

Building Our Future Together!



Home of My Own[®]

of WNY

On my own but not alone

2024 ANNUAL REPORT

Table of Contents

Mission, Vision and Values	3
Board of Directors	4
Supporters/Advisory Board	4
President's Report	5
Committee Reports	
Property Development	8
Marketing/Social Media/IT	9
Fundraising	11
Event Sponsors.....	14
Grants.....	16
Finance/Treasurer's	17
Proposed 2024 Budget	(attached)

Annual Meeting – January 21, 2025
6:30pm
Virtual Via Teams

Our Mission, Vision and Values

Our Mission:

To create apartment communities tailored to independent individuals with intellectual and developmental disabilities who desire to live in a safe, social and integrated community with lifelong sustainability.

Our Vision:

Our apartments are an inclusive, community-focused model. Readily available opportunities for socialization in and within close walking distance of their homes creates organic, meaningful interactions and opportunities that inspire the pathways to friendship and independence. Our community-centered location will provide easy accessibility to public transportation, employment opportunities, and leisure that will provide for lifelong sustainability.

Our Values:

Supported housing options need to be diverse if a person's rights are to be met. Individuals have the right to live as independently as is possible, in an environment that is appropriate to them. They need housing in community-centered spaces and opportunities that promote inclusion. Individuals should not be deprived of any civil or legal rights because of a diagnosis of a developmental disability. They deserve respect and dignity.

On my own but not alone



Board of Directors

Management Team

Our Board of Directors currently consists of parents and advocates looking for an alternative housing option to what is currently provided under OPWDD.

Board of Directors 2024-2025

Name	Position	Notes
Ellen Pachioli	Co-Founding Director, Secretary	Parent/Advocate, Retired Project Manager
Connie Stives	Co-Founding Director, Treasurer	Business Owner, Retired
Mark S. Carney, Esq.	Director	Attorney
Hon. Mary Giallanza Carney	Director	Erie County Family Court Judge
Karen Cuddy-Miller	Director, President	Retired Assistant Superintendent for Curriculum & Instruction
PJ Glauber	Director	President, Glauber Equipment
Leah Marchewka	Director	Marketing Manager – KH Industries
John Monson	Director	Safety Director – Manning Squires Hennig
Gretchen White	Director	Graphic Designer

Supporters

Our team consists of parents, community and professional persons supportive of our cause.



Advisory Board 2025

Name	Profession/Area of Interest	Committee
Nancy Bojanowski	Human Resources	Residential Supports, Fundraising, Advisory
Michael Burns	Financial Advisor	Finance/Advisor
Amy Downing	Parent, Real Estate Development	Property Development
Janet Fisher	Teacher (Retired), Parent	Fundraising Chair
Kara Fisher	Non-profit	Fundraising
Rhonda Frederick	President, CEO People Inc. (Retired)	Advisory
Paula Glauber	Parent	Fundraising
Bill Lanning	Accountant	Finance/Advisor
Pat Lawrence	Parent, Nurse	Residential Supports, Fundraising
Joe Somma	Retired	Fundraising
Deborah Waldrop	Department of Social Work – UB (Retired June 2022)	Social work liaison. Residential Supports, Fundraising

President's Report

President's Message – A year in review.

...And WOW – what a year it has been! As I was rereading my President's Message from last year – the message was focused on the ebbing and flowing of our efforts to fundraise in a manner that would allow us to secure a location that would help bring our mission, vision, values and goals to life. We had completed four years of coming close to a number of locations, that ultimately did not work out for one reason or another.

LITTLE DID WE KNOW – that one week after writing that message, during the first week of January 2024, we would be looking at yet another apartment complex; AND THIS TIME – Our efforts would finally come to fruition!

As we have done with every opportunity presented to us, we looked very closely at the pros and cons for the purchase of 30 Linwood Ave, in Williamsville, NY – before we moved forward.

The positives well outweighed the concerns. The location – STELLAR. A safe neighborhood, close to public transportation, walking distance from the village of Williamsville, that could offer all that we hope for our future residents. A community where they would work, shop, and seek entertainment, a community in which they could participate and thrive; with wonderful neighbors to boot!

The price-point was “attainable.” Our founding Board Members, Ellen Pachioli and Connie Stives worked tirelessly to find funding that would enable us to submit a winning all-cash proposal to the sellers of the property. Thanks to their tireless efforts and the incredible faith and generosity of individuals who became “Angel Investors” in the property – the property became the first official residential location of Home of My Own® of WNY in May of 2024.

As excited as we were (and are) about this ‘new to us’ location, the “cons” were our next focus. This location is comprised of three apartment buildings, with four apartments in each building. Unfortunately, the conditions of the apartments were woefully out of date and in a considerable state of disrepair. We would need to do a lot of work to bring each apartment up to the standards that we have set for our future residents. We began this work immediately – having the concrete steps and walkways to each building replaced almost immediately. Throughout the next several months, we met with the representatives from utility providers and were happy to learn that many of our upgrades will qualify us for reimbursement and future utility credits. Demolition within the apartments began as we removed brick chimneys that were now obsolete as we upgraded the HVAC systems for each apartment and began window replacement. SO MUCH WORK TO BE DONE!

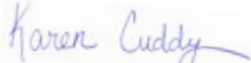
We concomitantly continued the pursuit of grants, donations, and the support of community fundraising efforts to help fund these renovations. Depending upon the success of our fundraising efforts, we hope to open the doors of our first apartments by this summer!

And while we are excited to open our doors and move to the next steps that having a property allows us to focus on (yippee – naming our properties soon!), we are also acutely aware that securing 12 apartments does not fully address the housing crisis which is the foundation of our work. (This was definitely a second “con” to the purchase.) However, while our immediate efforts are driven by the needs of 30 Linwood Ave, we continue to hold our overarching goal of a larger residential community dear to our hearts and embedded in our mission. We have come to recognize that this initial smaller unit is the perfect first step as we embark on that which residential ownership will entail.

As the year continued, in October of 2024, we joyfully hosted a celebration in gratitude to everyone who has made this progress possible and officially kicked off our capital campaign. EVERY DOLLAR has mattered, and every dollar will continue to make a difference in our movement forward. Someone recently commented to a group of our board members, “We are a purpose-driven organization.” This statement struck me with such truth. We are focused on our purpose and our purpose is focused on bringing to fruition what those in need cannot do for themselves.

And so, with January of 2025 upon us – we are looking forward with hope, joy, and purpose. We are grateful for all of you who choose to join us on this road and your partnership as we move forward.

With gratitude and warmth,



Karen Cuddy-Miller
Home of My Own® of WNY, Board President

Committee Reports

Property Development

Submitted by John Monson

After several years of searching by the property development committee and with the help of many, our Board of Directors was able to purchase and close on an existing apartment complex at 30 Linwood Avenue in Williamsville at the end of May 2024. The complex consists of three buildings, each containing four (4) individual apartment units and large lower levels that will accommodate common areas, laundry, and resident storage. The buildings are situated closely side by side, sharing a parking lot and future outdoor space. The area is walkable with access to public transportation.

Understanding the immediate need for housing in the IDD community, renovations began immediately, with some of the first exterior renovation work beginning in early June 2024. Extensive renovations and updates are taking place on all three buildings in a phased approach to maximize our capital funds and prepare for occupancy. Our phasing started with Building C. As of 12/31/24, the renovation work includes but is not limited to:

BUILDING _____ % COMPLETE



ALL BUILDINGS _____

100%

- Upgraded entry stoops and sidewalks for Buildings C, B, & A
- Exterior drainage upgrades for Buildings C, B, & A



Building C – Apartment Units 9,10,11,12 _____

100%

- Required demolition including old boilers, hot water tanks, old chimneys, bathrooms, kitchens, flooring, walls, items left by former tenants, and misc.

- Upgraded electrical service/panel purchase and installation
- Upgraded electrical wiring purchase and installation
- Upgraded plumbing purchase and installation
- New heating and cooling heat pump units purchase and installation
- Kitchen and bathroom ventilation fixture purchase and installation

• Kitchen cabinet and countertop purchase and installation - *cabinets and counters ordered not installed* **50%**

• Common Areas - subfloor installed **20%**

• Wall repairs and ceiling repairs **10%**

• Bathroom fixture purchase and installation - complete divertors are installed **4%**

• Flooring purchase and installation **0%**

• Common laundry

• Storage

Property Development Cont'd

BUILDING

% COMPLETE



Building B – Apartment Units 5,6,7,8

100%

• Required demolition including old boilers, hot water tanks, old chimneys, bathrooms, kitchens, flooring, walls, items left by former tenants, and misc.

- New window purchase and installation
- Upgraded electrical service/panel purchase and installation
- Upgraded electrical wiring purchase and installation
- Kitchen and bathroom ventilation fixture purchase and installation

• New heating and cooling heat pump units purchase and installation **60%**

• Upgraded plumbing purchase and installation **50%**

• Bathroom fixture purchase and installation **25%**

• Kitchen cabinet and countertop purchase and installation - cabinets and counters ordered **0%**

- Wall repairs and ceiling repairs
- Flooring purchase and installation
- Common Areas
- Common laundry
- Storage



Building A – Apartment Units 1,2,3,4

100%

• Required demolition including old boilers, hot water tanks, old chimneys, bathrooms, kitchens, flooring, walls, items left by former tenants, and misc.

- New window purchase and installation
- Upgraded electrical service/panel purchase and installation

• New heating and cooling heat pump units purchase and installation **60%**

• Upgraded electrical wiring purchase and installation **40%**

• Upgraded plumbing purchase and installation **0%**

- Kitchen and bathroom ventilation fixture purchase and installation
- Kitchen cabinet and countertop purchase and installation
- Bathroom fixture purchase and installation
- Wall repairs and ceiling repairs
- Flooring purchase and installation
- Common Areas
- Common laundry
- Storage

Property Development Cont'd

As you might have noticed throughout this annual report, there is a theme among our messages: We are so very excited, AND there is a lot of work to be done. Throughout the Property Development report, we articulated the work that has begun as well as our percentage of progress on each of these areas.

While many of our projects were started immediately after we assumed possession of the 30 Linwood property, and some have even been completed – there is much more to be done, and the total costs can only be estimated at this time.

We continue to pursue many venues of financial support – grant applications and energy incentives will both be critical assets in our journey. Community support will also be an important part of our story as we move forward.

If you are receiving this annual report – you have already likely been invited to be a generous donor on behalf of Home of my Own® of WNY. While we will continue to invite your participation in fundraising opportunities, if you are aware of any philanthropic donations/programs or opportunities that might help us reach our goals – please share our great work or share information with us so that we might be able to pursue!

With a closing note, we also must acknowledge that not only are we excited about moving forward with 30 Linwood Avenue in Williamsville, NY as our first residential property – but that our 'eye is still on the ball' to bring our original vision to life. We know that this property is just the beginning – an opportunity to practice the proof of concept, but it is not enough. Once we have established 30 Linwood as a viable and sustainable property – we will move forward with MORE. More apartments, more residents, more opportunities – MORE for those individuals who have the desire and capacity to live with independence but need support in not only securing a residential option that allows them to live, but to also thrive. Thank you for being a part of this mission.



Marketing/Social Media/IT

Submitted by Leah Marchewka

MARKETING & COMMUNICATIONS

In 2024, our marketing, communications and social media efforts focused on expanding our reach, engaging with the Western New York community, and driving support for our mission to provide affordable housing to those with intellectual and developmental disabilities who are looking for independent living options. Being an entirely volunteer board with very part time, volunteer committee members certainly has its challenges, but by utilizing a combination of marketing, social media and communication efforts we successfully amplified our message and deepened connections with our supporters.

MARKETING INITIATIVES

Overall, our marketing efforts focused on 3 areas: providing news and information regarding our organization, highlighting and advertising fundraising activities, and providing some information to our audience on other like-minded groups and related topics. The best news we were able to share with our audience in 2024 was the purchase of our first property in May. After a ton of hard work, that was very exciting news to pass along to everyone in the community who has been supporting us the past five years. That said, we have worked diligently to communicate other news and information regarding our organization as it has come up throughout the year as well. Sometimes communication is focused on families or potential residents who want to know the status of our projects, other times the communication is focused on informing audiences about who we are, what our mission is and the population we serve.

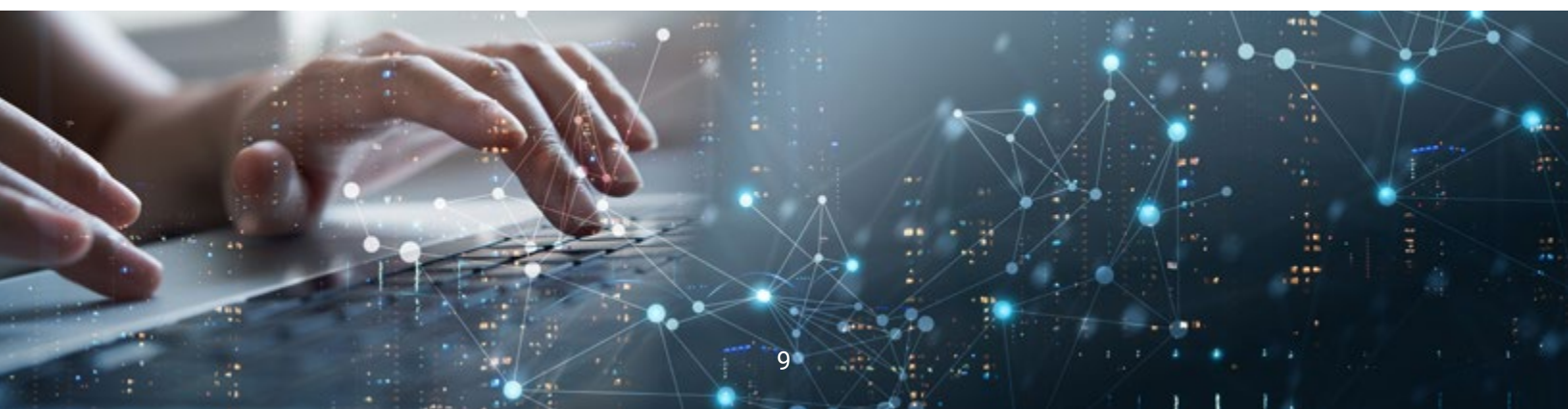
As a nonprofit focused on the purchase and development of property, our biggest initiative has been – and will continue to be – raising money to reach our goals. Thus, in 2024, our marketing has primarily been focused on highlighting and advertising our fundraising events and activities. Whether it was a chicken BBQ fundraising dinner in April, the many Transit Valley Country Club Women's Group's fundraisers this summer, the Give 716 campaign in July, or our big Thank You, Five Year Anniversary party in October, our marketing initiatives focused on where the funding comes from. After our October event our marketing has focused on the kickoff of our Capital Campaign. Marketing is out there making sure we spread the news and raise the money every time a new fundraising activity is planned.

Lastly, marketing also likes to support other, similar groups from the Western New York community who either participate with the I/DD population in some fashion or are related to housing for the disabled in New York State. Any time we are able to share information or support other related nonprofit groups, we try to do that to keep our audience informed as well as support other nonprofits and their mission.

MARKETING HIGHLIGHTS

Marketing highlights from this year include an increased presence on Facebook with many social media posts to keep our supporters engaged, infographics for presentations, email graphics as well as photos and graphics utilized in a variety of other marketing and communications. The creation of presentations, event videos, graphics and supporting materials for grants and foundation applications was also a focus.

While social media has been solely concentrated on Facebook so far, there is a consideration to expand to other platforms. With the emphasis on growing our funding sources to be used for renovations at our first property, our volunteer group works hard to keep our expenses as low as possible. This excludes participation of any paid advertising currently, opting for organic social media growth and networking in the local community instead.



Marketing/Social Media/IT Cont'd

EMAIL MARKETING & NEWSLETTERS

Our email marketing is part of a larger marketing effort where the goal is to support general communication efforts. The database for Home of My Own® contains over 900 email subscribers. We can also target specific groups as necessary.

- Fundraising email blasts included event invitations and notices, tickets sales and sponsorship requests. Our Celebration Event email blasts had anywhere from 24.3%-55.6% open rate and up to a 9.1% click through engagement rate.
- Our informational or update emails such as newsletters resonated particularly well:
 - o Another Voice Article by Karen Cuddy-Miller had a 40.7% open rate
 - o The President's Message had a 38.1% open rate
 - o Press Release – 38.2% open
 - o Spring Update – 56.3% open
- Smaller, targeted email blasts tended to have a 70-100% open rate.

MOVING INTO 2025

The primary goal in every area of our organization is to work with the executive board and committee members to increase donors and enhance donor retention so we are able to continue reaching our fundraising goals and completing our mission. While our goals are lofty, our audience reach has expanded this past year, accomplishing quite a lot for a wholly volunteer organization. In addition to increasing bandwidth with more marketing activities, the marketing and communication team has some goals for 2025:

- Creation of more video content – ideas include highlighting potential residents as they describe their goals for independent living, a progress video for the 30 Linwood property, and an updated video that tells the Home of My Own® of WNY story to an audience of potential donors, and the decision makers wishing to award grants and foundational monies.
- Development of a more regular email newsletter that can highlight not only the status of our first property at 30 Linwood, but any grant and foundation news, fundraising activities and events, news from the WNY disability and housing communities and more.
- Consider expanding social media to other platforms. This would include LinkedIn to strengthen business relationships and professional connections as well as Instagram where we might further highlight photos from our events and provide graphic content relevant to the disability community in WNY.
- Increase social media followers & email subscriber lists by 10% while focusing on increasing engagement. Also, we would like to work towards a better audience balance along gender and age demographics (currently 18% men, 82% women and 45% between 35-65 years old).
- Look for a photographer willing to donate their time and skills to updating board photos and taking photography at events, while keeping our overhead negligible for these services.

In 2024, our marketing and social media efforts played a pivotal role in advancing our mission. We're grateful for the unwavering support of our team, partners, and community, whose collective efforts have helped us achieve lasting impact. Together, we look forward to another year of growth and meaningful change in the areas of marketing and communication.

Fundraising

Submitted by Ellen Pachioli

April 26, 2024 – St. Paul's Chicken BBQ – We thank St. Paul's Lutheran Church in Williamsville who hosted a 4th BBQ fundraiser on our behalf.

July 15-16, 2024 – Give 716

August 8, 2024 – TVCC Charity Event – Home of My Own® was lucky to be the beneficiary of the Transit Valley Country Club's charity event for a second year. Many of the club's membership have become on-going generous supporters of our organization. The women of Transit Valley Country Club have been able to support several lesser-known non-profits around Buffalo via their annual charity event. We consider ourselves fortunate to have been a chosen recipient in 2023 and 2024.

October 23, 2024 – Celebration Event – This celebration was to give gratitude and to celebrate the many wonderful friends, donors and sponsors who have helped us over our first five years. The evening featured hors d'oeuvres, cocktails and an amazing live, local band, The Rig! And because the venue, food and beverages were donated by Canterbury Woods, nearly 100% of the proceeds went to Home of My Own®. The amazing supporters of Home of My Own® made it possible for us to purchase our first location in Williamsville.

December 3, 2024 – Giving Tuesday



2025 Board of Directors



Fundraising Cont'd

Even though the number of individual donations made overall last year was down from the previous year, the dollar amount was greater. The average donation amount per donor was up compared to previous years due to our Angel donors and grants.

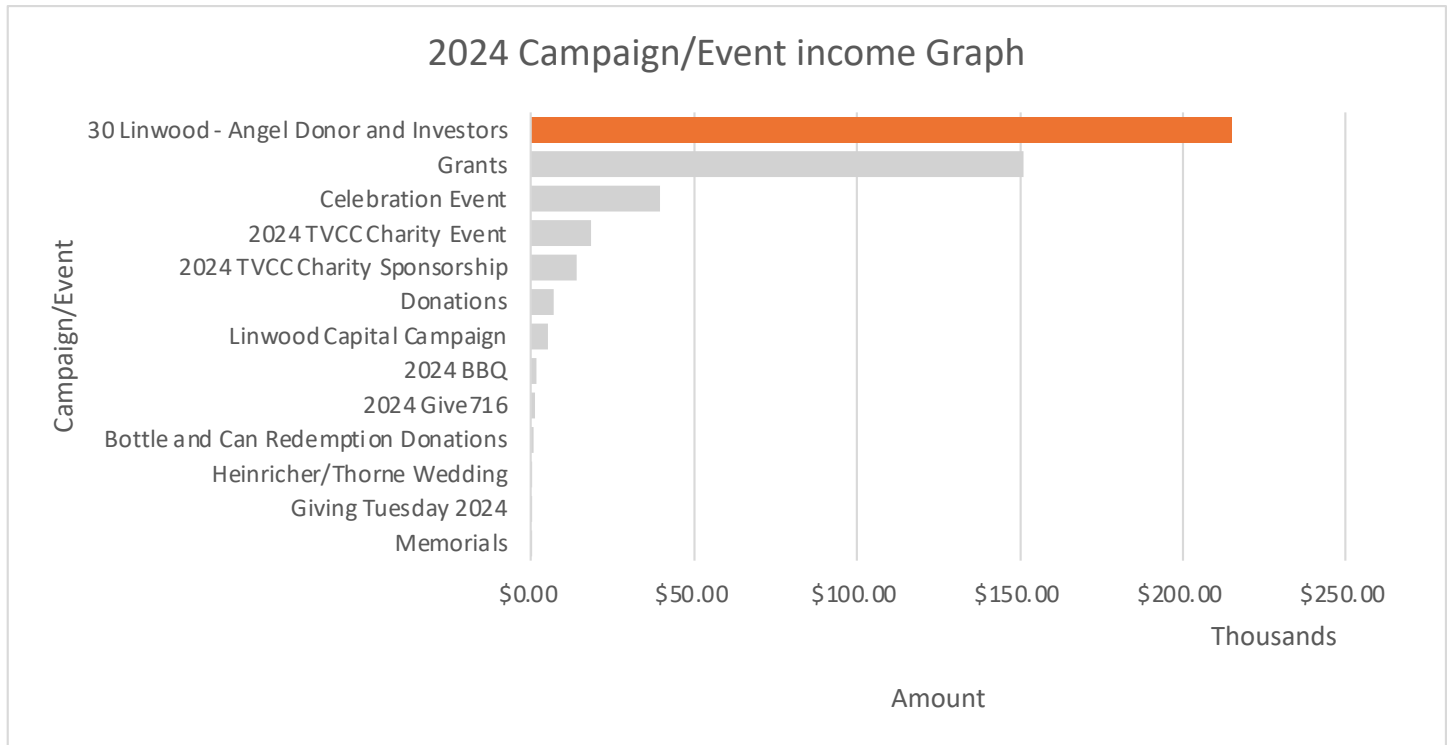
BY THE NUMBERS:

2024 CAMPAIGN/EVENT	DONATIONS	TOTAL RAISED
Celebration Event.....	159	\$39,310
2024 TVCC Charity Sponsorship	57	\$14,105
2024 TVCC Charity Event.....	54	\$27,507
Donations	26	\$6,872
Give716	13	\$2,069.84
Grants	11	\$151,200
Heinricher/Thorne Wedding	6	\$275
Linwood Capital Campaign	6	\$5,025
30 Linwood - Angel Donor and Investors	5	\$215,124.57
Giving Tuesday	3	\$175
Memorials	2	\$125
Bottle and Can Redemption Donations.....	2	\$458
2024 BBQ	2	\$1,489
GRAND TOTAL.....	346	\$463,735.41

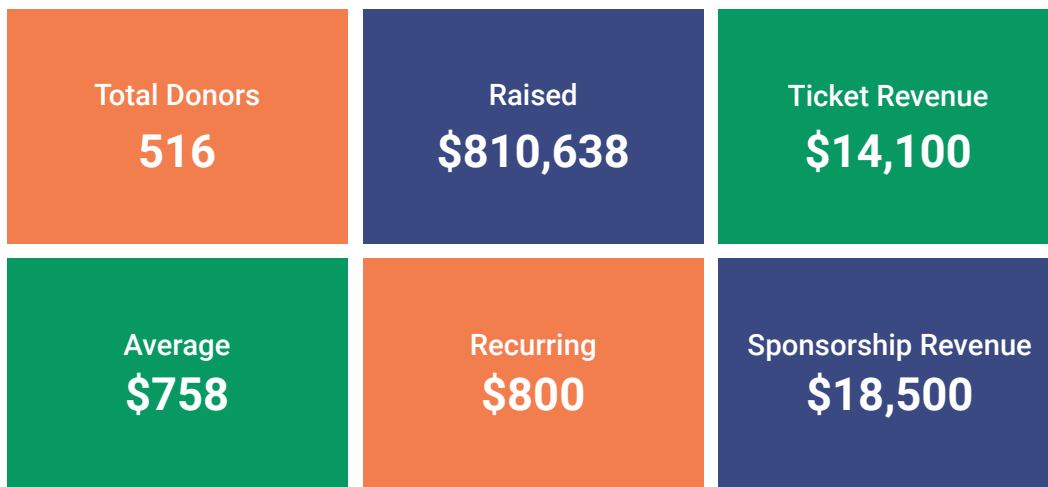
In addition, we thank our 'Angel Donors' who, combined, gave \$215,124.57 toward the purchase of 30 Linwood: James Heinricher, Chris and Gretchen White, Myszka Family Foundation, PJ and Paula Glauber, Cheryl and Gianfranco Onorati.

The 'Angel Investors' made low interest loans to Home of My Own include Wayne and Ellen Pachioli, PJ and Paula Glauber, Connie and Tim Stives, Thomas Heinricher, John Stevens, Karl and Judy Kristoff.

Fundraising Cont'd



DONOR STATISTICS SINCE 2019



Fundraising Cont'd

2024 EVENT SPONSORS

TVCC Charity Golf Event

Breakfast/Lunch Sponsor - \$1000

West Herr Automotive Group

Corporate Sponsor (\$500)

William and Kathleen Mattar - William Mattar PC

Marc Rosenthal - ROI Financial Group

Rich McCarthy - M&T Bank

Nancy Pohlman - MJ Mechanical

Norm Orłowski - Erie and Niagara Insurance Association

Karl Kristoff - Hodgson Russ LLP

Rob Wallace – Canterbury Woods

Eric Balsom – Kenny Carpets

Ned Gian Jr. – Gian Properties

Beverage Station Sponsor (\$250)

Andrew Brocato - Tops Friendly Markets

Barbara Hamilton and Jeffrey Freedman

Personal Sponsor (\$100)

Paul Amigone

Randy and Alice Androozzi

Sandy Barton

Eileen Baynes

Margery Block

Carol and James Braniecki

Daniel and Lisa Canavan

Steve Cappellucci, DDS

Cheryl Carr

David and Pat Clabeaux

Jonathan Decker

Lis Di Giore

Jeanne Dorn

Tom and Karen Ganzenmuller

Mr. and Mrs. PJ and Paula Glauber

Dr. and Mrs. Robert Glover

Fred Holender

Joseph Huber

Pat and Jim Julian

Dennis and Kay Kempner

Randy Kramer, MusicalFare Theatre

Kelly Longo

Rosemary Mack

Mary Pat Mattar

Craig and Norine McIntyre

Patti and Michael McLain

John Militello, Kimil Construction

Ellen and Wayne Pachioli

Michele and Lance Pozarny

Richard and Judith Romer

Deborah Schwartz, Kangen Water

Sallie Stall

Mr. and Mrs. Michael and

Maryann Stetter

Dr. and Mrs. Jack and Lynne Stevens

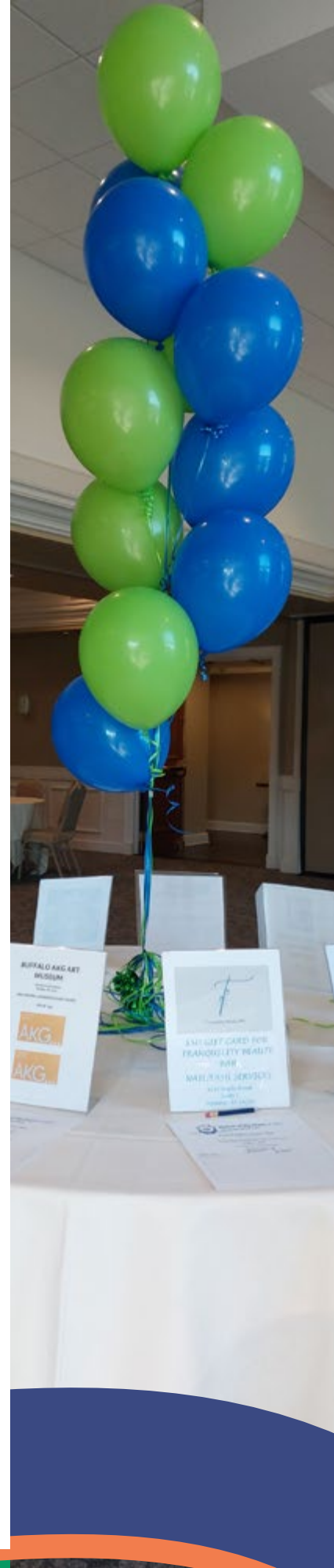
Thomas and Patrick Topper, Prudential

TVCC Women's Committee

Donna and Jim Tyrpak

Bruce Wischerath

Pat and Michele Wolffe



Fundraising Cont'd

Celebration Event

Presenting Sponsorship

Canterbury Woods

Silver

Lamparelli Construction Co
West Herr Automotive Group
Zubin Custom Homes, Inc
Jim and Nancy Bojanowski
Mark Carney
Stephen Hunt

Bronze

Imagine Solutions
Safetec of America
Uniland Development Corporation
Ellen Koessler
Rose Lloyd



Fundraising Cont'd

2024 GRANTS

<u>DONATION DATE</u>	<u>FOUNDATION NAME</u>	<u>AMOUNT</u>
7/1/2024.....	Mulroy Family Foundation	\$10,000
7/22/2024	Vera B. Arrison Foundation.....	\$10,000
8/14/2024	Enterprise Mobility Foundation.....	\$2,000
9/20/2024	James H. Cummings Foundation	\$25,000
10/7/2024	Bill and Jean Irr Family Foundation at the Community Foundation for Greater Buffalo	\$25,000
11/20/2024	Warren and Patricia Gelman Philanthropic Fund at the Foundation for Jewish Philanthropies.....	\$200
12/7/2024	Bruce T. Williams Family Foundation	\$16,000
12/18/2024	Paul J. Koessler Foundation, Inc.....	\$31,000
12/18/2024	The Myszka Family Foundation	\$25,000
12/26/2024	The Giallanza Foundation.....	\$2,000
12/30/2024	The Baird Foundation	\$5,000
TOTAL:	\$151,200

Finance/Treasurer's Report

Submitted by Connie Stives

With the purchase of our first residential location, 30 Linwood Ave, 2024 kept us focused and busy in the financial department. Our work with investments, angel loans, donations, and our first mortgage was critical to bringing this residential setting to fruition in a manner that allowed us not only a successful purchase, but the opportunity to begin work on the significant renovations that we anticipate at our newly acquired Williamsville location.

Board of Director decision-making during 2023 and 2024 fiscal/calendar years, resulted in intentional placement of our some of our funds into higher interest savings accounts, where we were able to realize increased earned income. Additionally, 2024 revenue sources included multiple fundraisers, direct donations from generous community members, as well as newly awarded grant funding.

Critical steps to grant application are often inclusive of the submission of verified financial records. As such, we engaged the accounting firm of ZLC Group CPAs, LLC as a third party to complete and provide an independent Audit of our Financial Statements for Home of My Own® of WNY. (These financial records are now available upon request).

As we move forward in January of 2025, Home of My Own® of WNY is working to apply to the Town of Amherst, NY for property tax exemption status. This potential tax exemption will help us to realize additional savings annually.

Our financial focus for the coming year will be on the application of additional/larger grant funding opportunities and philanthropic giving to help us to complete the much-needed renovations on 30 Linwood Ave and hopefully, open our doors to our first tenants by the summer of this year!

