

HOPE FOR THE WARRIORS®

**DECEMBER 31, 2016
AND 2015**

**These financial statements
may be reproduced only
in their entirety.**

HOPE FOR THE WARRIORS®
For the Years Ended
DECEMBER 31, 2016 and 2015

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INDEPENDENT AUDITOR'S REPORT

Board of Directors
Hope For The Warriors®
Springfield, Virginia

Scope

We have audited the accompanying financial statements of Hope For The Warriors®, which comprise the statements of financial position as of December 31, 2016, and 2015, and the related statements of activities 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 generally accepted accounting principles 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 generally accepted auditing standards 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.

Board of Directors
Hope For The Warriors®
Springfield, Virginia

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, 2016 and 2015, the changes in its net assets and its cash flows for the years then ended in accordance with generally accepted accounting principles in the United States of America.

Report on Supplementary Information

Our audits were conducted for the purpose of forming an opinion on the financial statements as a whole. The schedules of functional expenses 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 audits 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 generally accepted auditing standards 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.

Ross, Langan & Mc Kendrick
L.L.P.

CERTIFIED PUBLIC ACCOUNTANTS

March 16, 2017

HOPE FOR THE WARRIORS®
 STATEMENTS OF FINANCIAL POSITION
 DECEMBER 31, 2016 AND 2015

ASSETS

	2016	2015
ASSETS		
Cash and cash equivalents	\$ 4,492,829	\$ 2,130,112
Contributions receivable	514,485	269,262
Deposits and prepaid expenses	161,722	111,721
Other assets	23,623	8,185
Furniture and equipment, net	108,754	102,903
TOTAL ASSETS	\$ 5,301,413	\$ 2,622,183

LIABILITIES AND NET ASSETS

LIABILITIES		
Accounts payable	\$ 113,469	\$ 177,063
Accrued salaries and benefits	159,236	142,511
Other liabilities	63,362	-
TOTAL LIABILITIES	336,067	319,574
NET ASSETS		
Unrestricted:		
Undesignated	3,344,659	1,014,064
Board-designated	829,083	1,005,342
Total unrestricted net assets	4,173,742	2,019,406
Temporarily restricted	791,604	283,203
TOTAL NET ASSETS	4,965,346	2,302,609
TOTAL LIABILITIES AND NET ASSETS	\$ 5,301,413	\$ 2,622,183

The accompanying notes are an integral part of these financial statements.

HOPE FOR THE WARRIORS®

STATEMENTS OF ACTIVITIES
FOR THE YEARS ENDED DECEMBER 31, 2016 AND 2015

	2016			2015		
	Unrestricted	Temporarily Restricted	Total	Unrestricted	Temporarily Restricted	Total
REVENUE AND SUPPORT						
Contributions and grants	\$ 7,482,882	\$ 809,919	\$ 8,292,801	\$ 4,094,938	\$ 330,095	\$ 4,425,033
Donated services, facilities, and materials	695,050	-	695,050	281,347	-	281,347
Revenue from special events, net	516,695	-	516,695	623,793	-	623,793
Other income	13,006	-	13,006	7,372	-	7,372
Net assets released from restrictions	301,518	(301,518)	-	237,262	(237,262)	-
Total revenue and support	9,009,151	508,401	9,517,552	5,244,712	92,833	5,337,545
EXPENSES						
Program services:						
Transition services	1,185,213	-	1,185,213	842,351	-	842,351
Clinical health and wellness	1,409,255	-	1,409,255	1,206,217	-	1,206,217
Cultural awareness	721,707	-	721,707	299,312	-	299,312
Community development	925,328	-	925,328	806,045	-	806,045
Community engagement	591,047	-	591,047	428,244	-	428,244
Sports and recreation	971,390	-	971,390	966,951	-	966,951
Other programs	102,730	-	102,730	119,418	-	119,418
Total program services	5,906,670	-	5,906,670	4,668,538	-	4,668,538
Supporting services:						
Management and general	396,236	-	396,236	333,459	-	333,459
Fundraising	551,909	-	551,909	478,106	-	478,106
Total support services	948,145	-	948,145	811,565	-	811,565
Total expenses	6,854,815	-	6,854,815	5,480,103	-	5,480,103
CHANGE IN NET ASSETS	2,154,336	508,401	2,662,737	(235,391)	92,833	(142,558)
NET ASSETS - BEGINNING OF YEAR	2,019,406	283,203	2,302,609	2,254,797	190,370	2,445,167
NET ASSETS - END OF YEAR	\$ 4,173,742	\$ 791,604	\$ 4,965,346	\$ 2,019,406	\$ 283,203	\$ 2,302,609

The accompanying notes are an integral part of these financial statements.

HOPE FOR THE WARRIORS®

STATEMENTS OF CASH FLOWS
FOR THE YEARS ENDED DECEMBER 31, 2016 AND 2015

	<u>2016</u>	<u>2015</u>
CASH FLOWS FROM OPERATING ACTIVITIES		
Change in net assets	\$ 2,662,737	\$(142,558)
Adjustments to reconcile change in net assets to net change in cash from operating activities:		
Depreciation and amortization	37,345	26,879
Changes in assets and liabilities:		
Contributions receivable	(245,223)	(98,677)
Deposits and prepaid expenses	(50,001)	(39,966)
Other assets	(15,438)	3,170
Accounts payable	(63,594)	79,579
Accrued salaries and benefits	16,725	16,511
Other liabilities	<u>63,362</u>	<u>(1,925)</u>
Net change in cash from operating activities	2,405,913	(156,987)
CASH FLOWS FROM INVESTING ACTIVITIES		
Purchase of furniture and equipment	<u>(43,196)</u>	<u>(45,779)</u>
NET CHANGE IN CASH AND CASH EQUIVALENTS	2,362,717	(202,766)
CASH AND CASH EQUIVALENTS, BEGINNING OF YEAR	<u>2,130,112</u>	<u>2,332,878</u>
CASH AND CASH EQUIVALENTS, END OF YEAR	<u>\$ 4,492,829</u>	<u>\$ 2,130,112</u>

The accompanying notes are an integral part of these financial statements.

HOPE FOR THE WARRIORS®

NOTES TO FINANCIAL STATEMENTS

NOTE 1 - THE ORGANIZATION

Hope For The Warriors® is a not-for-profit organization incorporated in North Carolina in 2006. Hope For The Warriors® mission is to help those touched by military service to 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 connectedness to community. Funding is provided primarily by individual, corporate, and foundation contributions. Hope For The Warriors® program areas are:

Transition Services

Military families are in a constant state of transition. While that transition is part of the life cycle of a military career, multiple combat deployments add an unprecedented level of stress. Hope For The Warriors® addresses transition from all angles and inserts support mechanisms to ensure every transition, whether from combat to home, duty station to duty station, military to civilian life, Department of Defense (DOD) school to civilian school, military career to academic endeavors, is successful.

Some of Hope For The Warriors® focused specialties include career and educational goals of the service member, veteran, and family members. Hope For The Warriors® team works closely with employers to create program opportunities for service members and spouses as they prepare for their transition out of the military. Partnerships with universities are built to meet the needs of today's veteran college student. Biannual scholarships are awarded to both spouses and caregivers recognizing and supporting the new role shouldered within their families. Program work is completed through intensive multi-day programs, one-day seminars, virtual educational webinars, and one-on-one mentoring. Hope For The Warriors® clinical and wellness programs address individualized/family transition effects.

Clinical Health and Wellness

Hope For The Warriors® provides a holistic, person-centered approach in addressing the physical, psychological, social, moral, and environmental needs of the post 9/11 warrior, their family, and families of the fallen. Whether experiencing physical, moral, and/or psychological wounds, warriors and their families ultimately seek to find a quality of life that embraces wellness, an empowering choice toward a healthy and fulfilling life. The many programs, facilitated by licensed and industry professionals, offer a comprehensive spectrum of services to meet the needs of post 9/11 warriors and their families, at various points, seeking health and wellness and result in restoring a sense of self, family, and hope. Hope For The Warriors® unique approach of comprehensive case management ensures our warriors and their families experience a solution-based approach to restoring self, family, and hope.

Cultural Awareness

Hope For The Warriors® communications team drives the initiative to bridge the military civilian divide. By facilitating dialogue that brings awareness of and respect for the existing cultural differences, our team precipitates relational success and therefore seamless transition. Additionally, sustained awareness of the needs of the military community produces effective programming for the DOD, Department of Veteran's Affairs, and socially responsible corporate entities. This team is continuously informing Hope For The Warriors® and the partners programming as they track innovative advances made in the physical and behavioral health industries.

HOPE FOR THE WARRIORS®
NOTES TO FINANCIAL STATEMENTS

NOTE 1 - THE ORGANIZATION (continued)

Community Development

Hope For The Warriors® strives to build educated communities that understand the unique needs and challenges of today's military family. Hope For The Warriors® collaborates with military organizations, corporations, civic groups, foundations, and individuals to improve military and veteran education and engagement. Hope For The Warriors® corporate partners enjoy a rich relationship that is beneficial to their culture and feeds their military employee programs while Hope For The Warriors® individual supporters derive a personal touch to their giving.

Included in community development is A Warrior's Wish®, a program that honors the goals and desires of severely wounded service members, veterans, and their families. Wishes fulfill a desire for a better quality of life or support a quest for life-gratifying endeavors for post 9/11 service members, their families, and families of the fallen who have sustained physical and psychological wounds in the line of duty. The enrichment process continues long after the wish is granted through community development to promote stability within the lives of these heroes and their families.

Community Engagement

Hope For The Warriors® works directly at the community level to engage both military and civilian communities, uniting corporate and civil leaders, school districts, military agencies, and more to work together with a shared goal of embracing the military families within their community. Hope For The Warriors® provides education and resources to service members and their families as they transition out of the military. By developing relationships within the community—through both events and program work—Hope For The Warriors® establishes connectedness to the community that is also a key component of the warrior culture.

Sports and Recreation

Hope For The Warriors® recognizes pursuing athletic goals is a key component of the physical and psychological recovery for service members and military families and of the warrior culture. Program work includes the reintroduction of a loved sport or hobby or the opportunity to gain new skills with the use of adaptive equipment. Through sports and recreation, Hope For The Warriors® builds a community that embraces the warrior athlete, supporting their rehabilitation and mental health. Camaraderie and peer engagement/mentorship are key components in executing recreational experiences.

Other Programs

The Executive Team plays an integral role in the near fight and far fight of Hope For The Warriors®. Participating in conversations that drive change to protect the future of Hope For The Warriors® military families while maintaining a personal touch with those Hope For The Warriors® serve is critical in developing and maintaining relevant programming. The excellence of the Hope For The Warriors® team stems from the daily focus on team development. Specifically addressing the nature of Hope For The Warriors® work, advances in support, and the vision of the organization, every staff member is immersed in opportunities to enhance their skill sets and work laterally across the spectrum providing a cohesive and consistent experience for Hope For The Warriors® service members and their families.

HOPE FOR THE WARRIORS®

NOTES TO FINANCIAL STATEMENTS

NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Financial Statement Presentation

Financial statement presentation follows the recommendations of the Financial Accounting Standards Board (FASB) Accounting Standards Codification (ASC), which is the sole source of authoritative generally accepted accounting principles in the United States of America (GAAP). The financial statements of Hope For The Warriors® have been prepared on the accrual basis of accounting. Hope For The Warriors® reports information regarding its activities according to three classes of net assets: unrestricted net assets, temporarily restricted net assets, and permanently restricted net assets.

Use of Estimates

The preparation of financial statements in conformity with GAAP requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

Contributions and Contributions Receivable

All contributions are considered available for unrestricted use unless specifically restricted by the donor. Contributions restricted by the donor are reported as increases in unrestricted net assets if the restrictions expire (that is, when the stipulated time restriction ends or purpose restriction is accomplished) in the reporting period in which the revenue is recognized. All other donor-restricted contributions are reported as increases in temporarily restricted or permanently restricted net assets, depending on the nature of the restriction.

When a restriction expires, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the accompanying statements of activities as net assets released from restrictions. All contributions, including unconditional promises to give, are recorded when received. Conditional pledges receivable are recognized when the conditions on which they depend are substantially met. Unconditional promises to give are reported at their net present realizable value. As of December 31, 2016 and 2015, no allowance for uncollectible accounts was considered necessary by management.

Income Taxes

Hope For The Warriors® received a determination letter from the Internal Revenue Service (IRS) that it has been granted an exemption from federal income taxes and it qualifies as a publicly supported organization under Section 501(c)(3) and 170(b)(1)(A)(vi) of the Internal Revenue Code (IRC). Hope For The Warriors® has also been classified as an entity that is not a private foundation within the meaning of Section 509(a)(2) of the IRC. Hope For The Warriors® believes its operations are consistent with the nature of their exemption granted by the IRS. There is no current liability for income taxes and no temporary differences resulting in deferred taxes as of December 31, 2016 and 2015.

Hope For The Warriors® is required to measure, recognize, present, and disclose in its financial statements uncertain income tax positions Hope For The Warriors® has taken in the tax years that remain subject to examination or expects to take on an income tax return. Hope For The Warriors® recognizes the tax benefits from uncertain income tax positions only if it is more likely than not the tax position will be sustained on examination by tax authorities. Hope For The Warriors® recorded no liability for uncertain income tax positions for any open tax years.

Reclassifications

Certain prior year balances have been reclassified to conform with current year presentation.

HOPE FOR THE WARRIORS®

NOTES TO FINANCIAL STATEMENTS

NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

Cash and Cash Equivalents

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

Furniture and Equipment

Furniture and equipment in excess of \$1,000 are capitalized and stated at cost on the acquisition date or fair market value at the date of donation, if donated. Furniture and equipment are depreciated or amortized on a straight-line basis over the estimated useful lives of the related assets, generally five to ten years. The cost of maintenance and repairs is recorded as expenses are incurred.

Revenue From Special Events

Special events revenue is presented net of the direct benefit provided to donors. The following table summarizes revenue from special events for the years ended December 31:

	<u>2016</u>	<u>2015</u>
Gross revenue	\$ 670,677	\$ 854,659
Direct benefit to donors	<u>(153,982)</u>	<u>(230,866)</u>
Total	<u>\$ 516,695</u>	<u>\$ 623,793</u>

Functional Allocation of Expenses and Joint Costs

The costs of providing the programs and other activities have been summarized on a functional basis in the accompanying statements of activities. Accordingly, certain costs have been allocated among the programs and supporting services benefited. Costs associated with Hope For The Warriors® sponsored run and fundraising events that meet the requirements for treatment as joint costs in GAAP are allocated between program services and fundraising. The costs are allocated based on management's analysis of the nature of the events.

In the years ended December 31, 2016 and 2015, Hope For The Warriors® conducted sponsored run and fundraising events that included requests for contributions as well as a program component. The cost of conducting this activity included joint costs, which are not specifically attributable to particular components of the events. These joint costs were allocated as follows for the years ended December 31:

	<u>2016</u>	<u>2015</u>
Program services	\$ 324,400	\$ 355,000
Fundraising	<u>81,100</u>	<u>90,350</u>
Total joint costs	<u>\$ 405,500</u>	<u>\$ 445,350</u>

Advertising and Promotion

Advertising costs are expensed when incurred. Total advertising and promotion costs (including donated advertising) were \$1,059,406 and \$295,260 in the years ended December 31, 2016 and 2015, respectively.

HOPE FOR THE WARRIORS®
NOTES TO FINANCIAL STATEMENTS

NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

Subsequent Events

Hope For The Warriors® has evaluated subsequent events through March 16, 2017, which is the date the financial statements were available to be issued.

NOTE 3 - COMMITMENT

Hope For The Warriors® has a \$50,000 unsecured line of credit that expires March 2017 and includes a 7.25 percent interest rate as of December 31, 2016 and 2015. There was no balance outstanding on the line of credit as of December 31, 2016 and 2015.

NOTE 4 - LEASES

In April 2016, Hope For The Warriors® entered into a lease agreement for new office space located in Springfield, Virginia. The lease contains provisions for reduced rent for the first ten months, rent escalations, and expires in 2022. During the years ended December 31, 2016 and 2015, Hope For The Warriors® was under other various leases for office space it occupies which expired as of December 31, 2016. The following is a schedule of future minimum office lease payments:

<u>Years ending December 31,</u>	
2017	\$ 140,105
2018	150,797
2019	155,321
2020	159,980
2021	164,780
Thereafter	<u>41,497</u>
Total	<u>\$ 812,480</u>

Occupancy expense consisted of the following for the years ended December 31:

	<u>2016</u>	<u>2015</u>
Minimum rent	\$ 126,865	\$ 70,588
Deferred rent	62,847	-
Storage, utilities, and other occupancy costs	<u>5,215</u>	<u>12,039</u>
Total occupancy expense	<u>\$ 194,927</u>	<u>\$ 82,627</u>

NOTE 5 - BOARD-DESIGNATED NET ASSETS

As of December 31, 2016 and 2015, net assets of \$829,083 and \$1,005,342, respectively, have been designated by the Board of Directors for operating reserves.

HOPE FOR THE WARRIORS®

NOTES TO FINANCIAL STATEMENTS

NOTE 6 - CONCENTRATION RISK

The statutory Federal Deposit Insurance Corporation (FDIC) insurance limit at participating financial institutions is \$250,000 per depositor and unlimited deposit insurance on non-interest bearing accounts at participating banks. As of December 31, 2016, Hope For The Warriors® had \$3,979,469 in cash deposits in excess of the FDIC insurance limit. Management believes this risk to be minimal.

For the year ended December 31, 2016, approximately 34 percent of total revenue and support came from five donors and campaigns.

NOTE 7 - TEMPORARILY RESTRICTED NET ASSETS

Temporarily restricted net assets were available for the following purposes as of December 31:

	<u>2016</u>	<u>2015</u>
Purpose restricted -		
Family resiliency services	\$ 136,669	\$ -
A Warrior's Wish®	-	14,000
Clinical support services	187,404	-
Other	<u>10,212</u>	<u>-</u>
Total purpose restricted	334,285	14,000
Time and purpose restricted -		
Clinical support services	318,699	-
Time restricted	<u>138,620</u>	<u>269,203</u>
Total temporarily restricted net assets	<u>\$ 791,604</u>	<u>\$ 283,203</u>

NOTE 8 - DONATED SERVICES, FACILITIES, AND MATERIALS

Hope For The Warriors® recognizes contribution revenue for certain services, facilities, and materials received, at their fair value. The following amounts were recorded at fair value for the years ended December 31:

	<u>2016</u>	<u>2015</u>
Donated facilities	\$ 21,245	\$ 48,529
Professional fees	39,222	47,485
Other in-kind contributions	93,694	174,758
Advertising	<u>540,889</u>	<u>10,575</u>
Total donated services, facilities, and materials	<u>\$ 695,050</u>	<u>\$ 281,347</u>

Hope For The Warriors® receives a significant amount of donated services from unpaid volunteers that do not meet the criteria for recognition in accordance with GAAP and are therefore not recorded in the accompanying statements of activities.

HOPE FOR THE WARRIORS®

NOTES TO FINANCIAL STATEMENTS

NOTE 9 - PLEDGE RECEIVABLE

Included in contributions receivable as of December 31, 2016, is a pledge due to be received in gross installments of \$160,000 in 2017 and 2018. Payments have been discounted at .03 percent to their present value of \$318,699. This pledge makes up 62 percent of total contributions receivable as of December 31, 2016.

NOTE 10 - FURNITURE AND EQUIPMENT

Furniture and equipment consists of the following as of December 31:

	<u>2016</u>	<u>2015</u>
Furniture	\$ 38,324	\$ 36,699
Computer equipment and software	203,909	162,339
Vehicles	101,440	101,440
Leasehold improvements	-	2,056
Less: accumulated depreciation and amortization	<u>(234,919)</u>	<u>(199,631)</u>
Furniture and equipment - net	<u>\$ 108,754</u>	<u>\$ 102,903</u>

Total depreciation and amortization expense for the years ended December 31, 2016 and 2015, was \$37,345 and \$26,879, respectively.

HOPE FOR THE WARRIORS®
SCHEDULE OF FUNCTIONAL EXPENSES
FOR THE YEAR ENDED DECEMBER 31, 2016

	PROGRAM SERVICES										SUPPORT SERVICES		
	Transition Services	Clinical Health and Wellness	Cultural Awareness	Community Development	Community Engagement	Sports and Recreation	Other Program Services	Total Program Services	Management and General	Fundraising	Direct Benefit Costs and Other	Total Supporting Services	Total Expenses
Personnel cost	\$ 689,774	\$ 881,359	\$ 87,895	\$ 559,853	\$ 220,566	\$ 517,651	\$ -	\$ 2,957,098	\$ 242,192	\$ 276,863	\$ -	\$ 519,055	\$ 3,476,153
Grants and contributions	63,916	325,335	-	187,450	33,670	44,199	18,678	673,248	-	-	-	-	673,248
Professional fees	29,102	24,147	75,445	9,503	13,826	65,557	1,040	218,620	61,049	32,290	11,400	104,739	323,359
Advertising and promotion	13,900	639	238,664	16,261	91,616	106,908	4,426	472,414	203	45,900	-	46,103	518,517
Technology	15,372	20,135	8,389	12,600	4,913	21,818	40	83,267	5,384	64,952	-	70,336	153,603
Travel and meals	59,057	33,032	12,390	30,626	57,967	49,030	38,375	280,477	3,368	11,733	-	15,101	295,578
Donated services, facilities, and materials	234,932	25,757	282,619	31,426	4,906	13,709	-	593,349	47,063	42,524	12,114	101,701	695,050
Meetings and events	4,329	5,578	1,500	1,240	122,048	87,419	25,814	247,928	142	192	130,143	130,477	378,405
Occupancy	38,482	49,170	4,904	31,368	12,305	29,568	-	165,797	13,512	15,618	-	29,130	194,927
Other expenses	36,349	44,103	9,901	45,001	29,230	35,531	14,357	214,472	23,323	61,837	325	85,485	299,957
Subtotal	1,185,213	1,409,255	721,707	925,328	591,047	971,390	102,730	5,906,670	396,236	551,909	153,982	1,102,127	7,008,797
Less: Direct benefit costs and other	-	-	-	-	-	-	-	-	-	-	(153,982)	(153,982)	(153,982)
TOTAL	\$ 1,185,213	\$ 1,409,255	\$ 721,707	\$ 925,328	\$ 591,047	\$ 971,390	\$ 102,730	\$ 5,906,670	\$ 396,236	\$ 551,909	\$ -	\$ 948,145	\$ 6,854,815

See independent auditor's report.

HOPE FOR THE WARRIORS®
SCHEDULE OF FUNCTIONAL EXPENSES
FOR THE YEAR ENDED DECEMBER 31, 2015

	PROGRAM SERVICES										SUPPORT SERVICES			
	Transition Services	Clinical Health and Wellness	Cultural Awareness	Community Development	Community Engagement	Sports and Recreation	Other Program Services	Total Program Services	Management and General	Fundraising	Benefit Costs and Other	Direct Supporting Services	Total Expenses	
Personnel cost	\$ 543,061	\$ 656,980	\$ 97,660	\$ 405,197	\$ 205,784	\$ 461,561	\$ -	\$ 2,370,243	\$ 185,730	\$ 192,221	\$ -	\$ 377,951	\$ 2,748,194	
Grants and contributions	73,978	358,605	168	217,372	18,492	60,514	96	729,225	-	-	-	-	729,225	
Professional fees	32,949	33,422	69,607	33,489	14,090	109,785	31,135	324,477	81,358	48,269	9,000	138,627	463,104	
Advertising and promotion	14,749	2,101	61,622	3,523	42,026	69,350	3,886	197,257	289	87,139	-	87,428	284,685	
Technology	18,253	22,375	11,458	13,608	6,937	34,128	-	106,759	8,699	72,547	-	81,246	188,005	
Travel and meals	84,396	15,632	12,485	28,610	42,524	62,645	58,895	305,187	8,787	10,884	-	19,671	324,858	
Donated services, facilities, and materials	18,973	56,991	11,194	53,233	50,542	26,568	7,679	225,180	13,297	17,864	25,006	56,167	281,347	
Meetings and events	8,220	2,299	17,453	1,786	23,549	91,397	8,404	153,108	677	16	197,150	197,843	350,951	
Occupancy	16,050	19,897	3,030	12,095	6,082	14,171	-	71,325	5,489	5,813	-	11,302	82,627	
Other expenses	31,722	37,915	14,635	37,132	18,218	36,832	9,323	185,777	29,133	43,353	5,138	77,624	263,401	
Subtotal	842,351	1,206,217	299,312	806,045	428,244	966,951	119,418	4,668,538	333,459	478,106	236,294	1,047,859	5,716,397	
Less: Direct benefit costs and other	-	-	-	-	-	-	-	-	-	-	(236,294)	(236,294)	(236,294)	
TOTAL	\$ 842,351	\$ 1,206,217	\$ 299,312	\$ 806,045	\$ 428,244	\$ 966,951	\$ 119,418	\$ 4,668,538	\$ 333,459	\$ 478,106	\$ -	\$ 811,565	\$ 5,480,103	

Less: Direct benefit costs and other