

ATTACHMENT 4
TO FORM 1023 APPLICATION

A TALL ORDER INCORPORATED

428 West 300 South, Salt Lake City, Utah 84101-1100

Employer Identification Number: 83-3565545

Relating to Part IV

Description of Your Activities

Organization Type

A Tall Order is requesting approval to become a Private Operating Foundation with 501(c)(3) status. We are seeking tax exempt status from the IRS because of our charitable and educational activities.

Mission Statement

Helping under-privileged and homeless overcome poverty through low-cost housing and life skills programs that include self-reliance and addiction relapse prevention.

History of Our Organization

We, Brent Willis and my wife Naomi, have owned low-income properties since 2002. In 2009, the Salt Lake City Redevelopment Agency invited us to bid on a property in downtown Salt Lake City. This property, called the Rio Grande Hotel, had been built in 1911 and was on the historical registry of sites for the state of Utah. This hotel was located one block from the homeless shelter and operated as a 50 bedroom single resident occupancy (SRO) hotel with common bathrooms and kitchens. We submitted a proposal and were selected by the city council/RDA (see attachment 5) to operate this facility under a 25 year contract in September of 2009. The lease contract was signed in December of 2009 (see attachment 25). After extensive remodel, the building was opened in March of 2010 under the name HomeInn Rio Grande Hotel. We selected and registered the name “**HomeInn**” because we wanted the residents to feel as if it was their HOME. We immediately began to operate under Utah Innkeeper laws (Utah code 29-02-103 through 106) that allowed us to set strict rules posted as “house rules” and “policies”. We had little problem filling the building with rents at \$300 per month that included all utilities, as well as free use of washers and dryers and other services. Our current rents after 9 years, is \$330 per month. We quickly noticed that even though the low rents were appreciated, many residents quickly ran out of funds and returned to the homeless shelter. We were determined to find a way to help them stabilize their lives while in our building and find a way to help our residents become self-supporting. In 2018 we entered an agreement with LG Property Management (Leesa Garner was a former employee that wanted to specialize in the management of facility managers and employees. See Attachment 6). This added layer of management oversight helped us start to more focus on our facility programs. We feel that as a

non-profit company we could accomplish so much more by providing more of these programs within the facility, and to other outside organizations.

I authored a book in 2009 called *The Golden Quest*. It outlined the stepping stones I had personally found helpful in attaining our own path to self-reliance and what I had observed worked for our residents. I began teaching lessons from this book in 2011 and having open workshop discussions with our residents to find as many tools as possible to help them overcome the cycles of poverty and addictions. These open workshops have evolved to the point that we have seen great success in helping our residents find productive work, when possible for their situation, and remaining solvent while rebuilding a life based on what has become our three-prong approach; **Self-reliance, Life Skills Training, and Relapse Prevention**. We have grown and now have a licensed clinical social worker (LCSW) overseeing our programs, as well as three teachers and volunteer resident facilitators to administer the workshops. We also have added a **“Guest Task Program”** that helps our residents reduce their rent, as they accept and follow-up on cleaning and maintenance jobs in our building. We also added a **“Give Back Program”** in 2017 that provides longer resident stays to those who are serving out in the local community. Many of our residents are now working in the homeless shelter, food banks, and other programs in the area.

In all of these efforts, we have kept one metric since 2015. **How many residents, who move out of our facility, move to better housing? The metric has now grown to over 90%.** Since implementing our programs, now over 90% of the residents we serve will become self-supporting enough to move to better housing.

Programs Offered To Target Groups

In 2013, we reserved the internet address name “A Tall Order.Org”. We have been gradually building towards placing all of our teaching programs under this organization. We have had many local facilities, including half-way houses, homeless shelters, and other low-income facilities express interest in having our programs in their buildings to help their residents. We desire to be approved for 501(c)(3) status so that we will be able to improve and expand these efforts with our building and our community. We will provide free workshops and teaching materials to any groups or organizations that desire to share these successful practices in their facilities. All of these programs are self-funded within our housing operations, but we will accept donations from the local community, through our web site, to help us cover expenses for staff and program material expenses.

We personally plan to fund all operations through the remainder of 2019 (approximately \$52,000.00 for anticipated salaries and materials, see Part IX A. Statement of Revenues and Expenses).

Expanding Low-Income Housing for Target Group

The City of Salt Lake, through the Redevelopment Agency (RDA), has expressed interest in providing more low-income housing within the city. The agency has expressed a desire to help us obtain more properties to operate, including making the current HomeInn Rio Grande Hotel available for purchase to us. We desire to purchase this property from them and place it within our non-profit structure by early 2020. One problem we have encountered, while trying to obtain

affordable housing facilities, is the disadvantage of our private company status. Most local governmental agencies must open up any bidding process to all bidders when it involves private companies. The current price of land and properties has made it unfeasible to add any new properties with overhead low enough to provide low rent for our residents.

We desire to be approved for 501(c)(3) status, so we can become eligible for land and property offers from local agencies holding desired properties without going through a competitive bidding process.

We would also begin raising funds to purchase land, properties, and construction costs through an approved grant writing process. A local non-profit grant writing company has been identified as a possible partner for us if we are successful in obtaining non-profit status.

We plan to become fully self-sustaining in 2020 through the building rent revenues, as we are successful in placing the HomeInn Rio Grande Hotel within the non-profit organization. We will do this through the purchase of the hotel, or through moving our lease agreement within the new non-profit organization, if we are unsuccessful in obtaining a purchase agreement with the RDA of Salt Lake City.

Our Vision and Anticipated Growth

We have received positive comments and feedback from the local governmental agencies and service providers in our community. Many new groups we meet in the homeless service provider community are surprised to find that we are not yet a non-profit organization. They see us serving in our local community councils and recognize the good we are trying to do in providing low-income transitional housing and self-reliance programs to so many. We desire to join this non-profit community, and we see a bright future in the growth we can attain here in our home state of Utah.

We also see great opportunities to share our concept and experience with other organizations throughout the United States, including our procedures, programs, proprietary software and consulting services.