

**FINANCIAL STATEMENTS**



**FOR THE YEARS ENDED  
DECEMBER 31, 2014 AND 2013**

**HOPE FOR THE WARRIORS®**

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# GELMAN, ROSENBERG

## & FREEDMAN

CERTIFIED PUBLIC ACCOUNTANTS



### INDEPENDENT AUDITOR'S REPORT

To the Board of Directors  
Hope For The Warriors®  
Annandale, Virginia

We have audited the accompanying financial statements of Hope For The Warriors®, which comprise the statements of financial position as of December 31, 2014 and 2013, and the related statements of activities and changes in net assets and cash flows for the years then ended, and the related notes to the financial statements.

#### Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

#### Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audits to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

#### Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Hope For The Warriors® as of December 31, 2014 and 2013, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

4550 MONTGOMERY AVENUE · SUITE 650 NORTH · BETHESDA, MARYLAND 20814  
(301) 951-9090 · FAX (301) 951-3570 · WWW.GRFCPA.COM

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MEMBER OF THE AMERICAN INSTITUTE OF CERTIFIED PUBLIC ACCOUNTANTS' PRIVATE COMPANIES PRACTICE SECTION

### Other Matter

Our audits were conducted for the purpose of forming an opinion on the financial statements as a whole. The Schedules of Functional Expenses on pages 12 - 15 are presented for purposes of additional analysis and are not a required part of the financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated in all material respects in relation to the financial statements as a whole.

A handwritten signature in cursive script that reads "Gelman Rosenberg & Freedman".

March 26, 2015

**HOPE FOR THE WARRIORS®**  
**STATEMENTS OF FINANCIAL POSITION**  
**AS OF DECEMBER 31, 2014 AND 2013**

**ASSETS**

	<u>2014</u>	<u>2013</u>
Cash and cash equivalents	\$ 2,332,878	\$ 1,627,542
Contributions receivable	20,585	29,050
Inventory	11,355	-
Deposits and prepaid expenses	71,755	62,723
Other assets (Note 7)	-	659,203
Furniture and equipment, net of accumulated depreciation and amortization of \$172,252 and \$125,860 for 2014 and 2013, respectively (Note 2)	<u>84,003</u>	<u>114,004</u>
<b>TOTAL ASSETS</b>	<b><u>\$ 2,520,576</u></b>	<b><u>\$ 2,492,522</u></b>

**LIABILITIES AND NET ASSETS**

**LIABILITIES**

Accounts payable	\$ 97,484	\$ 169,591
Deferred revenue	1,925	2,260
Accrued salaries and related benefits	126,000	81,488
Deferred rent (Note 6)	<u>-</u>	<u>1,703</u>
Total liabilities	<u>225,409</u>	<u>255,042</u>

**NET ASSETS**

Unrestricted:		
Undesignated	1,459,994	1,483,064
Board-designated (Note 3)	<u>794,803</u>	<u>-</u>
Total unrestricted	<u>2,254,797</u>	<u>1,483,064</u>
Temporarily restricted (Note 4)	<u>40,370</u>	<u>754,416</u>
Total net assets	<u>2,295,167</u>	<u>2,237,480</u>
<b>TOTAL LIABILITIES AND NET ASSETS</b>	<b><u>\$ 2,520,576</u></b>	<b><u>\$ 2,492,522</u></b>

## HOPE FOR THE WARRIORS®

STATEMENTS OF ACTIVITIES AND CHANGES IN NET ASSETS  
FOR THE YEARS ENDED DECEMBER 31, 2014 AND 2013

	2014			2013		
	Unrestricted	Temporarily Restricted	Total	Unrestricted	Temporarily Restricted	Total
<b>REVENUE</b>						
Contributions	\$4,555,554	\$ 75,370	\$4,630,924	\$3,767,772	\$ 200,155	\$3,967,927
Revenue from special events	917,113	-	917,113	1,051,809	-	1,051,809
Less: Direct benefit to donor costs	(262,266)	-	(262,266)	(336,294)	-	(336,294)
Net revenue from special events	654,847	-	654,847	715,515	-	715,515
Revenue from sales of donated vehicles	6,775	-	6,775	36,750	-	36,750
Revenue from sales of miniature statues	5,000	-	5,000	-	-	-
Less: Costs of sales	(5,075)	-	(5,075)	(24,683)	-	(24,683)
Net revenue from sales of donated vehicles and statues	6,700	-	6,700	12,067	-	12,067
Interest and other income	5,504	-	5,504	1,352	-	1,352
Donated goods and services (Note 5)	931,176	-	931,176	476,610	-	476,610
Net assets released from donor restrictions (Note 4)	789,416	(789,416)	-	359,178	(359,178)	-
Total revenue	6,943,197	(714,046)	6,229,151	5,332,494	(159,023)	5,173,471
<b>EXPENSES</b>						
Program Services:						
Career Transition and Education	312,078	-	312,078	444,158	-	444,158
Clinical Health and Wellness	1,490,026	-	1,490,026	971,614	-	971,614
Communications	180,887	-	180,887	302,596	-	302,596
Community Development	954,934	-	954,934	607,628	-	607,628
Community and Military Relations	696,918	-	696,918	481,180	-	481,180
Sports and Recreation	860,403	-	860,403	664,713	-	664,713
Warrior Hope and Care Center	533,401	-	533,401	-	-	-
Other Programs	162,138	-	162,138	90,862	-	90,862
Total program services	5,190,785	-	5,190,785	3,562,751	-	3,562,751
Supporting Services:						
Management and General	510,155	-	510,155	466,844	-	466,844
Fundraising	470,524	-	470,524	388,506	-	388,506
Total supporting services	980,679	-	980,679	855,350	-	855,350
Total expenses	6,171,464	-	6,171,464	4,418,101	-	4,418,101
Changes in net assets	771,733	(714,046)	57,687	914,393	(159,023)	755,370
Net assets at beginning of year	1,483,064	754,416	2,237,480	568,671	913,439	1,482,110
<b>NET ASSETS AT END OF YEAR</b>	<b>\$2,254,797</b>	<b>\$ 40,370</b>	<b>\$2,295,167</b>	<b>\$1,483,064</b>	<b>\$ 754,416</b>	<b>\$2,237,480</b>

## HOPE FOR THE WARRIORS®

**STATEMENTS OF CASH FLOWS  
FOR THE YEARS ENDED DECEMBER 31, 2014 AND 2013**

	<u>2014</u>	<u>2013</u>
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>		
Changes in net assets	\$ 57,687	\$ 755,370
Adjustments to reconcile changes in net assets to net cash provided by operating activities:		
Depreciation	46,517	30,591
(Gain) loss on disposal of assets	(126)	70
Donated securities	(6,894)	(2,840)
(Increase) decrease in:		
Contributions receivable	8,465	228,151
Inventory	(11,355)	-
Deposits and prepaid expenses	(9,032)	(10,132)
Other assets	659,203	(148,208)
Increase (decrease) in:		
Accounts payable	(72,107)	42,147
Deferred revenue	(335)	2,260
Accrued salaries and related benefits	44,512	9,698
Deferred rent abatement	(1,703)	(355)
Net cash provided by operating activities	<u>714,832</u>	<u>906,752</u>
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>		
Purchase of fixed assets	(17,648)	(70,125)
Sale of fixed assets	1,258	650
Proceeds from sale of investments	<u>6,894</u>	<u>2,840</u>
Net cash used by investing activities	<u>(9,496)</u>	<u>(66,635)</u>
Net increase in cash and cash equivalents	705,336	840,117
Cash and cash equivalents at beginning of year	<u>1,627,542</u>	<u>787,425</u>
<b>CASH AND CASH EQUIVALENTS AT END OF YEAR</b>	<b><u>\$ 2,332,878</u></b>	<b><u>\$ 1,627,542</u></b>

**HOPE FOR THE WARRIORS®**  
**NOTES TO FINANCIAL STATEMENTS**  
**DECEMBER 31, 2014 AND 2013**

**1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES AND GENERAL INFORMATION**

Organization -

We believe those touched by military service can succeed at home by restoring their sense of self, family, and hope. Nationally, Hope For The Warriors® provides comprehensive support programs for service members, veterans, and military families that are focused on transition, health and wellness, peer engagement, and connections to community resources.

Basis of presentation -

The accompanying financial statements are presented on the accrual basis of accounting, and in accordance with FASB ASC 958, *Not-for-Profit Entities*.

Cash and cash equivalents -

Hope For The Warriors® considers all cash and other highly liquid investments with initial maturities of three months or less to be cash equivalents.

Bank deposit accounts are insured by the Federal Deposit Insurance Corporation (FDIC) up to a limit of \$250,000. At times during the year, Hope For The Warriors® maintains cash balances in excess of the FDIC insurance limits. Management believes the risk in these situations to be minimal.

Contributions receivable -

Contributions receivable represent unconditional amounts committed to Hope For The Warriors® and are recognized as contribution revenue in the period received. All amounts are expected to be collected within one year and are recorded at their net realizable value. Accordingly, an allowance for doubtful accounts has not been established.

Fixed assets -

Fixed assets in excess of \$1,000 are capitalized and stated at cost. Fixed assets are depreciated on a straight-line basis over the estimated useful lives of the related assets, generally five to ten years. Leasehold improvements are amortized over the remaining life of the lease agreement. The cost of maintenance and repairs is recorded as expenses are incurred.

Depreciation expense for the years ended December 31, 2014 and 2013 totaled \$46,517 and \$30,591, respectively.

Income taxes -

Hope For The Warriors® is exempt from Federal income taxes under Section 501(c)(3) of the Internal Revenue Code. Accordingly, no provision for income taxes has been made in the accompanying financial statements. Hope For The Warriors® is not a private foundation. Hope For The Warriors® is subject to tax on income from unrelated business activities. There was no unrelated business activity for the years ended December 31, 2014 and 2013.

Uncertain tax positions -

For the years ended December 31, 2014 and 2013, Hope For The Warriors® has documented its consideration of FASB ASC 740-10, *Income Taxes*, that provides guidance for reporting uncertainty in income taxes and has determined that no material uncertain tax positions qualify for either recognition or disclosure in the financial statements. The Federal Form 990, *Return of Organization Exempt from Income Tax*, is subject to examination by the Internal Revenue Service, generally for three years after it is filed.



**HOPE FOR THE WARRIORS®**  
**NOTES TO FINANCIAL STATEMENTS**  
**DECEMBER 31, 2014 AND 2013**

**1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES AND GENERAL INFORMATION**  
**(Continued)**

Inventory -

Inventory consists of statues, which are recorded at the lower of cost or market value using the first-in, first-out method of inventory.

Advertising -

Advertising costs are expensed when incurred.

Deferred revenue -

Deferred revenue consists of event registrations received in advance. Hope For The Warriors® recognizes event revenue when the related event has occurred.

Net asset classification -

The net assets are reported in two self-balancing groups as follows:

- **Unrestricted net assets** include unrestricted revenue, contributions received without donor-imposed restrictions, and Board-designated funds. These net assets are available for the operation and general programs of the organization.
- **Temporarily restricted net assets** include revenue and contributions subject to donor-imposed stipulations that will be met by the actions of Hope For The Warriors® and/or the passage of time. When a restriction expires, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the Statements of Activities and Changes in Net Assets as net assets released from restrictions.

Contributions -

Unrestricted and temporarily restricted contributions are recorded as revenue in the year notification is received from the donor.

Temporarily restricted contributions are recognized as unrestricted support only to the extent of actual expenses incurred in compliance with the donor-imposed restrictions and satisfaction of time restrictions. Temporarily restricted contributions received in excess of expenses incurred are shown as temporarily restricted net assets in the accompanying financial statements.

Donated vehicles -

Hope For The Warriors® uses a third party to administer its donated vehicles program. Donated vehicles are reported at the gross sales price, which represents the fair market value at the time of the gift. There is no significant inventory of donated vehicles at any time during the fiscal year since the sale transaction mainly occurs immediately after the vehicle donation. The donated vehicles are reported as contributions from the public as revenue from sales of donated vehicles on the Statements of Activities and Changes in Net Assets.

Use of estimates -

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities at the date of the financial statements and the reported amounts of revenue and expenses during the reporting period. Accordingly, actual results could differ from those estimates.

**HOPE FOR THE WARRIORS®**

**NOTES TO FINANCIAL STATEMENTS  
DECEMBER 31, 2014 AND 2013**

**1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES AND GENERAL INFORMATION  
(Continued)**

Functional allocation of expenses -

The costs of providing the various programs and other activities have been summarized on a functional basis in the Statements of Activities and Changes in Net Assets. Accordingly, certain costs have been allocated among the programs and supporting services benefited.

Reclassification -

Certain amounts in the prior year's financial statements have been reclassified to conform to the current year's presentation. These reclassifications had no effect on the previously reported changes in net assets.

**2. FIXED ASSETS**

Fixed assets consist of the following at December 31, 2014 and 2013:

	<b>2014</b>	<b>2013</b>
Furniture	\$ 36,699	\$ 36,699
Computer equipment	116,060	40,198
Vehicles	101,440	96,440
Leasehold improvements	2,056	2,056
Development in Progress	-	64,471
Total fixed assets	256,255	239,864
Less: Accumulated depreciation and amortization	(172,252)	(125,860)
<b>NET FIXED ASSETS</b>	<b>\$ 84,003</b>	<b>\$ 114,004</b>

**3. BOARD DESIGNATED NET ASSETS**

As of December 31, 2014, net assets have been designated by the Board of Directors for the following purposes:

<b>Operating Reserve</b>	<b>\$ 794,803</b>
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**4. TEMPORARILY RESTRICTED NET ASSETS**

Temporarily restricted net assets consisted of the following at December 31, 2014 and 2013:

	<b>2014</b>	<b>2013</b>
Warrior Hope and Care Center	\$ -	\$ 451,882
A Warrior's Wish®	-	225,827
Scholarships	16,000	27,000
Time Restrictions	14,370	14,607
Immediate Needs Grants	10,000	35,100
<b>TOTAL TEMPORARILY RESTRICTED NET ASSETS</b>	<b>\$ 40,370</b>	<b>\$ 754,416</b>

**HOPE FOR THE WARRIORS®**  
**NOTES TO FINANCIAL STATEMENTS**  
**DECEMBER 31, 2014 AND 2013**

**4. TEMPORARILY RESTRICTED NET ASSETS (Continued)**

The following temporarily restricted net assets were released from donor restrictions by incurring expenses (or through the passage of time), which satisfied the restricted purposes specified by the donors:

	<u>2014</u>	<u>2013</u>
Above & Beyond	\$ -	\$ 100,000
Warrior Hope and Care Center	501,882	13,936
A Warrior's Wish®	225,827	48,468
Scholarships	12,000	12,000
Family Reintegration	-	25,000
Time Restriction	14,607	94,874
Immediate Needs Grants	<u>35,100</u>	<u>64,900</u>
<b>TOTAL NET ASSETS RELEASED FROM DONOR RESTRICTIONS</b>	<b><u>\$ 789,416</u></b>	<b><u>\$ 359,178</u></b>

**5. DONATED GOODS AND SERVICES**

During the years ended December 31, 2014 and 2013, Hope For The Warriors® was the beneficiary of donated goods and services, which allow the organization to provide greater resources toward various programs.

To properly reflect total program activity, the following donations have been included in revenue and expenses or other assets for the years ended December 31, 2014 and 2013:

	<u>2014</u>	<u>2013</u>
Donated rent	\$ 179,011	\$ 150,682
Other equipment	2,327	-
Adaptive equipment	31,320	6,445
Professional fees and contracted services	19,824	113,611
Other goods and services	687,199	120,970
Advertising	<u>11,495</u>	<u>84,902</u>
<b>TOTAL CONTRIBUTED SERVICES AND MATERIALS</b>	<b><u>\$ 931,176</u></b>	<b><u>\$ 476,610</u></b>

In addition, a number of volunteers have donated significant time to develop and assist with the organization's programs and activities. These donated services are not reflected in the accompanying financial statements since they do not meet the criteria for recognition under accounting principles generally accepted in the United States.

**6. LEASE COMMITMENTS**

Hope For The Warriors® leases office space in Virginia under an agreement, which originated in February 2010 and expired on December 31, 2014. Hope For The Warriors® extended their lease through December 31, 2015. Base rent for their office space is \$46,545 per year.

**HOPE FOR THE WARRIORS®**  
**NOTES TO FINANCIAL STATEMENTS**  
**DECEMBER 31, 2014 AND 2013**

**6. LEASE COMMITMENTS (Continued)**

Accounting principles generally accepted in the United States of America require that the total rent commitment should be recognized on a straight-line basis over the term of the lease. Accordingly, the difference between the actual monthly payments and the rent expense being recognized for financial statement purposes is recorded as a deferred rent liability on the 2014 Statement of Financial Position.

Hope For The Warriors® maintains space in other locations where the rent is donated.

The following is a schedule of the future minimum lease payments:

<b>Year Ending December 31, 2015</b>	<b>\$ <u>46,545</u></b>
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Rent expense for the years ended December 31, 2014 and 2013 was \$44,596 and \$60,596, respectively. The deferred rent liability was zero and \$1,703 for the years ended December 31, 2014 and 2013, respectively.

**7. OTHER ASSETS**

During 2014, Hope For The Warriors® gifted the donated house and the Warrior Hope and Care Center Statues to their intended recipients. Total other assets at December 31, 2014 and 2013 are as follows:

	<u>2014</u>	<u>2013</u>
Warrior Hope and Care Center Statues	\$ -	\$ 476,168
Donated House	<u>-</u>	<u>183,035</u>
<b>TOTAL OTHER ASSETS</b>	<b>\$ <u>-</u></b>	<b>\$ <u>659,203</u></b>

**8. SUBSEQUENT EVENTS**

In preparing these financial statements, Hope For The Warriors® has evaluated events and transactions for potential recognition or disclosure through March 26, 2015, the date the financial statements were issued.

## **SUPPLEMENTAL INFORMATION**

## HOPE FOR THE WARRIORS®

**SCHEDULE OF FUNCTIONAL EXPENSES  
FOR THE YEAR ENDED DECEMBER 31, 2014**

	Program Services								Total Program Services
	Career Transition and Education	Clinical Health and Wellness	Communications	Community Development	Community and Military Relations	Sports and Recreation	Warrior Hope and Care Center	Other Programs	
Personnel cost	\$ 222,203	\$ 532,035	\$ 66,183	\$ 379,554	\$ 466,191	\$ 281,036	\$ -	\$ -	\$ 1,947,202
Grants and contributions	22,072	314,914	30	453,380	38,547	97,417	481,898	37,917	1,446,175
Professional fees	47	(6,791)	43,598	8,771	4,442	102,584	-	10,250	162,901
Advertising and promotions	125	213	36,007	1,465	37,095	13,103	-	2,873	90,881
Office expense	2,915	8,234	2,010	6,386	11,561	11,313	29	926	43,374
Technology	2,675	7,358	15,061	4,732	5,617	13,697	-	99	49,239
Royalties	-	-	-	-	-	-	50,000	-	50,000
Occupancy	5,101	12,222	1,522	8,717	10,709	6,456	-	-	44,727
Insurance	2,229	5,341	665	3,809	4,680	2,821	-	-	19,545
Travel and meals	21,352	12,178	3,134	19,595	37,832	91,213	376	39,631	225,311
Telecommunications	3,860	9,209	1,147	6,568	8,069	6,440	-	-	35,293
Depreciation	4,475	10,722	1,335	7,647	9,395	5,664	-	-	39,238
Donated goods and services	19,722	581,594	5,884	38,032	47,707	126,228	1,098	12,288	832,553
Bank and credit card fees	7	38	-	-	-	5,841	-	-	5,886
Meetings and events	5,121	1,348	692	2,119	13,510	94,677	-	7,117	124,584
Miscellaneous expenses	174	1,411	3,619	14,159	1,563	1,913	-	51,037	73,876
Subtotal	312,078	1,490,026	180,887	954,934	696,918	860,403	533,401	162,138	5,190,785
Less: Direct benefit costs	-	-	-	-	-	-	-	-	-
Less: Donated vehicles cost of sales and selling expenses	-	-	-	-	-	-	-	-	-
<b>TOTAL</b>	<b>\$ 312,078</b>	<b>\$ 1,490,026</b>	<b>\$ 180,887</b>	<b>\$ 954,934</b>	<b>\$ 696,918</b>	<b>\$ 860,403</b>	<b>\$ 533,401</b>	<b>\$ 162,138</b>	<b>\$ 5,190,785</b>

HOPE FOR THE WARRIORS®

SCHEDULE OF FUNCTIONAL EXPENSES  
FOR THE YEAR ENDED DECEMBER 31, 2014

	Supporting Services				
	Management and General	Fundraising	Direct Benefit Costs and Donated Vehicle Costs and Expenses	Total Supporting Services	Total Expenses
Personnel cost	\$ 185,633	\$ 175,658	\$ -	\$ 361,291	\$ 2,308,493
Grants and contributions	-	-	-	-	1,446,175
Professional fees	194,620	38,973	26,555	260,148	423,049
Advertising and promotions	445	98,708	-	99,153	190,034
Office expense	11,954	17,613	-	29,567	72,941
Technology	68,659	39,649	-	108,308	157,547
Royalties	-	-	-	-	50,000
Occupancy	4,263	4,034	-	8,297	53,024
Insurance	1,863	1,763	2,742	6,368	25,913
Travel and meals	5,434	17,220	-	22,654	247,965
Telecommunications	3,212	3,040	-	6,252	41,545
Depreciation	3,740	3,539	-	7,279	46,517
Donated goods and services	25,867	40,158	32,598	98,623	931,176
Bank and credit card fees	480	22,977	-	23,457	29,343
Meetings and events	571	32	205,446	206,049	330,633
Miscellaneous expenses	3,414	7,160	-	10,574	84,450
Subtotal	510,155	470,524	267,341	1,248,020	6,438,805
Less: Direct benefit costs	-	-	(262,266)	(262,266)	(262,266)
Less: Donated vehicles cost of sales and selling expenses	-	-	(5,075)	(5,075)	(5,075)
<b>TOTAL</b>	<b>\$ 510,155</b>	<b>\$ 470,524</b>	<b>\$ -</b>	<b>\$ 980,679</b>	<b>\$ 6,171,464</b>

## HOPE FOR THE WARRIORS®

SCHEDULE OF FUNCTIONAL EXPENSES  
FOR THE YEAR ENDED DECEMBER 31, 2013

	Program Services							Total Program Services	
	Career Transition and Education	Clinical Health and Wellness	Communications	Community Development	Community and Military Relations	Sports and Recreation	Warrior Hope and Care Center		
Personnel cost	\$ 262,340	\$ 432,715	\$ 126,631	\$ 363,972	\$ 206,074	\$ 241,214	\$ -	\$ -	\$ 1,632,946
Grants and contributions	39,999	327,771	7	108,904	113,115	93,931	-	24,681	708,408
Professional fees	14,912	75,785	26,710	15,531	5,437	39,857	-	156	178,388
Advertising and promotions	8,346	796	21,392	3,243	36,120	14,437	-	1,282	85,616
Office expense	7,437	10,256	6,407	7,898	21,871	11,890	-	330	66,089
Technology	10,045	16,534	16,279	13,662	7,858	17,957	-	-	82,335
Royalties	-	-	-	-	-	-	-	-	-
Occupancy	9,200	15,107	4,479	12,512	7,197	8,253	-	-	56,748
Insurance	1,325	2,177	646	1,803	1,037	1,182	-	-	8,170
Travel and meals	44,420	15,754	1,794	25,263	19,810	46,772	-	26,313	180,126
Telecommunications	6,512	10,693	3,170	8,857	5,093	6,202	-	-	40,527
Depreciation	4,077	6,697	1,985	5,545	3,190	3,639	-	-	25,133
Donated goods and services	27,300	53,551	86,731	36,383	48,665	53,875	-	30,686	337,191
Bank and credit card fees	-	44	-	14	4	7,960	-	744	8,766
Meetings and events	7,827	1,368	245	3,608	5,208	115,398	-	5,734	139,388
Miscellaneous expenses	418	2,366	6,120	433	501	2,146	-	936	12,920
Subtotal	444,158	971,614	302,596	607,628	481,180	664,713	-	90,862	3,562,751
Less: Direct benefit costs	-	-	-	-	-	-	-	-	-
Less: Donated vehicles cost of sales and selling expenses	-	-	-	-	-	-	-	-	-
<b>TOTAL</b>	<b>\$ 444,158</b>	<b>\$ 971,614</b>	<b>\$ 302,596</b>	<b>\$ 607,628</b>	<b>\$ 481,180</b>	<b>\$ 664,713</b>	<b>\$ -</b>	<b>\$ 90,862</b>	<b>\$ 3,562,751</b>



HOPE FOR THE WARRIORS®

SCHEDULE OF FUNCTIONAL EXPENSES  
FOR THE YEAR ENDED DECEMBER 31, 2013

	Supporting Services				
	Management and General	Fundraising	Direct Benefit Costs and Donated Vehicle Costs and Expenses	Total Supporting Services	Total Expenses
Personnel cost	\$ 139,612	\$ 176,245	\$ -	\$ 315,857	\$ 1,948,803
Grants and contributions	-	-	-	-	708,408
Professional fees	207,961	13,581	24,683	246,225	424,613
Advertising and promotions	220	38,945	-	39,165	124,781
Office expense	13,276	10,736	373	24,385	90,474
Technology	52,520	33,524	-	86,044	168,379
Royalties	-	-	-	-	-
Occupancy	5,763	6,564	-	12,327	69,075
Insurance	831	944	2,869	4,644	12,814
Travel and meals	8,930	8,955	-	17,885	198,011
Telecommunications	4,079	4,638	-	8,717	49,244
Depreciation	2,554	2,904	-	5,458	30,591
Donated goods and services	25,779	55,778	57,862	139,419	476,610
Bank and credit card fees	609	22,565	-	23,174	31,940
Meetings and events	1,267	137	274,484	275,888	415,276
Miscellaneous expenses	3,443	12,990	706	17,139	30,059
Subtotal	466,844	388,506	360,977	1,216,327	4,779,078
Less: Direct benefit costs	-	-	(336,294)	(336,294)	(336,294)
Less: Donated vehicles cost of sales and selling expenses	-	-	(24,683)	(24,683)	(24,683)
<b>TOTAL</b>	<b>\$ 466,844</b>	<b>\$ 388,506</b>	<b>\$ -</b>	<b>\$ 855,350</b>	<b>\$ 4,418,101</b>