

ANNUAL REPORT | 2018

TRANSFORMING LIVES THROUGH THE GIFT OF MOBILITY™



**FREE
WHEELCHAIR
MISSION**





**“When we provide a wheelchair,
we want the individual to feel as
if they are being cradled in God’s
hands.”** —Don Schoendorfer | Founder & President

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A Letter from Our Founder & President and Our Executive Director

Dear Friends,

When we think about the thousands of individuals around the world who have received the gift of mobility because of your generosity, we are filled with awe and immense gratitude. Your gift has not only infused hope, renewed dignity, and freedom into an individual's life but into the lives of their family members and local communities as well.

In 2018, your caring support allowed Free Wheelchair Mission to manufacture and provide more than 79,800 individuals in 33 different countries around the world with the gift of a free wheelchair. Your gift relieved mothers from having to carry their children on their backs, allowed fathers to work and provide for their families, and enabled children to join their siblings at school and receive an education.

Your gift also allowed Free Wheelchair Mission to further invest in our wheelchair training program, ensuring that our distribution partners are trained to appropriately provide wheelchairs to individuals living with a disability. In 2018, 27 of our distribution partners were trained using our hybrid in-person and online program.

True to our core value of innovating to provide transformative mobility solutions, we welcomed the world's first R&D wheelchair test track to our headquarters in Irvine, California. With it, we collected more than 3,500 hours of wheelchair data in 2018 and will use this to help increase the longevity and the efficacy of our wheelchairs for our recipients.

Thank you for partnering with us to provide the gift of mobility to those in the world who need it most.

With gratitude,



Don Schoendorfer
Founder and President



Nuka Solomon
Executive Director



Who We Are

Free Wheelchair Mission is a humanitarian, faith-based, nonprofit organization that has provided more than one million wheelchairs in 93 countries since 2001, offering renewed dignity, independence, and hope through the gift of mobility.



What We Do

We design, manufacture, and ship wheelchairs to our worldwide network of distribution partners, whom we also train in wheelchair assembly, maintenance, and use.

By collaborating with like-minded partners across the globe, we provide mobility to people with disabilities living in developing nations—all at no cost to the recipient.





Evelyn, 18 years old, Kenya

Evelyn's Story Evelyn was born with a nerve disorder that affects her legs. Although she has limited mobility using crutches, she moves very slowly and is often unable to go where she needs to.

“Evelyn cannot hide the joy in her heart. She can now do her own things independently without asking her grandmother.”

Thankfully, Evelyn's uncle contacted our distribution partner in Kenya, who fitted her with a new wheelchair. He reports, “Evelyn cannot hide the joy in her heart. She can now do her own things independently without asking her grandmother. We are humbled and very grateful.”

Board of Directors

Steve Adkinson^{*+}

Senior Financial Advisor, *Merrill Lynch*

Deborah Anderson^{*+}

Secretary
Owner, *Anderson Insurance & Investment Services*

Dan Hanson^{*+}

Chief Retail Production Officer, *loanDepot, LLC*

David Hummelberg⁺

Principal Operating Officer (COO & CFO) of North American Distribution,
Capital Group

Dennis R. Kromer^{*+}

Chief Financial Officer
Retired President, *Dunn-Edwards Paints*

Stuart Rattray^{*+}

Chairman
Retired Senior Vice President Area South East, *Hapag-Lloyd AG*

Connie Salios^{*+}

National Managing Partner, *The Barnabas Group*

Don Schoendorfer, Ph.D.^{*+}

Founder and President, *Free Wheelchair Mission*

Bob Shank^{*+}

Founder and Chief Executive Officer, *The Master's Program*

Marjorie A. Turner, J.D.⁺

Retired Attorney, *The Boeing Company*

Jim Franklin^{*}

Chairman Emeritus
Chief Executive Officer, *HARBRO*

^{*} Served in Fiscal Year 2018
⁺ Serving in Fiscal Year 2019



The Need

The World Health Organization estimates that **70 million** people worldwide are in need of a wheelchair but do not have the means to obtain one.

Without mobility, people with disabilities are often left confined to their beds or homes, hindering their ability to pursue an education, make a living, or participate in community on their own.

A wheelchair can empower a life.



Our Vision

We believe in a world where everyone who needs a wheelchair has one.

Our goal is to provide our next million wheelchairs by 2025—half the time it took for us to provide our first million.



Our Impact*



79,805 Wheelchairs Distributed
to 33 Countries



153.5 Containers of
Wheelchairs Shipped



186 Wheelchairs Distributed
Per Day on Average



27 Distribution Partners Trained
Across the Globe



1,085,709 Wheelchairs Distributed
in 93 Countries Since 2001

*Statistics reflect data from Fiscal Year 2018: July 1, 2017 - June 30, 2018.



Where We Worked

Since 2001, Free Wheelchair Mission has shipped wheelchairs to 93 countries. In 2018, we worked in the following countries:*

- | | |
|-------------------------------|--------------|
| Argentina | Kenya |
| Burundi | Liberia |
| China | Mexico |
| Colombia | Moldova |
| Costa Rica | Nicaragua |
| Dominican Republic | Pakistan |
| Ecuador | Paraguay |
| El Salvador | Peru |
| Eswatini (formerly Swaziland) | Philippines |
| Guatemala | Rwanda |
| Guyana | South Africa |
| Haiti | Syria |
| Honduras | Uganda |
| India | Ukraine |
| Indonesia | Uzbekistan |
| Iraq | Vietnam |
| Jamaica | |

*This list reflects shipping data from Fiscal Year 2018: July 1, 2017 - June 30, 2018.



Our Distribution Partners

In 2018, Free Wheelchair Mission distributed more than 79,800 wheelchairs through our distribution partners, including:*

- American Nicaraguan Foundation

Arbol de Vida

Bethany Kids

Camino de Vida

Central American Relief Efforts

CEPD

Christian Aid Ministries Nicaragua

Christian Mission Charitable Trust

CILSA

Faith In Practice

Father’s Heart Mobility Ministry

Food for the Hungry

Food for the Poor

Fundacion Hospital El Buen Samaritano

Fundacion Vista Para Todos

FUSAL

GAIN

Ganta United Methodist Hospital

Giving it Back to Kids
- Grupo Do It

Hillsong Africa Foundation

Hope Haven

India Christian Ministries

Jesús Responde

Junta de Beneficencia de Guayaquil

Metanoia Missions

Mission Eurasia

Network 21

Operation Blessing

Rotary Club of Harare Central

Rotary Club de Maringá-Parque do Ingá

Tenwek Hospital

The Luke Commission

Walkabout Foundation

World Vision

*This list reflects partner data from Fiscal Year 2018: July 1, 2017 - June 30, 2018.





Alejandro, 58 years old, Peru

Alejandro's Story Alejandro is a 58-year-old man from La Oroya, Peru. When a seemingly-minor injury led to an emergency room visit, doctors discovered that he had diabetes and needed to amputate his infected foot in order to save his life.

“Alejandro refused to give up hope.”

The resulting loss of mobility left Alejandro depressed, as he had been highly active in missions across Peru before his injury. He refused to give up hope, however.

Alejandro's friends contacted our distribution partner in Peru. Soon, he was fitted with a new wheelchair, for which he expressed his deepest gratitude.

Mobility Beyond Wheelchairs

Through our Mobility Beyond Wheelchairs program, Free Wheelchair Mission offers select distribution partners other mobility solutions, including crutches, walkers, and surgical supplies that can prevent or reduce the severity of a disability through surgery or rehabilitation.

This is a small but significant part of what we do in fulfillment of our vision: To provide the transforming gift of mobility to people with disabilities in developing nations, as motivated by Jesus Christ.



Hiep's Story When Hiep was born with clubfoot, his parents thought he would have to live with it for life, unaware that the condition could be corrected with surgery. Besides, as humble farmers in Vietnam, they would not have been able to afford such a procedure anyway.

“Hiep is now learning to walk with the help of splints that he will no longer need after rehabilitation.”

Our local distribution partner arranged for an orthopedic hospital to perform corrective surgery on Hiep, using medical supplies provided by Free Wheelchair Mission. Hiep is now learning to walk with the help of splints that he will no longer need after several years of rehabilitation.

Hiep, 8 years old, Vietnam

Our Wheelchair Training

Wheelchair users risk developing complications such as pressure sores if they are seated incorrectly or have a wheelchair that is not suitable for them.

For this reason, our Medical Programs Team trains our distribution partners to:



Become familiar with our three wheelchair models



Assess whom an FWM wheelchair would be appropriate for



Measure recipients and choose the appropriate wheelchair model and size



Custom-fit each wheelchair to its recipient through assembly and adjustment training



Train wheelchair users on mobility skills, transfers, maintenance, and exercise

Training is offered via video conference, in-country certification workshops, or a hybrid of the two.

This comprehensive training is done for the sake of the overall health and long-term well-being of every wheelchair recipient.

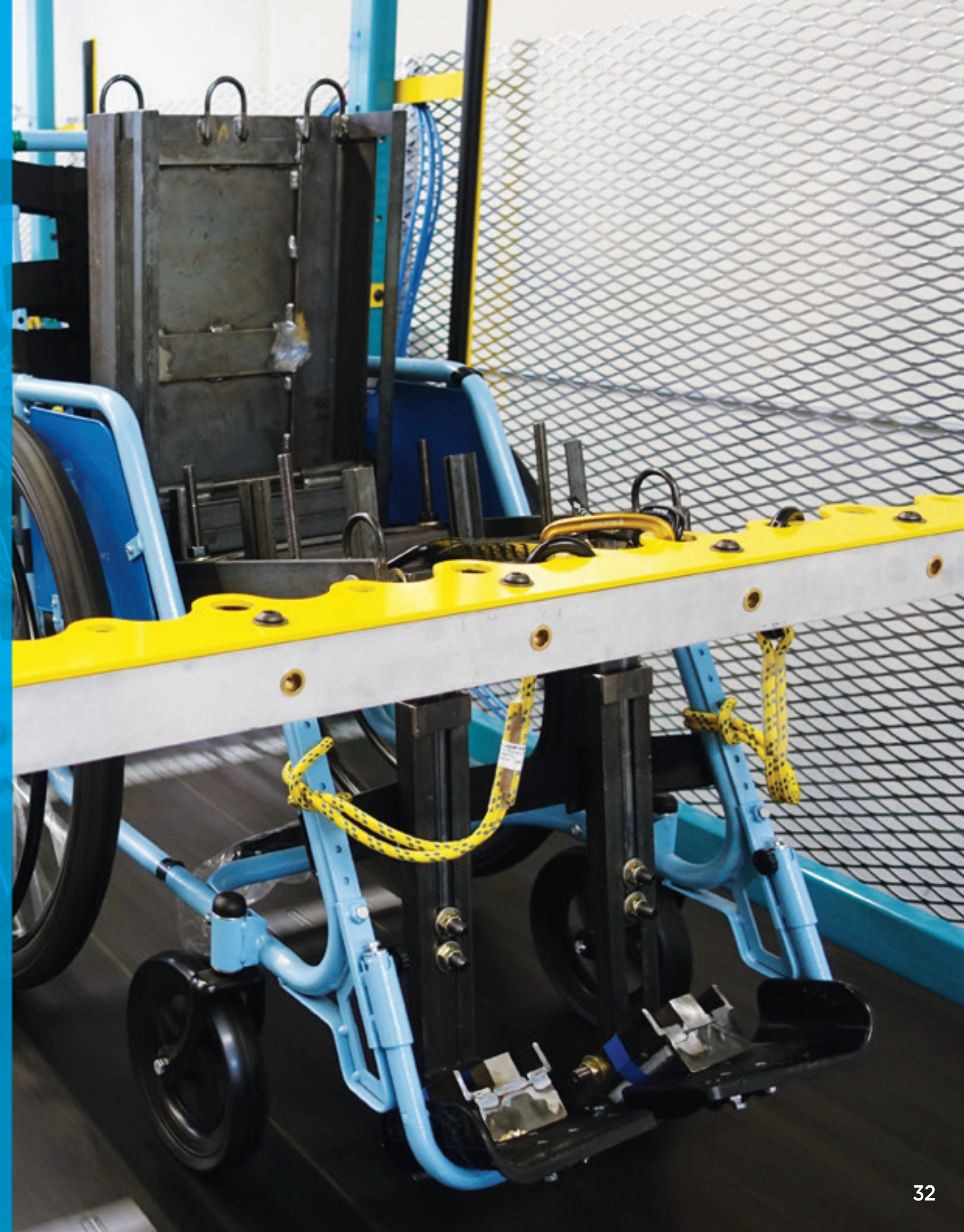


Our Research & Development

The innovative Free Wheelchair Mission wheelchair test track is the first of its kind.

Developed in partnership with the South Dakota School of Mines and Technology and RPM and Associates, Inc., this groundbreaking, 26' x 9' track allows four wheelchairs to be tested at once, in a controlled environment, compressing three to five years of field testing into a few months.

The test track, nicknamed “LOTUS” after one of our very first wheelchair recipients, provided 3,500 hours of valuable data in 2018. LOTUS plays an essential role in helping our engineers improve the design and increase the lifespan of our wheelchairs, all for the safety, comfort, and health of our wheelchair recipients.

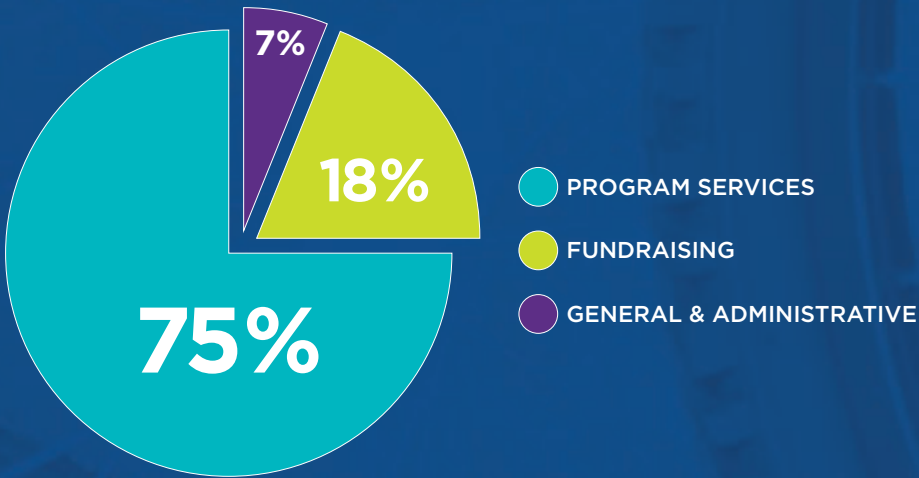


Our Financials*

In 2018, we continued to strive for excellence by maintaining a 75% program ratio as we distributed more than 79,800 wheelchairs.

We continue to transform lives thanks to the unique partnership we have with our distribution partners and donors like you.

Expense Allocation



| Statement of Financial Position | | | |
|----------------------------------|-------------|-------------|-------------|
| Assets | 2018 | 2017 | 2016 |
| Total Current Assets | \$2,192,031 | \$2,840,611 | \$1,714,776 |
| Other Assets | \$529,790 | \$408,376 | \$376,667 |
| Total Assets | \$2,721,821 | \$3,248,987 | \$2,091,443 |
| Liabilities | 2018 | 2017 | 2016 |
| Total Current Liabilities | \$655,963 | \$372,460 | \$120,161 |
| Deferred Liability | \$193,730 | \$177,007 | \$157,429 |
| Total Liabilities | \$849,693 | \$549,467 | \$277,590 |
| Net Assets | 2018 | 2017 | 2016 |
| Unrestricted/Undesignated | \$1,521,502 | \$2,010,287 | \$973,740 |
| Temporarily Restricted | \$350,626 | \$689,233 | \$840,113 |
| Total Net Assets | \$1,872,128 | \$2,699,520 | \$1,813,853 |
| Total Liabilities and Net Assets | \$2,721,821 | \$3,248,987 | \$2,091,443 |

| Statement of Activities | | | |
|-------------------------------|--------------|--------------|--------------|
| Support & Revenue | 2018 | 2017 | 2016 |
| Contributions | \$8,059,639 | \$8,292,717 | \$6,938,516 |
| Gift-in-Kind | \$2,101,059 | \$2,318,759 | \$3,027,237 |
| Other Revenue | \$93,508 | \$108,985 | \$96,749 |
| Total Support and Revenue | \$10,254,206 | \$10,720,461 | \$10,062,502 |
| Expenses | 2018 | 2017 | 2016 |
| Program Services | \$8,343,953 | \$7,357,811 | \$8,215,792 |
| General and Administrative | \$719,215 | \$613,151 | \$552,252 |
| Fundraising | \$2,018,430 | \$1,863,832 | \$1,611,458 |
| Total Expenses | \$11,081,598 | \$9,834,794 | \$10,379,502 |
| Net Assets | 2018 | 2017 | 2016 |
| Change in Net Assets | (\$827,392) | \$885,667 | (\$317,000) |
| Net Assets, Beginning of Year | \$2,699,520 | \$1,813,853 | \$2,130,853 |
| Net Assets, End of Year | \$1,872,128 | \$2,699,520 | \$1,813,853 |

*Fiscal years reflect July 1st through June 30th of 2018, 2017, and 2016.

As a result of our financial transparency and accountability efforts, we are proud to receive the highest ratings from the following charity rating organizations:



Commitment to Transparency
Recognized by
Intelligent
Philanthropy

Our Supporters

Generous individuals, businesses, foundations, and churches enable Free Wheelchair Mission to provide the transforming gift of mobility to individuals living with a disability in developing nations. Your support brings us closer to a day when everyone who needs a wheelchair has one.

“After such a memorable first Vision Trip in Costa Rica last fall, we knew our partnership with Free Wheelchair Mission would evolve to be extremely special. The enthusiasm for this initiative throughout the entire Right at Home system has been nothing short of inspiring, and we are grateful to have completed our third Vision Trip as a franchise system.”

Brian Petranick
CEO & President of *Right at Home, LLC*

“For a company to support a charity, it needs to have certain qualities: compelling impact on people in need; clear and quantifiable financial leverage to maximize the investment; and a cause that draws a connection to the employees in the company. Free Wheelchair Mission hits all those factors and impacts both the individual and the community in dynamic ways.”

Dan Hanson
Chief Retail Production Officer of *JoanDepot, LLC*

“The Sorenson Legacy Foundation is dedicated to endeavors that lift humankind and make the world a better place. Free Wheelchair Mission embodies this spirit. We are proud to support their efforts to improve lives around the globe.”

Sorenson Legacy Foundation

“The mission of Free Wheelchair Mission gives relief and the gift of mobility and dignity to individuals and their families, and this truly resonates with our core values.

Network of Caring is made up of people who want to make a difference. We have taken part in every facet of Free Wheelchair Mission for many years. We raise and give money, help transport the chairs, assemble them, and participate in giving them to the individual recipients; a personal as well as a financial investment!”

Nancy Dornan Bernfield
Founder of *Network of Caring*



Major Corporate & Foundation Supporters

Our special thanks to these organizations for their significant financial support in 2018. Their generosity helped transform thousands of lives.

- ACCO Brands Corporation
- Advisors Mortgage Group, LLC
- The Bowie Family Foundation
- Brookfield Los Angeles Builders, Inc.
- Burke Family Foundation
- Capital Group
- Eaton-Provident Group, LLC
- Edwards Lifesciences Corporation
- FOAM-iT, Inc.
- Gochnauer Family Foundation
- Herman Miller Cares Foundation
- Kellogg Supply, Inc.
- Koon Family, LP
- KPMG
- loanDepot, LLC
- Maynard Family Foundation
- MIC Systems & Software, Inc.
- Open Door Packaging
- Priority Living, Inc.
- Right at Home, LLC
- Steven Label Corporation
- The SoCo Institute, Inc.
- Sorenson Legacy Foundation
- Wheeler Family Trust
- William Gillespie Foundation
- Zulu Warrior, LLC





freewheelchairmission.org
Transforming lives through the gift of mobility™