

# 2021 Annual Report



Together we are changing lives, preventing homelessness, and building community.

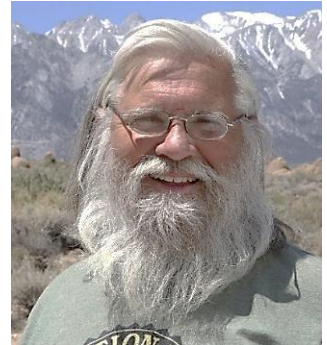
# Table of Contents

<u>Letter from Our President and Co-Founder, Bob Wells</u> .....	1
<u>Message from Our Executive Director and Co-Founder Suanne Carlson</u> ...	2
<u>Mission Statement</u> .....	3
Programs:	
<u>Minivan Builds</u> .....	4-5
<u>Emergency Fund and Tents</u> .....	6-7
<u>We Care Gift Cards</u> .....	8
<u>Caravans In-Person and Virtual</u> .....	9
<u>RTR and WRTR</u> .....	10
<u>Outreach</u> .....	11
<u>Sweepstakes Partnerships</u> .....	12
<u>Our Leadership Team</u> .....	13
<u>Resources and Financial Management</u> .....	14
<u>2021 Financial Snapshot</u> .....	15-17
<u>Statement of Financial Condition</u> .....	18-19
<u>How You Can Help</u> .....	20-23



## Letter from President Bob Wells

Hi everyone, welcome back to my next video ... uh ...um .... no, wait a minute--old habits die hard! I'm not making another video for my YouTube channel, I'm writing another Annual Letter from the President for the Homes on Wheels Alliance Annual Report!! Getting old is not for the faint at heart!



**Bob Wells, President**

But both activities come from the same place, a longing in my heart to help other people in need. As I look back at 2021 and see HOWA growing into a mature 501c3, the one thing that leaps out to me is that everyone involved in this work comes from an incredible place of desire to serve others in love. Whether staff members, volunteers, donors, or recipients, from top to bottom, our overwhelming desire is to help other people whose lives have become dark, fearful, and for too many, hopeless.

I'm convinced that our emotions are "contagious," and that given half a chance we will each be filled with loving compassion toward our fellow humans--here at HOWA, we are devoted to spreading love and service to as many people as we possibly can.

When I go to a HOWA event, and look into the eyes and smiling faces of the staff, volunteers, and recipients, I can see and feel the love, kindness, and basic goodness that pours out of them. It's at that time that I know we are on the right path, and our future is bright!

If you are ready to be filled with that "contagion of love" I hope you will consider joining us--and together, we WILL change many people's lives.

*Bob Wells*

President



## Message from our Executive Director

Welcome to 2021 Annual Report!

Happy 3rd Birthday to Homes On Wheels Alliance (HOWA)! On August 28, 2021, we surpassed our 3-year mark. As I reflect on the early days of HOWA, I remember our consultant forewarning us that most nonprofits fail during their first three years.

That alert must have burned a hole in my brain such that, as Executive Director, I was determined to exceed that three-year mark. And we did! Indeed, HOWA is a healthy, stable organization, poised to help nomads both today and into many tomorrows.

HOWA continues to serve because of you, our alliances. The combined commitments of the nomadic community, generous donors, and businesses who care, allow HOWA to serve the growing numbers on the edge of homelessness amongst a community of care and compassion. We are stronger together; we are changing lives.

*Suanne Carlson*

Executive Director



**Suanne Carlson,  
Executive Director**



## MISSION

Homes On Wheels Alliance, Inc. (HOWA), a charitable 501(c)3 nonprofit organization, strives to help a significant portion of the American population who are being squeezed between the rapidly rising cost of shelter on one hand, and either stagnant wages or too-small of a retirement on the other. Through no fault of their own, they are at serious risk of losing their homes and apartments. We serve this community by providing:

- Safe and secure homes on wheels,
- Improvements and repairs to their mobile dwellings,
- Transition assistance into a financially- and environmentally-sustainable lifestyle, and
- Opportunities to connect with and give back to the nomadic tribe, area communities, and public lands.

We believe that only an “alliance” of interested parties can hope to solve a problem of this magnitude. To be truly effective it should consist of:

- The larger mobile community,
- Government (local, state and federal),
- Private businesses and industries, and
- Various nonprofit organizations,

By combining our energy, resources and good-will into a united front, we will have a significant impact on preventing the homeless problem from reaching monumental proportions and allowing our clients to remain contributing citizens while preserving their independence, self-sufficiency and dignity. Acting together, we believe the future can be bright for all of us!

**We focus on Veterans, Seniors, Women, and the Working Poor while building community**



## Programs

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

Thanks to generous donations from Nomad Land Productions, Camp N Car, Silver Star Auto, Fiberene, Richard and Amy Brown, and many individual donors, we built out six vehicles in 2021: a 2003 Chrysler Town & Country minivan, a 2006 Chrysler Town & Country minivan, a 2013 Dodge Grand Caravan, a 2006 Honda Odyssey, and a 2003 Honda Odyssey. All were awarded to individuals in need of a home.



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.

A minivan purchased for \$7,000 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 \$9,000.

**This program is designed to:**

- A) Acquire vehicles for people to live in (donations and purchases);
- B) Make necessary repairs and upgrades to prepare the vehicle as a safe, secure home; and
- C) Mentor the recipients during a two-week period as their new homes are being built out. Mentoring covers stewardship of the land, hygiene, money management, and navigating websites. HOWA staff is always available to provide support over the first few years.

**Recipient Debbie on the mentoring program:**

*“...teaching us everything we need to know and leading us, showing us how to fix stuff. This is the complete opposite of just throwing yourself out there and having to figure it out yourself ...just so fundamental and so clear that there's no way you could mess up.”*





## Programs

### Van Build-Out Snapshots

Barbara received an Astro van donated by Richard and Amy Brown, repaired by Silver Star Auto, with a high-top installed by Fiberene. **Together We Are Changing Lives!**

*“I’m a tall person with significant back problems, so the fact that I have a van I can stand up in is basically miraculous. I can stand up. I can put things up at a level where I don't bend over a lot. My life is going to be full of comfort and ease as far as I can tell, so I’m very excited and honored.”*



When the apartment building where KayT rented was sold, she was left homeless and without a vehicle. A church gave her permission to park a borrowed trailer in their lot but this was a dull and colorless existence for KayT who is an avid camper and nature lover. Her new minivan home has also given her a new life!

## Programs

### Emergency Fund and Tents for Nomads

The **Emergency Fund** was started in 2019 with an anonymous donation of \$10,000. Because of your generous donations, the Emergency Fund continues to help nomads. In three years over 100 nomads have been helped with repair bills totaling almost \$47,000. **In 2021 alone 57 nomads had their repairs funded by \$30,000 in donor contributions.** Thank you! At least 90% of Emergency Fund contributions directly assist those in need within the mobile community. The remaining percentage goes toward operating expenses to run the Emergency Fund Program.

"I am so grateful for what you all did for me & my kids....the process was quick & simple and I am just very grateful!!!! It seems to be few & far between that you find organizations that actually HELP PEOPLE!!!! THANK-YOU & may God bless you all!!!! Rachel K "

"I wanted to say thank you for help. Without HOWA I most likely would have lost my car this week. I asked for help less than a week ago, and its done. I am amazed. The whole process was simple. I am very happy to be back to my travels. Bobbie you rock!"

"I am hoping HOWA can help me bridge the gap between what I have in my emergency fund and checking account and the auto repairs quote... Please

accept my deepest gratitude for your help. It is a comfort to know, as a nomad, that there is a safety net for those of us living on the road. Thank you for your selfless work. I hope to be able to repay HOWA in some way in the future either by work or monetarily.  
With my Sincere Regards, Darla

... Then you all said you would help me with my latest mechanical issue .... the engine issue... the one that made me think I couldn't make it! Because of your foresight and kind hearts creating such an organization and making funds available to people like me I feel like someone actually does care about me! It's a huge boost!!!! I got the job I had wanted because I have transportation. My physical limitations are many so I hated to see this "perfect match" go away. Because of your prompt help with my transportation, I am now working and stretching my abilities even further.

Thank you for ALL you do for so many of us out here doing the best we can to rebuild our lives!!!! You provide an invaluable service that stretches far beyond money. Thank you for finding ME worthy of help!"



**Thank You Donors!**



## Programs

### Emergency Fund and Tents for Nomads Continued



We provide high-quality tents that can withstand the southwest winds for nomads who need temporary or expanded shelter for emergency or medical needs. Tents are also used as shelters for nomads while participating in the build-out programs.





## Programs

### We Care Gift Cards

In 2020, initiated by an anonymous donor, we started the We Care Program and distributed hundreds of \$50 gift cards to nomads in need. We applied for a Community Grant in November 2020 from the Pahrump, Nevada Walmart for a local We Care Program and received \$3000 for that purpose in January 2021. In Spring 2021, we distributed \$1000 of that grant in a first-come-first-served event in Pahrump leaving a \$2000 surplus for another event in the fall of the year. Since this coincided with the start of the fall caravans the event became mobile and event volunteers traveled to five caravan locations and distributed 52 \$100 grants. In all \$5,200 was distributed – the \$2000 plus \$3,200 from generous donors. **Thank you donors!**



Times are hard for everyone right now, but especially for those who were struggling prior to the challenges of 2020-2021. If you are having a difficult time, we want you to know that you are not alone. **Someone cares about you.**



## Programs

### Caravans Spring 2021 - Our COVID-19 Work-Around!

The Caravan Program started in November 2018. This program began as a way for people to camp together, 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 and aspiring nomads gather several times each week. 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.

**At the beginning of 2020, HOWA’s MeetUp Caravan Groups had 2,720 members. During 2020, that number almost doubled to 5,348 members. By the end of 2021, the number jumped to 7,244!** Due to the popularity of the Virtual Caravans, we will continue them even though in-person caravans can now be safely held.

### Caravans Fall 2021 – In-Person!

The in-person Caravans restarted on October 6, 2021, with a few improvements. A few days before a Caravan begins, participants can attend a half-hour online orientation and chat with the other participants in a Zoom meeting. Caravans fill a void for nomads, many brand-new to the lifestyle, by providing connections and fostering community. The four Caravan groups will continue gathering until April 2022, growing, shrinking, and merging as the needs of the community change.





## Programs

### 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 2011 with only 45 people in attendance, the RTR has grown through the years to over 10,000 people! The program is now operated by Homes On Wheels Alliance, Inc. and is dedicated to helping people who come from all over the USA, Canada, and several foreign countries.



Typically, the RTR is held in the desert of Southwest Arizona; however, like so many other events during the coronavirus pandemic, the Rubber Tramp Rendezvous and the Women's Rubber Tramp Rendezvous could not be held in person in 2021. But as nomads we are resourceful, and the RTRs were held in a completely online format with live presentations by knowledgeable nomads covering topics such as camp etiquette, solar power, and boondocking. The presentations consisted of a class followed by a question-and-answer period. We had approximately 12,000 viewers during the live feeds and 110,000 views of 2021 Online RTR videos. All sessions are posted on the [HOWA YouTube channel](#) for viewing at any time.

### Women's Rubber Tramp Rendezvous (WRTR)

The WRTR is like the RTR but is for women only. It 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 nomadic women. Education is focused on 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

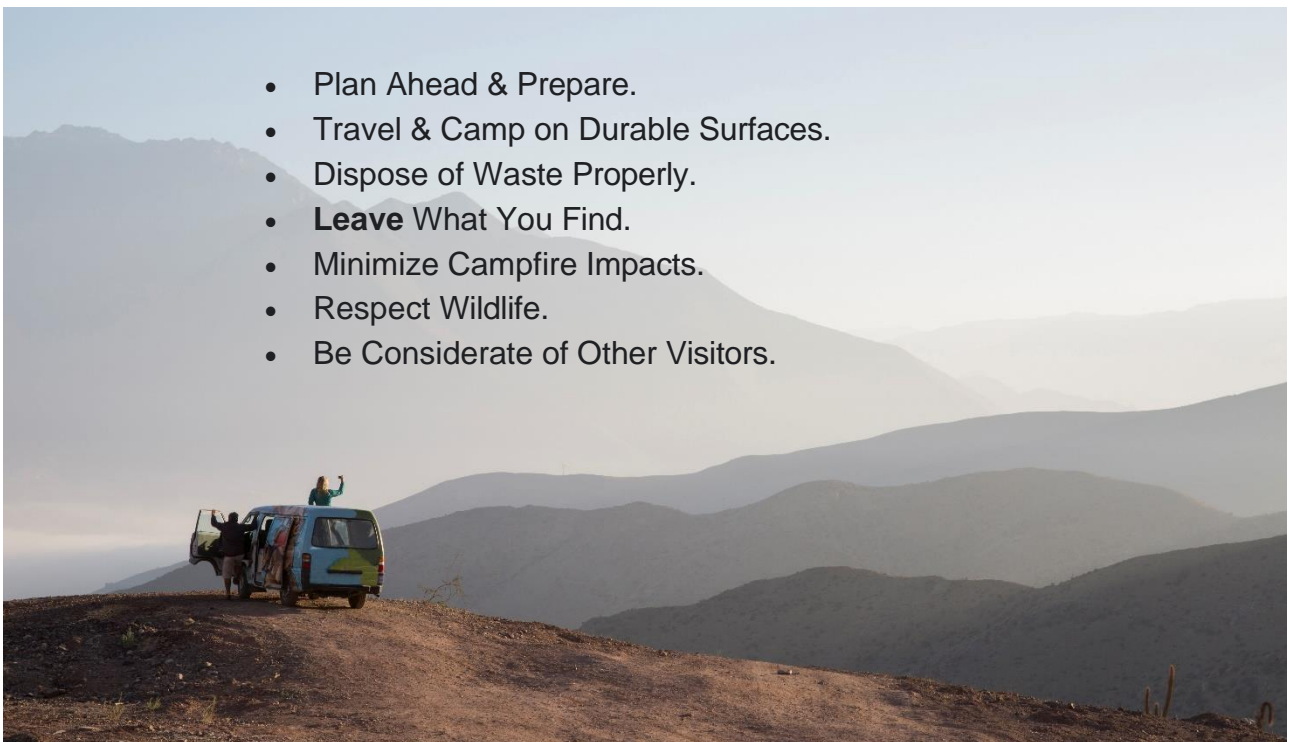
Social media played an important role in allowing HOWA to provide important educational programs and classes on how to live a safe, secure, and fulfilling nomad life. Our outreach sources included:

<u>FACEBOOK</u>	Members	<u>YOU TUBE</u>	<u>MEET UP</u>	
Business Page	6745	Subscribers	8057	
HOWA Group	37580	Video Views	189,654	
Camp Together	7899	(including		
Market Place	409	Virtual Classes)		
Women's RTR	2900		Members	7244
RTR Official	2497			
<u>INSTAGRAM</u>	1904			

### 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

Thank you **Lectric eBikes** for donating two New Step-Thru model Off-Road Electric Bicycles to support the work and mission of Homes On Wheels Alliance.

The drawing was held on January 27, 2021 with **\$7,611 raised to support HOWA's programs.**



**Bob Wells**, president of HOWA, bought an ambulance in the spring of 2021 and generously donated his 2015 GMC Savana 2500 Cargo van which was outfitted with everything necessary for a nomadic life. Volunteers spiffed it up to get it ready for the lucky winner.



With Bluetti's blessing, Bob also donated a **AC200MAX and B230 module** to HOWA after he did a video review on it.



The sweepstakes for Bob's van and the Bluetti system ran from May 2021 to January 2022 and **raised \$112,955** to help nomads in need! **Thank you Bob and all the sweepstakes donors!**



## Our Leadership Team



**Bob Wells**  
President  
Co-Founder



**Suane Carlson**  
Executive Director  
Co-Founder



**Phyllis Bickford**  
Executive Assistant



**Brian Gifford**  
Treasurer



**Karen Battaglia**  
Secretary



**Bob Kent**  
Trustee



**Susan Merrill**  
Trustee



**JP Smith**  
Provisional Trustee



**Sarah Kuiken**  
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**, 2021 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.

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



**Volunteers donated  
6685 hours - at \$10  
an hour that's a  
\$66,850 value!**

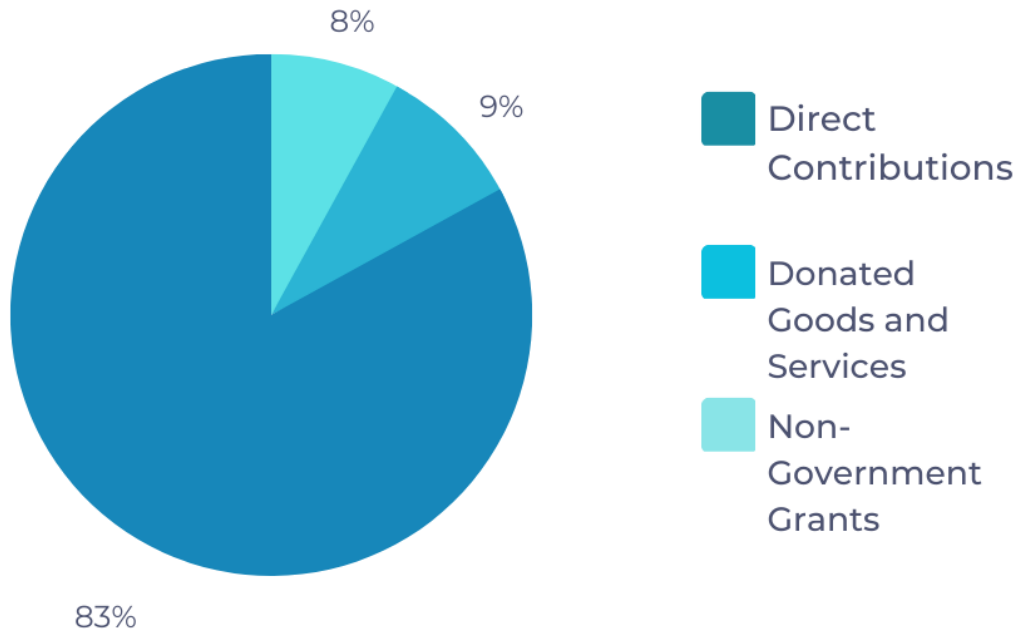


**We love our volunteers!**



## 2021 FINANCIAL SNAPSHOT

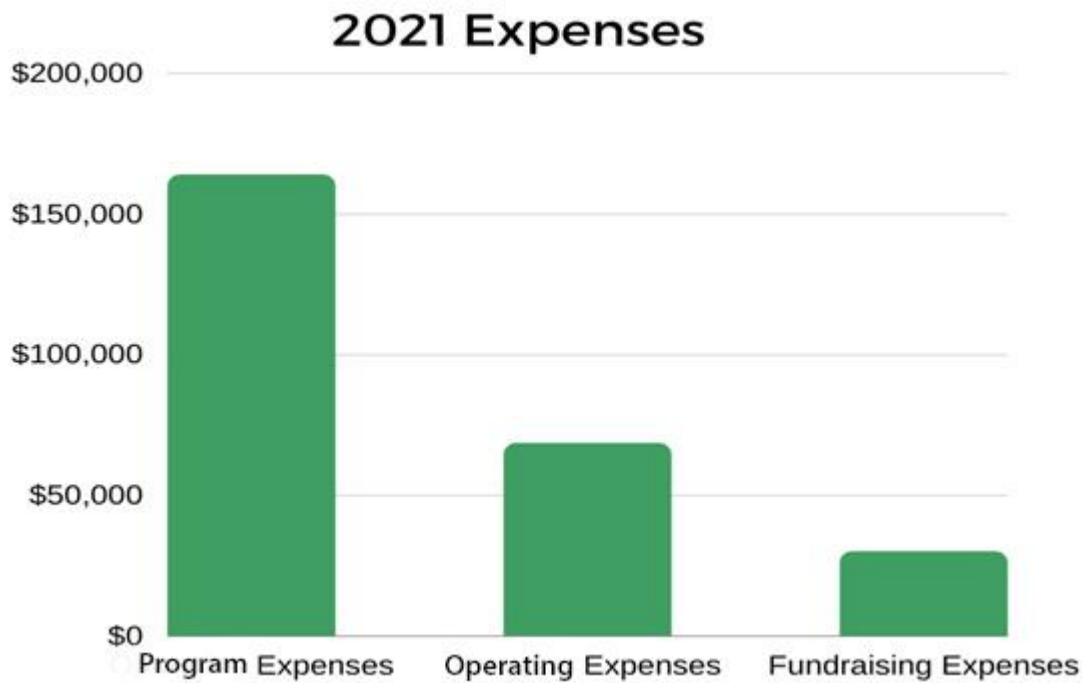
### 2021 REVENUES



#### **TOTAL REVENUES: \$327,410**

DIRECT CONTRIBUTIONS:	\$273,874	83%
DONATED GOODS & SERVICES:	\$ 28,536	9%
NON-GOVERNMENT GRANTS:	<u>\$ 25,000</u>	<u>8%</u>
<b>TOTALS:</b>	<b>\$327,410</b>	<b>100%</b>





#### TOTAL EXPENSES \$262,351

<b>PROGRAM EXPENSES</b>	<b>\$163,936</b>	<b>63%</b>
<b>OPERATING EXPENSES</b>	<b>\$68,448</b>	<b>26%</b>
<b>FUNDRAISING EXPENSES</b>	<u><b>\$29,967</b></u>	<u><b>11%</b></u>
<b>TOTAL EXPENSES</b>	<b>\$262,351</b>	<b>100%</b>

#### RECONCILIATION

<b>TOTAL REVENUE</b>	<b>\$327,410</b>
<b>TOTAL EXPENSE</b>	<u><b>-262,351</b></u>
<b>SURPLUS</b>	<u><b>\$65,059</b></u>

## Historical Performance



### Income

<b>2018</b>	<b>4*</b>	<b>\$25,065</b>	<b>4.65%</b>
<b>2019</b>	<b>12</b>	<b>\$202,280</b>	<b>51.83%</b>
<b>2020</b>	<b>12</b>	<b>\$362,454*</b>	<b>28.67%*</b>
<b>2021</b>	<b>12</b>	<b>\$327,410</b>	<b>50.00%</b>

### Expenses

<b>Year</b>	<b>Number of Months</b>	<b>Program Expenses</b>	<b>Program vs. Total Expenses</b>
<b>2018</b>	<b>4</b>	<b>\$1,166</b>	<b>7.16%</b>
<b>2019</b>	<b>12</b>	<b>\$104,841</b>	<b>59.32%</b>
<b>2020</b>	<b>12</b>	<b>\$103,909</b>	<b>44.70%</b>
<b>2021</b>	<b>12</b>	<b>\$163,936</b>	<b>63.00%</b>

### 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, 2021**

	TOTAL
<b>ASSETS</b>	
Current Assets	
Bank Accounts	
1000 Cash	
1010 Wells Fargo Unrestricted – 1914	181,309.61
1020 Wells Fargo Restricted – 3911	22,959.85
1030 Wells Fargo Escrow – 0253	5,837.01
1035 Wells Fargo Escrow -- 1527	12,501.01
1040 Petty Cash	8,900.00
1050 Initial Funding	0.00
<b>Total 1000 Cash</b>	<b>231,507.48</b>
<b>Total Bank Accounts</b>	<b>231,507.48</b>
Other Current Assets	
1400 Undeposited Funds	0.00
1500 Inventory	
1510 Inventory – Vehicles Program	0.00
1520 Inventory – Other	0.00
<b>Total 1500 Inventory</b>	<b>0.00</b>
<b>Total Other Current Assets</b>	<b>\$231,507.48</b>
Fixed Assets	
1700 Fixed Operating Assets	
1720 Company Vehicle	4,233.00
1740 Land – Operating	3,750.00
<b>Total 1700 Fixed Operating Assets</b>	<b>7,983.00</b>
<b>Total Fixed Assets</b>	<b>\$7,983.00</b>
<b>TOTAL ASSETS</b>	<b>\$239,490.48</b>

Statement Prepared Internally  
Accrual Basis Wednesday, March 1, 2023 10:11 PM GMT-08:00



**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)	0.00
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<b>TOTAL ACCOUNTS PAYABLE</b>	<b>\$0.00</b>
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Current Liabilities

Other Current Liabilities

2600 Security Deposit Liabilities	
2610 Escrow Account Deposits	5,116.86

<b>Total 2600 Security Deposit Liabilities</b>	<b>5,116.86</b>
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<b>Total Other Current Liabilities</b>	<b>\$5,116.86</b>
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<b>Total Current Liabilities</b>	<b>\$5,116.86</b>
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Long-Term Liabilities

2700 Long-Term Notes and Loans Payable  
2770 Long-term Liabilities – Other

0.00

<b>Total 2770 Long-Term Liabilities - Other</b>	<b>0.00</b>
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<b>Total Long-Term Notes and Loans Payable</b>	<b>0.00</b>
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<b>Total Long-Term Liabilities</b>	<b>\$5,116.86</b>
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Equity

3050 Net Assets	169,308.90
Net Revenue	65,064.72

<b>Total Equity</b>	<b>\$234,373.62</b>
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<b>TOTAL LIABILITY AND EQUITY</b>	<b>\$239,490.48</b>
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Statement Prepared Internally

Accrual Basis Wednesday, March 1, 2023 10:11 PM GMT-08:00

## 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 2021 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, and 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!

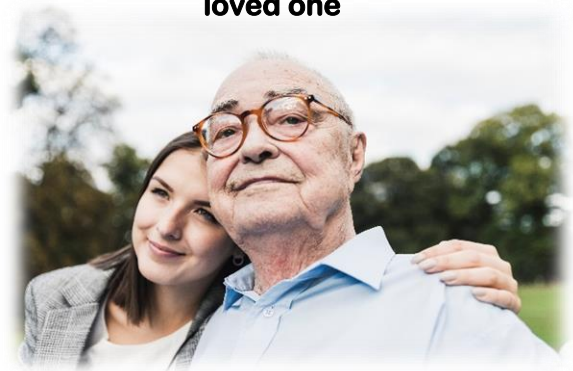
Consider making a donation in honor of a loved one

## #1: Donate Cash

Every Dollar Counts!

Online through -

- Facebook
- Patreon
- PayPal
- Our Website: [HomesOnWheelsAlliance.org](http://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](http://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!

## #4. Support a Specific Program

- Van Buildouts to create a “home on wheels” for someone in need.
- Bring Your Own Vehicle (BYOV) Builds
- 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!

## #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**

## Homes On Wheels Alliance, Inc.

**1970 N. Leslie #297  
Pahrump, NV 89060  
Tel: 775.764.8115**

[www.HomesOnWheelsAlliance.org](http://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).