



Left – Kawakawa Lodge pōwhiri
(Terry Waite CBE visit)

Right – Sir Stephen Tindall and
Tindall Foundation CEO
John McCarthy meet
Homes for People
residents



Investor Report



Homes for People develops social and affordable housing

Good homes help build good communities.
Homes for People provides people an opportunity
to be more grounded within our community.

Darren Birch
Co-Founder Homes for People

A Social Enterprise

Homes for People is a charitable trust bringing together social impact investors with commercial and community partners to deliver affordable housing for lower-income households in our community.

Homes for People's affordable homes are sold to lower-income households with the option of our HomeSaver and Shared Equity programmes providing Assisted Homeowner opportunities.

Homes for People also supports homeless households in government funded Transitional Housing as they look for long term sustainable housing.

Vision

To empower and transform community with innovative social and affordable homes for low income people and households in our region.

Goals

- 🏠 To develop and enhance social and affordable housing in our community, supporting aspiring low-income people and households who may not otherwise benefit from a stable home.
- 🏠 To improve the social, emotional and physical environments of people and households we work alongside by providing them with affordable, warm, secure and suitable homes.
- 🏠 To develop and enhance national and regional partnerships across social, commercial and community sectors to deliver smart, efficient and affordable homes.
- 🏠 To provide affordable home ownership and rental models that are financially sustainable.

Values

Welcoming

We welcome the diversity of culture, experience and faith perspectives that make up our communities and are willing to work with all people and households who aspire to obtain a stable home.

Generosity

We are committed to sharing our care, skills and resources to serve, nurture, restore and to encourage all those we work and partner with to do the same.

Partnership

We are committed to using the resources entrusted to us in good faith; building community through sustainable partnerships and acting responsibly for the benefit of the people we work alongside.

Restoration

We are committed to the beauty of restoration; seeing stability restored in people's lives, relationships restored and houses restored to being suitable homes.



Homes for People

Developing Social and Affordable Homes

Benefits of Homes for People Housing

Compact, Efficient, Good Quality Homes

Homes for People Residents benefit from a positive social, emotional and physical environment which improves financial security along with health and wellbeing.

The wider community benefits from a more active participant in society and from reduced health, social service and housing costs.

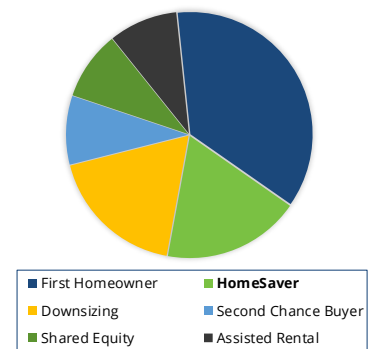
Homes for People builds using quality, reliable materials. Our compact designs consider the whole of life cost of maintenance.

Homes are primarily one and two bedrooms to mitigate the unmet demand in the market. Some family sized homes are also being developed for larger households to alleviate over-crowding.

We work on a mixed tenure model with first home buyers living alongside people who are downsizing and those who are supported by our HomeSaver programme.

"Owning my home has bought back my confidence in life."

HOMEOWNERSHIP TENURE



The Shortage and Unaffordability of Housing

The shortage of affordable housing in growing NZ cities is well known.

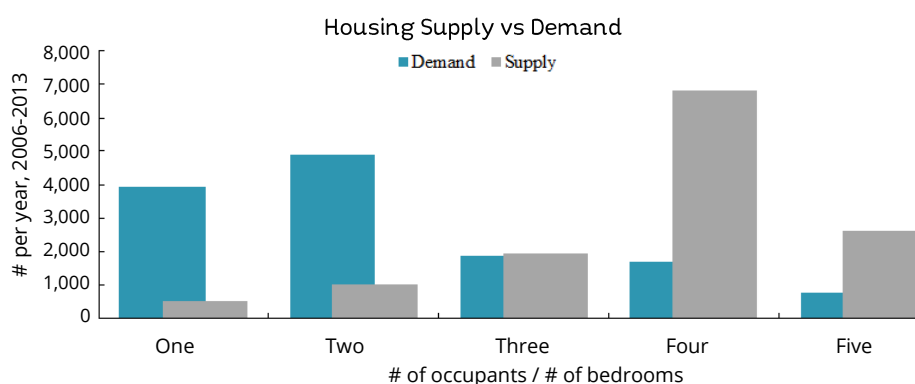
We have not built enough houses, and the houses built have not been of the right size and type. This has led to affordability issues and homelessness among the most vulnerable in our community.

The incomes of the working poor have not kept pace with increases in the cost of housing.

Many people who live week to week and experience financial hardship now look to the government to supply their housing. This is evidenced by the growth in the social housing register.

"There is a nice feeling of community at the complex I live in. I have a very strong feeling of security."

Building for the Rich



Sources: Statistics NZ, Sense Partners



Case Studies

People Helping People

Affordable Homeowner

Elaine

“For me with my health, I’ve got a bad back and hips, I really needed to find something that was low-maintenance. The other houses I’d been looking at were all steps, lots of garden, I just couldn’t do that.

It just really fitted the bill for me.”

Elaine

Elaine sustained a back injury that effectively ended her career and subsequently she struggled to maintain her family sized weatherboard home and section. Being no longer in the work force, she could not afford a more expensive property. Elaine’s Homes for People one-bedroom home is suitable for her needs and she says that living closer to her neighbours provides her with a sense of safety and security.



Assisted Ownership – HomeSaver Programme

Daniel and Lorna

This programme has allowed Daniel and Lorna to move out of an insecure, cold damp rental into a Homes for People home which they will have the opportunity to buy in the future.

HomeSaver provides qualifying households the opportunity to work toward homeownership in a Homes for People home. They sign up to a five-year affordable tenancy with the opportunity to buy the home they are living in at the end of their tenancy. A portion of the capital gain acquired during that time is contributed towards their deposit.



“The place is great! We, after a long time renting in the private market, have a place that is secure, reliable and a good neighbour community. We can trust that we won’t move until we are ready (and can buy before then too!).”

Lorna

Community
Partners

Suitable
Property

Works
Identified

Required
Investment

Capital
Source

Residential
Partners

Home
Tenure

Social Impact Investment

Housing is capital intensive. Traditional charitable models of donations and grants are limited. A diverse group of investors who share the philosophy of ‘give where you live’ are making a difference through becoming involved in Homes for People’s Social Impact Investment model.

Similar to ‘mum and dad bank’ providing children a hand-up into their first home, Homes for People enables more people in the community to overcome their present barriers to home ownership.

Social impact investment is increasingly being used by philanthropists to achieve a social return on their investment. Financial partners receive a blended value return on investment in the form of a meaningful social return accompanied by an agreed financial return.

Homes for People has equity partners who are convinced of the community benefits and have collectively invested well over a million dollars towards our work.

Homes for People’s successful Social Enterprise approach is multi-faceted. We have delivered housing to low-income households, while recycling investor capital and building equity. After completion of eleven homes, 100% of our investor funds has been regenerated ready to be reused in upcoming developments.



Darren with Keith
surveying a development site

Social Impact Investors

Keith and Raewyn Hunt

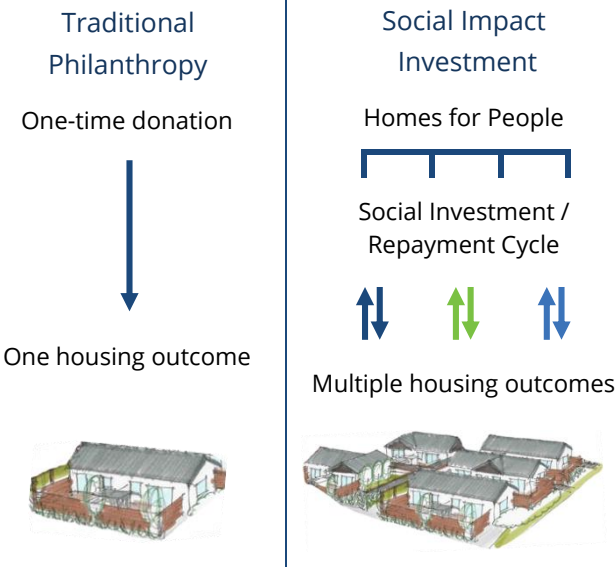
“It’s a good feeling to know that your money is contributing to housing people in our community. We drive by the sites now and again.

We’ve decided to invest more, because it’s very rewarding for Raewyn and I to be part of this organisation.”

Simon and Fiona Barnett

“We are committed to supporting our community to enable people to live in health, comfort and with respect. Housing is a fundamental human need. We see Homes for People as the ideal way to make a difference in people's lives.

"We approached our bank and took out a loan which we directed to Darren and his team. Westpac generously waived most of the fees. The process was dead simple, transparent and means Homes For People can undertake more of their great work.



Our People

Making a Difference



Transitional Housing

Kawakawa Lodge

Homes for People currently provides transitional housing and support for dozens of homeless households, including managing Kawakawa Lodge. Residents are given stable accommodation while they look for long term housing. Many households have health, disability and social needs and others have significant barriers to entering the highly competitive and expensive rental market.

We have a passionate and quality team working with our residents. This makes all the difference as we navigate building relationships which we hope will support people to a better place, both in their housing and their wellbeing.



"Don't get me wrong, I'm appreciative but I really don't want to be here"

A client frustrated by the lack of affordable rental accommodation

Founders of Homes for People

Darren and Cheri Birch

Darren and Cheri have 30 years' experience working and living with people who cannot access the resources required to be a New Zealand home owner.

Darren's Bachelor of Commerce, his experience in not-for-profit and small business ownership, including time with Habitat for Humanity work well together with Cheri's Masters of Applied Social Work and work in local NGOs. These skills have been put to good use in the founding of Homes for People.



Homes for People's first development site

Darren's Story: "As a five year old, I recall walking garden pots down the street from our family home into the first of multiple rentals. Fifteen years later, through a gift from someone who cared, Mum bought a home. Now retired, she owns her own unit and lives well.

If, fifteen years earlier, Mum had been supported into home ownership, our family could have benefited from a stable home and an increased sense of belonging within our community."

"Good housing provides households in our community with so much more than just financial security. The delivery of good quality, suitable housing increases the physical, emotional and social health of residents."

Homes for People Board



Grant Rowan (Chair)

Farmer and Executive Chair | MyFarm Investments

"We are building momentum now, and really doing what I think will be some good long term things in our community.

The challenges and needs Homes for People have, are about finding ongoing sources of suitable properties which we can buy and develop. It's good if the people making property available to us can share in our vision for what we are trying to do.

Really we haven't achieved anything unless we get people into affordable homes."

Daniel Murphy

Chartered Accountant and Partner | RightWay

"From a business perspective it is exciting being part of a charitable trust that is exploring the social enterprise space."



Mike Tate-Davis

NZIA Registered Architect and Principal | E3

"It is rewarding to work on a project where efficient and effective design principles can be utilised in homes for low income households."

Rob Baan

Managing Director and Owner | ETech

"Everybody loves to be part of something successful. Combining decades of business strategy and governance experience with my property management passion is satisfying."



Helen Potaka

Artist, Mother | Community Member

"He aha te mea nui o te ao? He tāngata, he tāngata, he tāngata.

What is the most important thing in the world? It is people, it is people, it is people.

I am so honoured to be a part of something that is doing its best, to meet the living needs of people from all walks of life."



"Homes for People Trust have my support in their social and affordable housing initiative. Homes for People has the type of expansive community minded thinking needed in Palmerston North to address the housing shortfall."

Grant Smith | Mayor



"I am pleased to be associated with Homes for People, as the assistance they will be able to provide to those on low incomes to ensure they have affordable, safe and warm homes will make a remarkable difference to the lives of those they are able to assist."

Iain Lees-Galloway | MP for Palmerston North

Support our Work



Donate | Homes for People
38-9018-0119799-00



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contact us

Homes for People

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www.homesforpeople.co.nz



www.facebook.com/HomesforPeople



"Thank you to our investors and commercial partners. You have turned an idea into reality. Your support is making a significant difference in the lives of the households we have been privileged to serve through the delivery of affordable housing outcomes within our community.

Together we are making a difference."

Darren Birch | Co-Founder

Homes for People
is an incorporated
charity (CC 53810)