The Value of Partnership

2017

Paralyzed Veterans of America

Paralyzed Veterans & You
Paralyzed Veterans of America

Since 1946
Dear Friends,

The milestones you will find in this booklet are some of those accomplishments, and each of them is a testament to the support you have provided Paralyzed Veterans. It is essentially a rather lengthy thank you card, because we could not provide our veterans access to quality health care, life-sustaining jobs and the benefits they’ve earned and deserve without each of you.

Sincerely,

David Zurfluh  
National President

Sherman Gillums, Jr.  
Executive Director

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**FIVE STRATEGIC PILLARS**

- Build broad awareness of Paralyzed Veterans mission and impact
- Revitalize programs to improve members’ lives
- Engage chapters in establishing a grassroots framework to serve members
- Ensure a stable and sustainable financial future
- Enable our mission through organizational excellence

Thanks to you...
Our vocational rehabilitation program, Paving Access for Veterans Employment (PAVE) provides one-on-one career counseling and assistance to veterans and their families.

...WE ARE VETERANS WITH JOBS

- 3,000 Placements Since 2007
- 600 Average Active Caseload
- 83% Retention Rate
- 1,200 Partners Committed to Supporting PAVE Clients
Veterans and family members turn to Paralyzed Veterans for assistance filing VA benefits claims and other services.

Annual & Retroactive Awards
$259,932,908

Pro Bono Legal Services
- 6 Paralyzed Veterans’ attorneys, 11,205 hours of service
- $707,304 donated billable hours to veterans, families and survivors

Statistics from FY16
We assist all veterans and their families free of charge.

Our service officers are in 70+ VA hospitals nationwide, helping all veterans, including non-members.

**Board of Veterans Appeals Office**
- 195 clients
- 70 decisions
- $1,592,953 retroactive benefits

**Veterans Appeals Litigation Office**
- 21 appeals of denied VA benefits claims
- $38,000 awards under Equal Access to Justice Act
...WE ARE VETERANS WITH HEALTHCARE

Veterans are not alone on their journeys to recovery. We strive to ensure quality health care for our members, as well as support research and education for their continued care.

800+ Clinicians attended Summit 2016+Expo, the world’s largest SCI/D conference

Paralyzed Veterans’ Medical Services Staff and a committee of members conduct quality site visits at all 33 SCI/D Centers across the nation.
Supporting the caregivers who support our veterans is an important part of our mission.
Advocacy and Legislation

100 Attendees annually at Advocacy and Legislation Seminar

260 Visits with members of Congress

Paralyzed Veterans invests in the education of those who care for our veterans and the future of veterans healthcare.

84,002 VOLUNTEER HOURS

$180,000 GRANTS AWARDED

$750K AWARDED TO: 3 GRANTS, 3 FELLOWSHIPS

16 CONSUMER GUIDES
• Now in its 30th edition, *The Independent Budget* is a veterans service organization collaboration that proposes Congressional policy and budget priorities.

• The Barrier-Free America Award recognizes excellence in the philosophy of accessible design principles.

FY 2016 Public Service Announcement Ad Value

$87,082,111
Architecture and Accessibility

- Paralyzed Veterans’ Architects directly improve the lives of an estimated 30.6 million Americans with mobility impairments
- $477,900 pro bono architectural services
- Paralyzed Veterans was pivotal in the passage of the Americans with Disabilities Act

Share Your Story
Please share your stories, photos, videos, and graphics about your air travel experiences as a passenger with a disability.

AirAccess30.org
Paralyzed Veterans leads adaptive sports and recreation programs nationwide to support physical and mental wellness through active lifestyles.
Nearly 600 veterans compete in the National Veterans Wheelchair Games each year.
World War II veterans established Paralyzed Veterans 71 years, and the organization continues to support veterans with medical research, advocacy and civil rights for all people with disabilities.
Thanks to your support, veterans with spinal cord injury and disease have partners for life.

The Jeffrey Carlton Charitable Foundation will provide Paralyzed Veterans with at least $50 million to assist in expanding our mission for all veterans. This is the largest donation in Paralyzed Veterans’ history.
Paralyzed Veterans FY15/16 Financials

Programs and services lay at the core of what Paralyzed Veterans of America does as a champion for veterans with spinal cord injuries and diseases (SCI/D). Investing in advocacy, sports and recreation, research, public education and outreach enables us to provide life-sustaining programs to all veterans, their families and caregivers free of charge.

Fundraising for these programs and services is critical to our nearly 18,000 SCI/D veteran members, and the greater disability community.

<table>
<thead>
<tr>
<th>REVENUES</th>
<th>FY 2015</th>
<th>FY 2016</th>
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<tbody>
<tr>
<td>Contributions</td>
<td>$190,340,967</td>
<td>$189,432,075</td>
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<tr>
<td>Other</td>
<td>$4,322,399</td>
<td>$3,212,375</td>
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<tr>
<td><strong>Total Revenues</strong></td>
<td><strong>$194,663,366</strong></td>
<td><strong>$192,644,450</strong></td>
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<tr>
<th>EXPENSES</th>
<th>FY 2015</th>
<th>FY 2016</th>
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<tr>
<td><strong>PROGRAM EXPENSES</strong></td>
<td></td>
<td></td>
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<tr>
<td>Veterans and Disability Services</td>
<td>$21,827,088 - 13.9%</td>
<td>$21,405,055 - 14.2%</td>
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<tr>
<td>Public Education</td>
<td>$118,154,589 - 77.8%</td>
<td>$119,736,718 - 76.8%</td>
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<tr>
<td>Advocacy</td>
<td>$1,831,553 - 1.4%</td>
<td>$2,088,942 - 1.2%</td>
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<td>Sports and Recreation</td>
<td>$3,851,700 - 1.9%</td>
<td>$2,769,363 - 2.5%</td>
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<tr>
<td>Research, Consumer and Professional Education</td>
<td>$2,578,910 - 1.5%</td>
<td>$2,344,040 - 1.7%</td>
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<tr>
<td>Chapter and Community Outreach</td>
<td>$5,563,694 - 3.5%</td>
<td>$5,410,376 - 3.6%</td>
</tr>
<tr>
<td><strong>Total Program Expenses</strong></td>
<td><strong>$153,807,534</strong></td>
<td><strong>$153,954,494</strong></td>
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<tr>
<td>General and Administrative</td>
<td>$5,225,592</td>
<td>$4,661,958</td>
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<tr>
<td>Fundraising</td>
<td>$35,913,009</td>
<td>$36,932,934</td>
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<tr>
<td><strong>Total Expenses</strong></td>
<td><strong>$194,946,135</strong></td>
<td><strong>$195,549,386</strong></td>
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<tr>
<td>Deficiency from operating items</td>
<td>($282,769)</td>
<td>($2,904,936)</td>
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<tr>
<td>Investment Income</td>
<td>$2,799,757</td>
<td>$591,316</td>
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<tr>
<th>NET ASSETS</th>
<th>FY 2015</th>
<th>FY 2016</th>
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<tr>
<td>Increase (Decrease) in Net Assets</td>
<td>$2,516,988</td>
<td>($2,313,620)</td>
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<tr>
<td>Net Assets, Beginning of Year</td>
<td>$53,192,458</td>
<td>$55,709,446</td>
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<tr>
<td>Net Assets, End of Year</td>
<td>$55,709,446</td>
<td>$53,375,826</td>
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Financial Ratios

**FY 2015**

- **Veterans & Disability Services Expenses** - 11.2%
- **Advocacy Expenses** - 0.9%
- **Sports and Recreation Expenses** - 2.0%
- **Research, Consumer and Professional Education Expenses** - 1.3%
- **Fundraising Expenses** - 18.4%
- **Chapter and Community Outreach Expenses** - 2.9%
- **General & Administrative Expenses** - 2.7%
- **Total Program Service Expenses** - 78.9%

**FY 2016**

- **Veterans & Disability Services Expenses** - 10.9%
- **Advocacy Expenses** - 1.1%
- **Sports and Recreation Expenses** - 1.5%
- **Research, Consumer and Professional Education Expenses** - 1.2%
- **Fundraising Expenses** - 18.9%
- **Chapter and Community Outreach Expenses** - 2.8%
- **General & Administrative Expenses** - 2.4%
- **Total Program Service Expenses** - 78.7%
Paralyzed Veterans, a congressionally chartered veterans service organization founded in 1946, has developed a unique expertise on a wide variety of issues involving the special needs of our members – veterans of the armed forces who have experienced spinal cord injury or disease.

Paralyzed Veterans will use that expertise to be the leading advocate for:

- Quality health care for our members
- Research and education addressing spinal cord injury and disease
- VA benefits available as a result of our members’ military service
- Civil rights and opportunities that maximize the independence of our members