our connections with other businesses and nonprofits will continue to grow in 2021 as well. We are building our staff to include a Development Director to build relationships with others who share our passion. I'm excited for this important step in HOWA's maturity as a nonprofit. We are here for the long term to change lives together!

Additionally, we are in the process of hiring a Volunteer Coordinator. Thousands of people have asked to volunteer for HOWA; but we do not have sufficient staff resources to organize, assign and manage them. Once social distancing restrictions are lifted and we have someone to coordinate our volunteers with our needs, HOWA will be positioned to grow its programs because of our wonderful volunteers. During the pandemic, our current volunteers expressed sadness and disappointment because we would not gather them together to help HOWA's clients. For them, this IS community!

Once CDC guidelines allow us to gather skilled volunteers together again, we will expand our "Build" program to include improvements and repairs to the living quarters of nomads' existing vehicles – solar power systems, plywood cabinets, beds, etc. Interest from those who need this type of assistance is high.

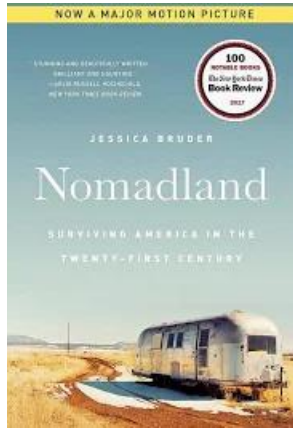
HOWA is actively looking for land in a county in which we can hold "Build Events", along with Training Classes, and Recreational Camping.

HOWA's many programs are positioned to grow and expand in 2021 and beyond. When government subsidies end, rent moratoriums expire, and as natural disasters increase, vehicle living becomes a quality, self-determined option for many lives. HOWA is getting ready to help all these new nomads learn how to thrive in, and appreciate, nature while responsibly camping in our Public Lands.

The movie *Nomadland* shows the world who we are and what this lifestyle has to offer for those who are ready for the challenges and rewards of living closer to nature with a fraction of their current belongings.

I'm honored to have a part in building the road to community and freedom for those who will call their vehicles their new homes on wheels.

Suanne Carlson
Executive Director



Nomadland: Surviving America in the Twenty-First Century is a 2017 non-fiction book by American journalist Jessica Bruder about the phenomenon of older Americans who, following the Great Recession, adopted transient lifestyles travelling around the United States in search of seasonal work.

The book was named a "Notable Book" by the New York Times, was a finalist for the J. Anthony Lukas Prize and the Helen Bernstein Book Award, and won the Barnes & Noble Discover Great New Writers Award. It was adapted into a short documentary film, CamperForce, in which Bruder served as a producer alongside director Brett Story and executive producer Laura Poitras. (Also, the book is a NY Times best-seller as of the first week in March 2021.)

In February 2019, Searchlight Pictures announced that the book had been optioned by Frances McDormand and Peter Spears. The subsequent film adaptation, also entitled Nomadland, was adapted and directed by Chloé Zhao and premiered in 2020. The film starred McDormand and David Strathairn, alongside Linda May, Swankie, Bob Wells, Suanne Carlson, and several other HOWA nomads.

The film received critical acclaim, receiving four nominations at the 78th Golden Globe Awards, winning two of them: Best Motion Picture - Drama and Best Director - Motion Picture for Zhao. Nomadland also won four Critics Choice Awards 2021: Best Picture, Best Director, Best Adopted Screenplay, and Best Cinematography.

The book is available through Kindle and in many bookstores, and the movie can be seen on Hulu and at many theaters across the Country.



MISSION

Our mission at Homes On Wheels Alliance, Inc. is to prevent homelessness for our Veterans, Seniors, Women, and the Working Poor while building community.

Homelessness: A National Problem

Due to the coronavirus pandemic's decimation of the labor market and the months-long expiration of benefits from the government relief package keeping families afloat, **the poverty rate in the United States surged from 9.3% in June to 11.7% in November**, according to a report released Wednesday by analysts at the University of Chicago and the University of Notre Dame, creating the biggest increase in a single year since the government began tracking poverty in 1960.

More than 14 million American households are at risk of eviction, according to a recent 2020 report by the global investment bank Stout.

Our Service Target Markets

Women

(Source: Center for American Progress, Aug. 3, 2020)

In the United States, more women than men live in poverty. According to U.S. Census Bureau data, of the 38.1 million people living in poverty in 2018, 56 percent—or 21.4 million—were women.

- Black women represent 22.3 percent of women in poverty but make up only 12.8 percent of all women in the U.S. population.
- Between ages 25 and 34, women are 69 percent more likely than men of the same age to live in poverty.
- **13.2 percent of women 75 years and older live in poverty compared with 8.8 percent of men the same age.**
- Women with disabilities are more likely to live in poverty than both men with disabilities and individuals without disabilities.
- On average, women earn less than men—and the wage gaps are wider for most women of color.
- Women are less likely to have the savings and wealth necessary to weather financial shocks and provide for themselves and their families throughout their lifetimes.



Senior Citizens

Over 25 million Americans aged 60+ are economically insecure — living at or below 250% of the federal poverty level (FPL) (\$29,425 per year for a single person). These older adults struggle with rising housing and health care bills, inadequate nutrition, lack of access to transportation, diminished savings, and job loss. For older adults who are above the poverty level, one major adverse life event can change today's realities into tomorrow's troubles. (Source: National Council on Aging, 2020 Report)

- 21% of married Social Security recipients and 43% of single recipients aged 65+ depend on Social Security for 90% or more of their income. (Social Security Administration [SSA], 2016)
- More accurate measures of economic well-being—including the Elder Index™ and the Institute on Assets and Social Policy's Senior Financial Stability Index—show millions of older adults struggling to meet their monthly expenses, even though they're not considered "poor" because they live above the FPL.
- The 2.1 million older adults on Supplemental Security Income (SSI) receive, on average, just \$435 each month. (SSA, 2016)
- On average, older women received about \$4,500 less annually in Social Security benefits in 2014 than older men due to lower lifetime earnings, time taken off for caregiving, occupational segregation into lower wage work, and other issues. Older women of color fare even worse. (SSA, 2015)

Military Veterans

The U.S. Department of Veteran Affairs (VA) estimates that 41.89 million Americans have fought in wars, from the American Revolution in 1775 to Desert Storm in 1991. Since Sept. 11, 2001, the start of the Global War on Terror, 3.3 million veterans have served in the U.S. military. Today, there are around 1.4 million active-duty military service members living in the United States or deployed in more than 150 countries. (Source: USA Today, Feb 4, 2020)

After having served our Country, too many of our veterans and their families are facing major housing challenges, coupled with other issues such as unemployment, age and service-related disabilities.

According to Providence (online article published 11/04/2020), based on January 2019 data:

- There are 37,085 veterans experiencing homelessness, a 43% decrease since 2011.
- Moreover, approximately 1.4 million veterans are considered at risk of becoming homeless due to poverty, lack of affordable housing and of robust support networks.
- According to the Military Wallet, an organization focused on helping the military community manage money and understand the benefits available to them, the veteran population is two times more likely to become chronically homeless than other American groups.



- According to the Department of Housing and Urban Development, 17 of 10,000 veterans experienced homelessness in a given night. Nearly all of the veterans experiencing homelessness are single, 6 in 10 are staying in sheltered locations, and 24% of veterans who are classified as home insecure are exhibiting chronic patterns of homelessness.

The Working Poor

Often called “an invisible problem” due to the lack of data on this growing population, working homelessness presents a host of problems, from basic living conditions such as where to shower, sleep and eat safely to issues like not having a permanent address.

Between February **2020** and May **2020**, an estimated 14 percent of **working** Americans lost their jobs because of the economic fallout from the COVID-19 pandemic. The unemployment rate increased from 3.5 percent in February to over 19 percent in April when adjusted for potential reporting errors.

According to a 2020 report in the *National Equity Atlas*, The 12 Million Working Poor:

“While a large number of the 100 million living at or below 200 percent of the poverty line are children and seniors, over 12 million of them are full-time workers between the ages of 25 and 64. Of these full-time workers earning less than 200 percent of poverty, the majority -- 56 percent -- are workers of color. Working poverty has increased dramatically over the last three decades, growing from less than 7 million in 1980 to today’s 12.4 million.”

While this appears to be a major unsolvable problem, **we believe that when done properly, this can be the basis of an unconventional solution and restoration of dignity.**

Our Solution

Homes On Wheels Alliance, Inc. (HOWA), is a charitable 501(C)3 nonprofit organization, that assists individuals with achieving sustainable personal and economic self-sufficiency by focusing on providing safe and secure unconventional housing, and an economic safety net through a mobile lifestyle, to help get those in need back on their feet.

We believe that through an “alliance” consisting of public-private financial and social resources: Government (local, state and federal), private businesses and industries, and nonprofit organizations, can – together- combat homelessness most effectively throughout the Country to assist those who wish to remain productive, contributing citizens while preserving their independence, self-sufficiency and dignity.



Programs

Van Build-Out – Volunteers Create “Homes on Wheels”

For the second consecutive year, **thanks to your generous donations**, we built out five (5) vehicles, which were awarded to individuals in need of a home: 2002 Toyota “Sienna”, 2003 Honda “Odyssey”, 2005 Toyota “Sienna”, and two (2) 2006 Honda “Odyssey” vans.

All homes donated to individuals are the result of an extensive grant application process to determine need and the ability of the Grantee to maintain the vehicle.



This program is designed to:

- A) Acquire vehicles for people to live (donations and purchases);
- B) Make necessary repairs and upgrades to prepare the vehicle as a safe, secure home; and
- C) Develop a network of mechanics across the country to maintain the vehicles once they are donated (“granted”) to our clients. A minivan purchased for \$5,000 can be repaired and built out by a team of volunteers to make a fine nomadic home for a build-out cost of approximately \$2,000. Therefore, the total cost of a home can be as low as \$7,000, with a network of volunteer mechanics to maintain them across the Country.

Emergency Fund

Emergency Fund contributions directly assist those in need in the mobile community. During 2020, we awarded a total of \$8,221 to 40 people who had broken down on the road with repairs, gasoline, food, and more! Additionally, we helped direct individuals to other nonprofit organizations close to where they were stranded to get help when we could not provide the assistance they needed.

Support is “Larger Than Life”

“11/11/2020 "Homes on Wheels Alliance helped me tremendously when I had an emergency **1000 miles away** from my regular home on wheels region of the country.

As a full-time nomad, with post 911 medical lung complication, I had driven a thousand miles away quickly to flee the California wildfire smoke & fires in early fall 2020. This unexpected two-thousand-mile round trip fuel cost left me in a serious bind since I have a small, fixed income that covers only basic necessities. The good news is that my asthma attacks stopped when I got away from the thick smoke though I ended up stuck in a place with none of my regular resources or familiarity because I ran out of fuel. Additionally, I needed to receive specialized medical help & continuity of care that included an asthmatic equipment pick up back at my regular mail center.

Programs (continued)

The process for applying to the fund was streamlined, professional and kind. I was able to upload various verifications and await positive news that I had been awarded a small grant that because of online delivery method - I was able to access immediately.

Larger than life this support was to me because I was going be able to get out of the Western slope of the Rockies before the next round of cold and snow came for which me nor my van was prepared for.

I will never forget how this nonprofit organization came through for me in one of my biggest times of need - the CA wildfires.

I will spread the word to people who need a wonderful place to donate in order to keep this emergency fun running. This is the real deal!"

Thank you, HOWA ♡
Laurie P.

"I am so grateful to have shelter. "

"Good Morning Bobbi,

Thank you for contacting me to solicit my experiences with HOWA. It gives me great pleasure to be able to share how wonderful it was having you coordinate and intercede with HOWA on my behalf when I was at the end of my abilities to get my vehicle repaired. I am well as far as car repair is. Still trying to get a power source so I can get to Quartzsite. I found out that having power is essential to my abilities to maintain Internet access from Texas to Arizona (or camping in general).

Having this organization is the most effective tool for people like myself, I am sure! You worked diligently to guide me through the process and communicated with me to make sure that I had the best chance to get help. Again, I am so grateful to HOWA and how you have demonstrated that you really care about helping people who are living below poverty and doing the best they can while living in their vehicles. If you had not helped me, I would be literally sleeping on the ground. **We have had some cold, wet, freezing weather here during the past two months and every day I am so grateful to have "shelter. "**

Blessings to you and COMMITTEE MEMBERS for making my Home On Wheels life more bearable each day. Hope to meet everyone in the near future."

Pam



Programs (continued)

“Thank goodness for the videos!”

"This past couple of years have been extremely hard for me. My husband gave away all our savings and retirement money to scammers and then almost two years ago he left me, to deal by myself with our youngest daughter's struggle with severe depression and all the other financial problems.

I was working two jobs and trying to keep the house payments up when covid hit and I lost both jobs. At that point I knew I had to come up with another plan. I started researching travel trailers but very quickly realized that wouldn't work because I had a Toyota corolla that can't pull anything. I considered just living in the car, but I have 2 cats and didn't feel that would work.

At that point I started to watch van life YouTube videos, especially those made by Bob Wells. I started selling everything I could out of the house, including furniture, to raise money to buy a van. I was able to find an older van with low mileage, which was a huge blessing. I didn't have money to put a lot into the buildout, so I watched videos on doing it myself. I did what I could with the money I got selling things to make it livable and left in October as my whole world crumbled around me.

Everything was so crazy and happened so fast, but the cats and I made it from Florida to Utah. Once in Utah I wasn't sure where to go or what to do. I ended up in St. George because I was hoping it would be a bit warmer. I spent the first 4 nights in the Cracker Barrel parking lot and ended up getting a job with them. I was very cold in the van as I didn't have the means to make things warmer. My job provided a way to have food and the things the cats needed but not much more since they only pay me \$8.20 an hour and I can only work part time.

I ended up hearing about the Homes On Wheels Alliance and knew I had to try to get some help. The people who contacted me were **very kind and helped me through the process**. I was approved to receive some help and I was so grateful to be able to get warm! Since I came from Florida, I didn't have a coat or gloves. I was able to go to a thrift store and find those, too.

I know my situation will keep improving and, eventually, I'll have a water system in the van and maybe some power. **Thank goodness for the videos and all they do to give me ideas. However, I will always be grateful for the help from HOWA to be able to keep myself and my cats warm this winter.** "

Brandy



Programs (continued)

WE CARE GIFT CARD PROGRAM

HOWA's newest program is called "We Care." Initiated by an anonymous donor, HOWA distributes hundreds of \$50 gift cards to people who are living out of their vehicles — cars, vans, or RVs. Times are hard for everyone right now, but especially for those who were struggling prior to the challenges of 2020. If you are having a difficult time, we want you to know that you are not alone, **someone really does care about you.**

In December 2020, HOWA distributed \$15,650 to Nomads in need in Pahrump and Quartzsite!

Testimonial – No Judgment Zone

"I am writing to express my gratitude for the "We Care" program last autumn 2020.

I was always taught not to accept financial assistance, because there was probably someone worse off than me, who needs it more. At RTR's I never took from the free table, I always gave. I was also a very detailed planner. I had three years' worth of estimated living expenses in the bank before I even went full time into van life.

In the summer of 2020, I got hit with medical bills and van repairs totaling more than \$8000 (my spider gear in the rear differential broke, the stud bolts on one of my wheels sheared right off, I needed expensive medical tests, etc.). Thank goodness I had money in the bank to cover those expenses, but it blew my carefully prepared budget out of the water.

When I watched the video of Bob and Suanne, introducing the We Care program, and I heard Bob say "Are you one of those types who never takes because there's someone worse off than you who deserves it more? This isn't one of those times. We give you permission to come take this gift." Well, I broke down and cried! I felt like someone out there cared about me!

At the event, when I got in line with the vehicles in Pahrump; no one judged me or questioned why I was in line to accept help.

I have a lot of health issues and I usually camp alone as I can't handle the stimulation of being around other people. Spending the holidays alone in the desert is good for me, but I can get melancholy. **Your gift made this van dweller one happy camper!**

Please communicate my gratitude to the donor for their very generous gift."

Cheers!
Anonymous

Don't
be pushed around
by the fears in your mind.
Be led by the dreams in
your heart.
-Roy T. Bennett

Programs (continued)

Caravans - Our COVID-19 Work-Around!

The Caravan Program started in November 2018. This program began as a way for people to camp together to build community and make friends. Once camp locations were posted, participants would sign up, and then camp together for 14 days at a time before moving to the next location. Groups stayed loosely together for 3 months, then new groups formed, and the process continued for the next 3 months. During the 2020 Rubber Tramp Rendezvous, the five (5) Quartzsite groups grew to their maximum number of 75 people at each camp.

When COVID-19 hit in March 2020, the in-person Caravan Camps were replaced by online gatherings called “Virtual Caravan Connections.” Using the online meeting program *Zoom*, nomads or want-to-be-nomads gathered several times each week. By the end of 2020, HOWA hosted four (4) regular weekly “Connections” with attendance averaging at 40 participants per gathering. Discussions related to the nomadic lifestyle are facilitated by volunteer leaders. The purpose of these online Caravan gatherings is the same as the in-person camps: to build community and make friends.

In 2020, HOWA began its “Virtual Caravan Classes” on basic nomadic living skills as *Zoom* Webinars. These Saturday morning classes averaged 60 participants from March through December. These classes are posted to the Homes On Wheels Alliance YouTube Channel for continued views by those new to or considering embracing the mobile lifestyle.

Both the in-person and online Caravans utilize an online RSVP program called *MeetUp*. **At the beginning of 2020, HOWA’s *MeetUp* Caravan Groups had 2,720 members. During 2020 that number almost doubled to 5,348 members!**

Rubber Tramp Rendezvous (RTR)

This Program was started by HOWA Board President and Co-Founder, Bob Wells, and is designed to accomplish the following goals:

- **Build** Community among Nomads.
- **Educate** people on how to live a safe and fulfilling nomad lifestyle!
- **Energize** communities around the Country to understand and assist Nomads.
- **Socialize** and have a great time!



Since its beginning in 2005 with only 45 people in attendance, through the years the RTR has over 20,000 people! Growing in scope and nature, the program is now operated by Homes On Wheels Alliance, Inc. in the desert areas of Northern Arizona, helping people who come from all over the USA, Canada, and several foreign countries.

Programs (continued)

Women's Rubber Tramp Rendezvous (WRTR)

The WRTR is like the RTR but is for women only and is held just prior to the RTR on the same BLM land. Women from all over the Country come to socialize and, most importantly, learn through interactive programs and presentations given by experienced women nomads, how to live a safe, secure, and productive life as a nomad. Many outstanding HOWA volunteers have come from this group of amazing women!



We hope you will join us ... even if you're not a Nomad!

Outreach

Social media played an important role in allowing HOWA to provide important educational programs and classes on how to live a safe, secure, and fulfilling nomad life. Our outreach sources included:

<u>FACEBOOK</u>	Members	<u>YOU TUBE</u>	<u>MEET UP</u>
Business Page	3,770	Subscribers	1,600
HOWA Group	4,163	Video Views	27,800
Camp Together	3,309	(including	Members
Market Place	409	Virtual Classes)	2,599
Women's RTR	2,542		
RTR Official	1,160		

LEAVE NO TRACE

As ardent supporters of the Leave No Trace program to save and protect our national forests, parks, and all outdoor environments, we subscribe to and promote their seven principles:

- Plan Ahead & Prepare.
- Travel & Camp on Durable Surfaces.
- Dispose of Waste Properly.
- **Leave** What You Find.
- Minimize Campfire Impacts.
- Respect Wildlife.
- Be Considerate of Other Visitors.

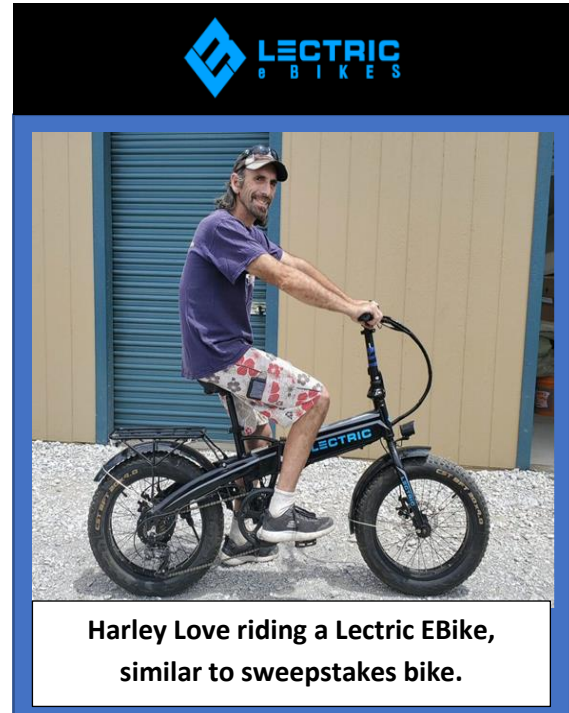
Sweepstakes Partnerships

HOWA was so fortunate to partner with WeeRoll and Lectric EBikes in 2020! AT NO CHARGE, Wee Roll provided two (2) utility cargo trailers, which they converted into homes on wheels, and Lectric EBikes provided ten (10) folding electric bikes to HOWA!

We used these generous donations as prizes for national sweepstakes to raise money for operation expenses, which allowed us to allocate more donated money towards meeting the various needs of people through our Programs.

Wee Roll campaigns raised \$24,438 with 1,234 contributors and Lectric EBikes campaigns raised \$12,694 with 684 contributors.

**“Thank you” Wee Roll and Lectric EBikes
for your amazing support!**



Our Leadership Team



Bob Wells
Board President
Co-Founder



Suanne Carlson
Executive Director
Co-Founder



Phyllis Bickford
Executive Assistant



Karen Battaglia
Trustee



David Cranmer
Trustee



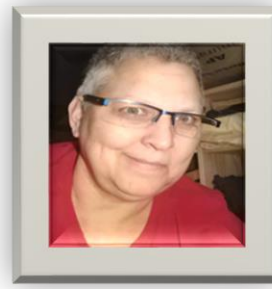
Brian Gifford
Trustee



Bob Kent
Trustee



Joni Zander
Trustee



Rhonda Catt
Provisional
Trustee



Susan Merrill
Provisional
Trustee

Resources & Financial Management

We believe that every person should have a place to call home. We are painfully aware that affordable housing is not available to every person in the USA.

- **We know** we have a successful solution to help alleviate the fear, pain, and anxiety of not having a home.
- **We know** our solution works because most of the individuals associated with HOWA are nomads.
- **We LIVE the TALK that we WALK!**

Through innovation, evaluation, hard work, and **generous supporters like you**, 2020 brought us opportunities to meet, educate and help so many people in need!

- Homes On Wheels Alliance, Inc. had NO FULL-TIME STAFF!
- We operated on the generous donations of time, expertise, skills, knowledge, and dedication of people from across the Country.
- We hired independent contractors to handle all the highly technical areas of our operations: Nonprofit Consultant, Executive Assistant for our Executive Director, Videography Expert, Volunteer and Program Coordinator.
- Because of our fast-paced growth and aggressive plans for the next 3-5 years, we realize that we will not be able to permanently operate in this manner. Thankfully, near the end of 2020, we received donations to partially cover salaries for full-time and part-time staff in 2021!

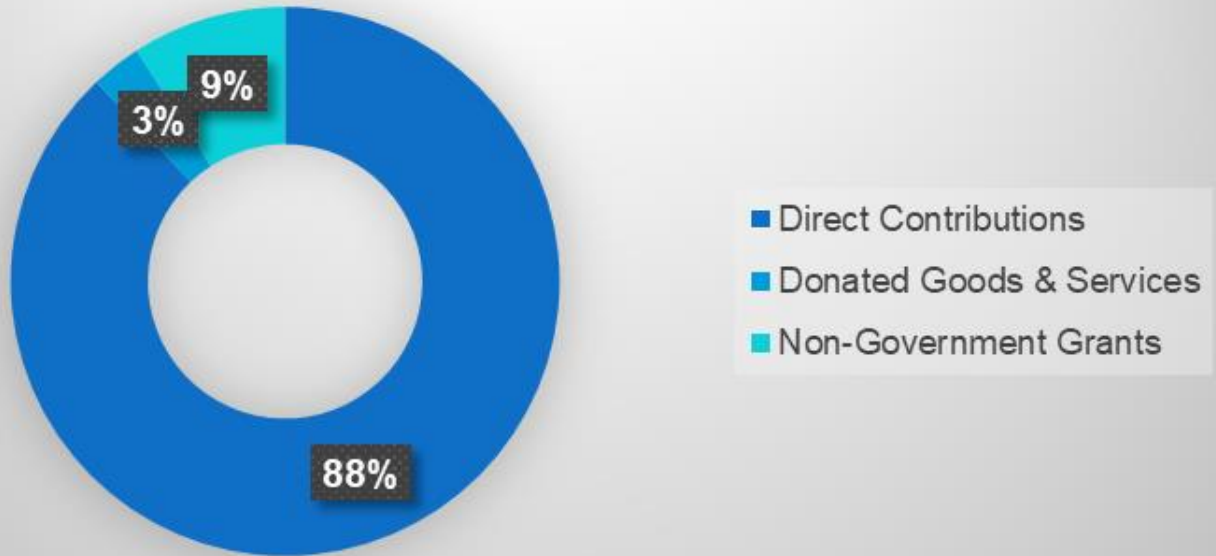
THANK YOU
Volunteers!
We couldn't do it without you



Volunteers donated **7,755**
hours @ \$10/hour =
\$77,550
Financial Value!

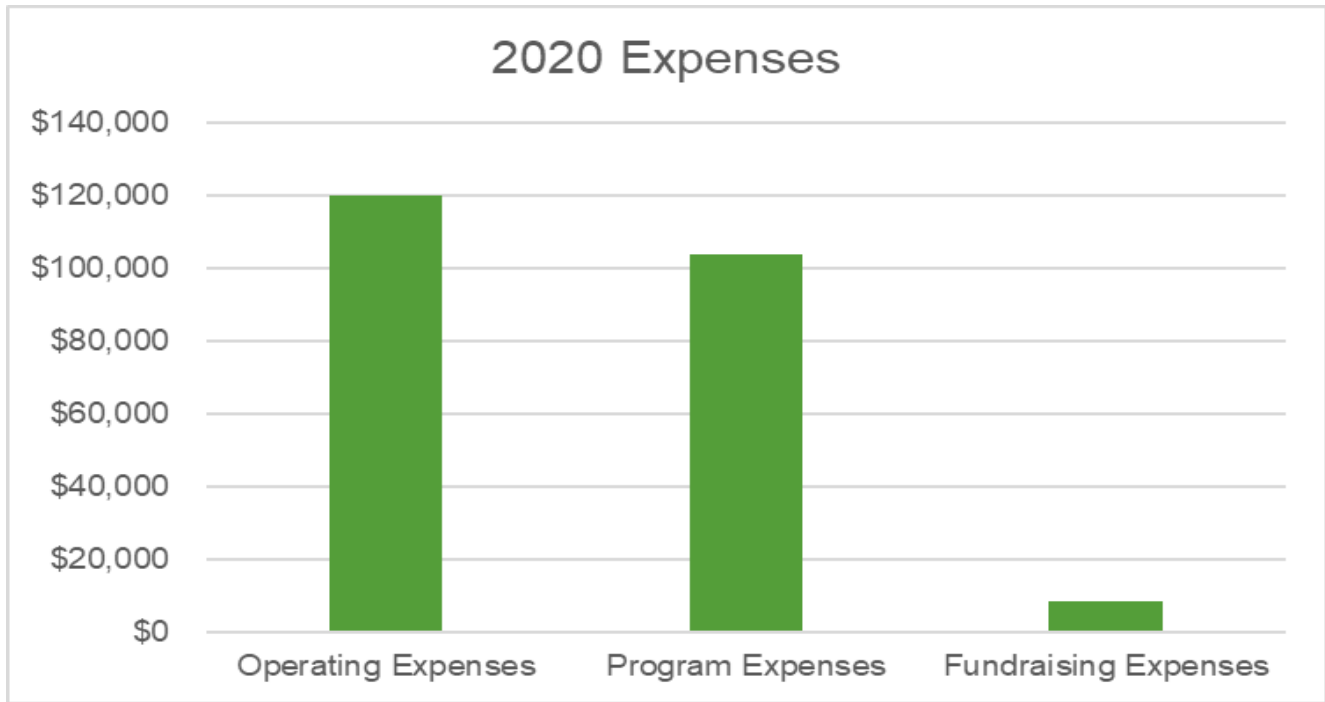
2020 FINANCIAL SNAPSHOT

2020 Revenues



TOTAL REVENUES : \$362,455

DIRECT CONTRIBUTIONS:	\$318,711	88%
DONATED GOODS & SERVICES:	\$ 10,744	3%
NON-GOVERNMENT GRANTS:	<u>\$ 33,000</u>	<u>9%</u>
TOTALS:	\$362,455	100%



TOTAL EXPENSES \$232,435

OPERATING EXPENSES	\$120,136	51%
PROGRAM EXPENSES	\$103,909	46%
FUNDRAISING EXPENSES	<u>\$ 8,390</u>	<u>3%</u>
TOTAL EXPENSES	\$232,435	100%

RECONCILIATION

TOTAL REVENUE	\$362,455
TOTAL EXPENSE	<u>-232,435</u>
SURPLUS	<u>\$130,020</u>

NOTE: Our "Surplus" is high as the result of receiving a \$75,000 corporate donation and a \$30,000 non-government grant on December 29, 2020. These funds will greatly help jump-start our work in 2021!

Historical Performance



Income

Year	Number of Months	Total Income	Program vs. Total Income
2018	4*	\$25,065	4.65%
2019	12	\$202,280	51.83%
2020	12	\$362,454*	28.67%*

Expenses

Year	Number of Months	Program Expenses	Program vs. Total Expenses
2018	4	\$1,166	7.16%
2019	12	\$104,841	59.32%
2020	12	\$103,909	44.70%

NOTES:

1. 2018: First year of operation: September 1 to December 31, 2018.
2. 2020 Income: On 12/29/2020, HOWA received a donation and a non-government grant totaling \$105,000, thereby creating the surplus at the end of the year of \$130,020. Without these two donations, our "Total Income" would have been \$257,045 and the percentage of "Program vs. Total Income" would have been 40.36%. These funds will be used in 2021.

Homes On Wheels Alliance, Inc.
Statement of Financial Condition
December 31, 2020

	TOTAL
ASSETS	
Current Assets	
Bank Accounts	
1000 Cash	
1010 Wells Fargo Unrestricted – 1914	123,742.44
1020 Wells Fargo Restricted – 3911	69,578.58
1030 Wells Fargo Escrow – 0253	3,507.00
1040 Petty Cash	452.13
1050 Initial Funding	0.00
Total 1000 Cash	\$197,280.15
Total Bank Accounts	\$197,280.15
Other Current Assets	
1400 Undeposited Funds	0.00
1500 Inventory	
1510 Inventory – Vehicles Program	10,287.48
1520 Inventory – Other	0.00
Total 1500 Inventory	10,287.48
Total Other Current Assets	\$10,287.48
Total Current Assets	\$207,567.63
Fixed Assets	
1700 Fixed Operating Assets	
1740 Land – Operating	3,750.00
Total 1700 Fixed Operating Assets	3,750.00
Total Fixed Assets	\$3,750.00
TOTAL ASSETS	\$211,317.63

Statement Prepared Internally
Accrual Basis

Page 1/2

Homes On Wheels Alliance, Inc.
Statement of Financial Condition
December 31, 2020

	Total
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2000 Accounts Payable (A/P)	33,668.00
TOTAL ACCOUNTS PAYABLE	\$33,668.00
Current Liabilities	
Other Current Liabilities	
2600 Security Deposit Liabilities	
2610 Escrow Account Deposits	3,006.50
Total 2600 Security Deposit Liabilities	3,006.50
Total Other Current Liabilities	3,006.50
Total Current Liabilities	\$36,674.50
Long-Term Liabilities	
2700 Long-Term Notes and Loans Payable	
2770 Long-term Liabilities – Other	
2771 Loan from Suanne	0.00
Total 2770 Long-Term Liabilities - Other	0.00
Total Long-Term Notes and Loans Payable	0.00
Total Long-Term Liabilities	\$36,674.50
Equity	
3050 Net Assets	39,669.98
Net Revenue	134,973.25
Total Equity	\$174,643.13
TOTAL LIABILITY AND EQUITY	\$211,317.63

Statement Prepared Internally
Accrual Basis

Page 2/2

Why Give Us Your Support?

We are a strong organization with compassionate, talented, and energetic people wanting to help people in need. We are accepting of everyone and know only one thing: People, through no fault of their own, often find themselves in difficult situations and need help from individuals who have either walked in their shoes and/or can think outside the box and offer creative solutions.

This is who we are! We hope the information you find in this 2020 Annual Report will inspire you to join our cause in helping people to help themselves.

We Need Your Help!

The huge number of unexpected pleas for human services help FAR exceeded our capacity to meet those needs, especially in helping those affected by COVID-19. The nomad lifestyle promoted by Homes On Wheels Alliance, Inc. can help our fellow Americans regain security, happiness and return to being productive individuals ... BUT not without your help!

Our Greatest Needs

- ✓ Money for Operations (“No Money ...No Mission!”)
- ✓ Program Support
 - Emergency Fund
 - Vehicles Purchases to Create Homes On Wheels!
 - We Care Compassion Awards
- ✓ LAND for RTRs and Educational Program Gatherings
- ✓ Volunteers!!!



Ways YOU Can Help!

#1: **Donate Cash**

Every Dollar Counts!

Online through -

- FaceBook
- Patreon
- PayPal
- Our Website: HomesOnWheelsAlliance.org



You can also donate by mail. Please send your check to:

Homes On Wheels Alliance, Inc.
1970 N. Leslie #297
Pahrump, NV 89060

#2. **Donate Intangible Assets**

- Donate Stocks, Bonds, Mutual Funds



#3. **Donate Tangible Assets**

- Land (large acreage needed!).
- Donate your car, airplane, boat, van, truck, bus, or RV through CarEasy (www.careasy.org) 855-500-7433
- Items on our Amazon "wish list" to complete interior van buildouts.
- Gasoline cards, Gift cards, Airline miles!

Ways YOU Can Help! (Continued)

#4. Support a Specific Program

- Van Buildouts to create a “home on wheels” for someone in need.
- Emergency Fund for nomads in trouble on the road.
- Caravans for building community and nomad education.
- Rubber Tramp Rendezvous.
- Women’s Rubber Tramp Rendezvous.
- General Operations.



#5. Help Us to Continue to Grow !

Sponsor a HOWA Need ~ Either Individually or Through Your Business!

We need support for:

- Nonprofit Software
- Staff Support – Underwrite the salary expense for us to hire much needed experienced, full-time staff positions:
 - Development Director
 - Grant Writer
 - Social Media Director
 - Videographer
- Website Development

MORE Ways YOU Can Help! (Continued)

#6. Estate and Financial Planning

- Name “Homes On Wheels Alliance, Inc.” in Your Estate Plan
 - Last Will and Testament or Living Trust
- Establish an Endowment to Benefit Homes On Wheels Alliance, Inc.
- Name Homes On Wheels Alliance, Inc. as a Beneficiary of Your: Life Insurance Policy or Retirement Plan (401k, IRA, Pension, etc.)

#7. Volunteers Make a Difference

Volunteer Opportunities

- Apply to become a member of the Board of Trustees.
- Assist with Fundraising.
- Computer Data Input Assistance.
- Photography, Video, and Social Media talent needed.
- Land Search Teams
- And so many more!



WE  OUR VOLUNTEERS!!!!

Call: 775.764.8115

www.HomesOnWheelsAlliance.org

“Thank You” to All Our 2020 Donors!

\$15,000 and Above	\$14,999 - \$5,000	\$4,999 - \$1,000	\$999 and Below	In Kind Gifts	Memorial Gifts	Honorarium Gifts
Cheap RV Living	\$6,000 Anonymous Gift	Anonymous Gifts totaled more than \$50,000!	Over 6,000 people donated to support our programs and operations!	Over 120 people gave items for Van Build Program	42 Gifts in memory of loved ones: \$1,971	94 Gifts Honoring Family/ Friends: \$3,020
Lectric EBikes	\$5,000 Anonymous	\$3,000: Walmart – Pahrump, NV				
Wee Roll	\$5,000: Disney					
\$75,000: Producer of “Nomadland” Movie, Searchlight Pictures	\$10,000: For We Care Anonymous					
\$30,000: East Texas Community Foundation	\$5,000 Anonymous					
\$30,000 Anonymous Gift						

“Donors do not give to organizations because organizations have needs; they give because organizations meet needs.”
- Kay Sprinkel Grace

Please Join Us!



Homes On Wheels Alliance, Inc.

**1970 N. Leslie #297
Pahrump, NV 89060**

Tel: 775.764.8115

www.HomesOnWheelsAlliance.org

Tax ID#: 83-1688307



Homes On Wheels Alliance, Inc., Tel: 775.764.8115 Website: HomesOnWheelsAlliance.org is a 501(C)3 charitable organization registered with the Nevada Secretary of State, pursuant to Title NRA 82A.200. Its purpose is to assist veterans, seniors and the working poor with securing unconventional housing as shelter. CONTRIBUTIONS MAY OR MAY NOT BE TAX DEDUCTIBLE, pursuant to provisions of Internal Revenue Code of 1986, 26 U.S.C §170(c).