

# ANNUAL REPORT | 2020

TRANSFORMING LIVES THROUGH THE GIFT OF MOBILITY™



**FREE  
WHEELCHAIR  
MISSION**







**“Now, more than ever, we are fully committed to our mission in helping to bring the life-changing gift of mobility to those in need. Without mobility, social isolation has been a daily reality for 75 million people living with disabilities worldwide.”**

Don Schoendorfer | Founder & President

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# A Letter From Our Founder & President and Our CEO

Dear Friends,

As the impact of the COVID-19 pandemic reverberates around the world, we continue to keep you and your loved ones in our prayers for good health and safety. While it has been an incredibly difficult year, especially for those we serve living with disabilities in developing countries, we are humbled and grateful that we have been able to press on with our mission because of you.

In 2020, even in the midst of many challenges, your generosity and caring support provided wheelchairs to **55,636 individuals and their families** in 28 different countries. These gifts have given so many wheelchair recipients and their families light and hope for the future, during a time fraught with uncertainty and anxiety.

Your contributions helped us to support our distribution partners with training on ways to safely continue providing our wheelchairs during the pandemic. We were also able to offer practical resources regarding safety and infection prevention for wheelchair users and their caregivers.

Gifts to our Medical and Mobility Emergency Fund helped us provide medical supplies like masks, gloves, needles, syringes, and bandages. Your support also provided mobility-assistance devices, such as wheelchairs, walkers, and canes. Thanks to you, these items were essential to the communities we served during the pandemic and the devastating natural disasters that occurred throughout the year.

In 2021, we look forward to celebrating the 20th anniversary of the founding of Free Wheelchair Mission. From the start, your unwavering dedication to our mission has enabled us to distribute more than 1.2 million wheelchairs in 93 countries around the world. We could not have done this without you.

Thank you for all you do to partner with us in providing the gift of mobility to those who need it most around the world.

With gratitude,



Don Schoendorfer  
Founder & President



Nuka Solomon  
Chief Executive Officer





## Who We Are

Free Wheelchair Mission is the world's largest nonprofit manufacturer of cost-efficient, durable wheelchairs designed for the developing world.

Since 2001, we have distributed more than 1.2 million wheelchairs to individuals living with disabilities in 93 countries, providing renewed dignity, independence, and hope through the gift of mobility.





## What We Do

We design and manufacture wheelchairs that are shipped by ocean container to our worldwide network of distribution partners, whom we also train in wheelchair provision, assembly, maintenance, and use.

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





## The Need

The World Health Organization estimates that 75 million people in the world are in need of a wheelchair, but only 5–10% of them have access to one.

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

A new wheelchair offers new possibilities.





## Our Mission

To provide the transforming gift of mobility to people with disabilities living in developing nations, as motivated by Jesus Christ.

## Our Vision

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





# Board of Directors

## Steve Adkinson\*

Senior Financial Advisor, Merrill Lynch

## Dan Hanson\*\*

Executive Director Distributed Retail, loanDepot

## Debbie Hendry\*\*

Retired, Operations Executive

## David Hummelberg\*\*

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

## Dennis R. Kromer\*\*

Treasurer  
Retired President, Dunn-Edwards Paints

## Dave Link\*\*

Retired CEO, Precision Pet Products

## Stuart Rattray\*\*

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

## Connie Salios\*\*

Board Advisor & Organizational Consultant

## Don Schoendorfer, Ph.D.\*

Founder and President

## Bob Shank\*\*

Founder and CEO, The Master's Program

## Susan Shore, P.T., Ph.D.\*\*

Professor and Chair, Department of Physical Therapy, Azusa Pacific University

## Marjorie Turner, J.D.\*

Secretary  
Retired Senior Counsel, The Boeing Company

\* Served in Fiscal Year 2020

+ Serving in Fiscal Year 2021







William, 57 years old, Guatemala

**William's Story** William, a 57-year-old husband and father of nine, was serving in the Guatemalan army when he sustained a spinal cord injury in 1995.

Over the years, William would sometimes receive used wheelchairs. He could only use them for a while, however. When the castors would break after use on unpaved, uneven terrain, the wheelchairs could not be repaired because the parts were not available in his region.

**“I’m very thankful to Free Wheelchair Mission for the wheelchair,” offered William, “to Faith in Practice, and to God.”**

Faith in Practice, one of our distribution partners in Guatemala, provided William with a new GEN\_3 wheelchair that folds for ease of storage in tight quarters and can therefore be easily transported on public buses. Our wheelchairs also use parts commonly found around the world, include spare parts, and are designed for use in the rugged conditions often found in developing countries like Guatemala. “Very cool,” grinned William as he gave his new wheelchair a test spin.



## Our Impact\*



55,636 Wheelchairs Distributed  
to 28 Countries



110 Containers of Wheelchairs  
Shipped



200 Wheelchairs Distributed  
Per Day on Average



77.3% Wheelchairs Distributed  
With a Christian Message



24 Distribution Partners Trained  
or Coached in 16 Countries



1,206,248 Wheelchairs Distributed  
Since 2001



\*Statistics reflect data from Fiscal Year 2020: July 1, 2019 - June 30, 2020.



# Where We Worked

Free Wheelchair Mission has shipped wheelchairs to 93 countries since 2001. In 2020, we worked in the following countries:\*

Argentina

Brazil

Burundi

China

Colombia

Costa Rica

Dominican Republic

Ecuador

El Salvador

Eswatini

Guatemala

Haiti

Honduras

India

Jamaica

Jordan

Kenya

Mexico

Nicaragua

Pakistan

Paraguay

Peru

Philippines

Rwanda

South Africa

Uganda

Vietnam

Zimbabwe

\*This list reflects shipping data from Fiscal Year 2020: July 1, 2019 - June 30, 2020.







Hieu, 72 years old, Vietnam

**Hieu's Story** Hieu, 72, was born with one leg shorter than the other. Although she could walk short distances, it was with great difficulty, and she would need someone to help hold her up.

Hieu never got married and lived with her parents until they passed away 20 years ago. She then moved in with her brother and sister-in-law, living on a stipend of about \$20 per month. Hieu further lost mobility to a stroke four years ago.

**“My nieces and nephews also take me outside for fun. I can enjoy my life again and feel better about myself.”**

Since her brother and sister-in-law are also in their seventies, they did not have the strength to carry her anywhere. Most days, Hieu would be left in her bed, in a corner of their humble home, until someone would come by to help.

Our local distribution partner, Giving it Back to Kids, provided Hieu with a new wheelchair. “Now, my brother and sister-in-law can take me outside every day,” beamed Hieu. “My nieces and nephews also take me outside for fun. I can enjoy my life again and feel better about myself.”



# Our Distribution Partners

In 2020, Free Wheelchair Mission distributed 55,636 wheelchairs through our distribution partners, including:\*

- Al-Khidmat Foundation

Arbol de Vida

Bethany Kids

Camino de Vida

Children International Philippines

Christian Aid Ministries Nicaragua

Christian Mission Charitable Trust

CILSA

Do It Foundation

Faith in Practice

Father’s Heart Mobility Ministry

Food for the Hungry Burundi

Food for the Hungry Dominican Republic

Food for the Hungry Rwanda

Food for the Poor Colombia

Food for the Poor El Salvador

Food for the Poor Guatemala

Food for the Poor Haiti

Food for the Poor Honduras

Food for the Poor Jamaica

Fundación Hospital El Buen Samaritano

Fundación Vista Para Todos

FUSAL
- Giving it Back to Kids

Henan Disabled People’s Foundation

Hope Haven

Hubei Disabled People’s Foundation

India Christian Ministries

Jesus Responde

Junta de Beneficencia de Guayaquil

Metanoia Missions

Network 21 South Africa

Operation Blessing El Salvador

Operation Blessing Mexico

Rotary Club of Harare Central

Rotary Club of Maringá-Parque do Ingá

Tenwek Hospital

The Luke Commission

United Palestinian Appeal

Urban Mosaic

Walkabout Foundation Kenya

World Vision El Salvador

Xinjiang Disabled People’s Foundation

\*This list reflects partner data from Fiscal Year 2020: July 1, 2019 - June 30, 2020.







# Responding to the Pandemic: Mobility Beyond Wheelchairs

Through our Mobility Beyond Wheelchairs gifts-in-kind 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 medical care.

With this program in place, Free Wheelchair Mission was able to provide much-needed medical supplies, including masks and gloves, to Mobility Beyond Wheelchairs partners during the pandemic. These supplies allowed our partners to continue providing critical health care services in their communities at a time when people living with disabilities were among the most vulnerable.

“In the crisis caused by COVID-19, these kinds of supplies have become extremely limited,” said a representative from FUSAL, one of our partners in El Salvador. “But thanks to the donation that you generously sent us, our doctors have the highest quality protection to carry out their activities, especially caring for patients possibly infected by the virus, without putting their safety and that of their families at risk.”









# Our Wheelchair Training

Providing mobility solutions means more than just giving away wheelchairs. A correct fit and training on proper use are crucial for the safety and well-being of every wheelchair recipient.

Our Programs team provides ongoing wheelchair training and coaching to all distribution partners through remote and in-person workshops, video conferences, and our new online training modules.

Once our distribution partners have received training from us, they go on to train their staff, volunteers, and partners, adapting the training to meet specific needs in their contexts.

## Our training includes:

-  Overview of Free Wheelchair Mission
-  Assessment of Potential Wheelchair Recipients
-  Measurements and Recommendations
-  Wheelchair Assembly and Adjustments
-  Wheelchair User Training

## Wheelchair Training and Coaching in 2020\*

- 24 Organizations Trained or Coached in 16 Countries
- 7 Remote Training Events
- 1 In-Person Training Event
- 13 Remote Coaching Events
- 3 In-Person Coaching Events

\*Numbers reflect training data from Fiscal Year 2020: July 1, 2019 – June 30, 2020.



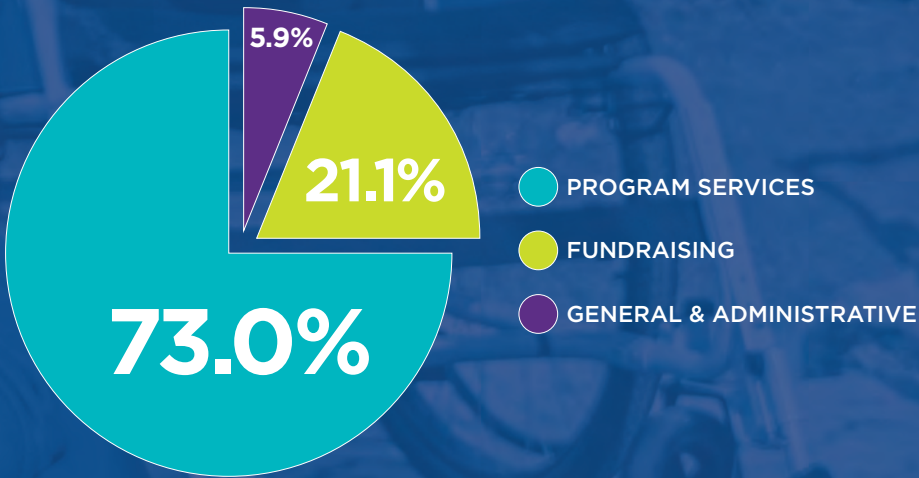


# Our Financials\*

In 2020, we continued to strive for excellence by maintaining a 73% program ratio as we distributed 55,636 wheelchairs in 28 countries.

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	2020	2019	2018
Total Current Assets	\$1,996,418	\$1,762,701	\$2,192,031
Other Assets	\$961,820	\$507,180	\$529,790
<b>Total Assets</b>	<b>\$2,958,238</b>	<b>\$2,269,881</b>	<b>\$2,721,821</b>
Liabilities	2020	2019	2018
Total Current Liabilities	\$752,464	\$372,985	\$655,963
Deferred Liability	\$239,698	\$205,959	\$193,730
<b>Total Liabilities</b>	<b>\$1,002,162</b>	<b>\$578,944</b>	<b>\$849,693</b>
Net Assets	2020	2019	2018
Unrestricted/Undesignated	\$1,167,388	\$859,733	\$1,521,502
Temporarily Restricted	\$788,688	\$831,204	\$350,626
<b>Total Net Assets</b>	<b>\$1,956,076</b>	<b>\$1,690,937</b>	<b>\$1,872,128</b>
<b>Total Liabilities and Net Assets</b>	<b>\$2,958,238</b>	<b>\$2,269,881</b>	<b>\$2,721,821</b>

Statement of Activities			
Support & Revenue	2020	2019	2018
Contributions	\$7,949,367	\$8,292,211	\$8,059,639
Gift-in-Kind	\$1,938,762	\$2,584,936	\$2,101,059
Other Revenue	\$59,542	\$10,594	\$93,508
<b>Total Support and Revenue</b>	<b>\$9,947,671</b>	<b>\$10,887,741</b>	<b>\$10,254,206</b>
Expenses	2020	2019	2018
Program Services	\$7,072,244	\$8,361,139	\$8,343,953
General and Administrative	\$564,936	\$730,531	\$719,215
Fundraising	\$2,045,352	\$1,977,262	\$2,018,430
<b>Total Expenses</b>	<b>\$9,682,532</b>	<b>\$11,068,932</b>	<b>\$11,081,598</b>
Net Assets	2020	2019	2018
Change in Net Assets	\$265,139	(\$181,191)	(\$827,392)
Net Assets, Beginning of Year	\$1,690,937	\$1,872,128	\$2,699,520
<b>Net Assets, End of Year</b>	<b>\$1,956,076</b>	<b>\$1,690,937</b>	<b>\$1,872,128</b>

\*Fiscal years reflect July 1st through June 30th of 2020, 2019, and 2018.

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





## Our Supporters

We are deeply grateful for the generous support of our donors, volunteers, ambassadors, businesses, foundations, and churches. Even in difficult times, they have donated their time, talents, and treasures, through programs and events like Miracle of Mobility, Run for Mobility, and x2 Gift Challenge to help us continue our mission.

Thank you for all you do in partnership with Free Wheelchair Mission to provide the transforming gift of mobility to so many around the world.

**“Our family was so moved by the work of Free Wheelchair Mission that we decided to do what we can to help raise funds for the mission.** Our children got to learn about those living with disabilities in developing countries and we have been inspired to share the message with friends, family, and co-workers. We are proud to help to provide mobility to so many in need.”

The Felix family  
(Pictured right)

**“My daughter Alli and I were introduced to Free Wheelchair Mission through a wonderful group of women in our Chicago community.** Over the years, we have been so inspired by the tangible impact that every donation directly makes on people around the world that we continue to spread the love of Free Wheelchair Mission to our family, friends, and communities.”

Janet Sontag  
Lead Media Operations, Kraft Heinz

Alli Hartwick  
Audit Resource Management, KPMG

**“Giving our team members an opportunity to help others has inspired many of them to fill a container of wheelchairs as a vehicle to spread God’s love in a tangible way.** We look forward to seeing these wheelchairs lifting people up and giving them a future of hope and encouragement.”

Scott Kuethen  
Chief Executive Officer, Amtec





# Major Corporate & Foundation Supporters

Our special thanks to these organizations for their significant financial support in 2020. Their generosity helped transform thousands of lives.\*

Abra Prentice Foundation, Inc.  
Acts Charitable Foundation  
Advisors Mortgage Group  
Amtec  
Applied Medical Resources Corporation  
Ashton Family Foundation  
Caprock  
Cynthia Lake Charitable Trust  
Denton Transportation, Inc.  
Diamond Hill Capital Management  
Donald G. Goodwin Family Foundation, Inc.  
Eaton Provident  
Eden Outsource  
Essendant Charitable Foundation  
FOAM-iT  
Fuel the Cause  
Gochnauer Family Foundation  
Hanson Family Charitable Foundation  
In-N-Out Burger  
John E.N. & Dede Howard Fund  
John Knox, Jr.

KPMG  
Leets Consortium  
loanDepot  
Luke and Lori Morrow Family Foundation  
MIC Systems & Software Inc.  
Open Door Packaging  
PR Construction, Inc.  
Priority Living, Inc.  
Right at Home, Inc.  
Sorenson Legacy Foundation  
Steven Label Corporation  
Steve and Wendy Bowie  
The Capital Group Companies, Inc.  
The P & L Odette Charitable Foundation  
The Wheeler Family Charitable Trust  
TriGuard Management  
Tuscan Imports

\*Any unlisted corporate or foundation supporters have requested to remain anonymous.





