Letter From The **PRESIDENT**

2016 marked 10 years of dedicated service by Hope For The Warriors® (H4W). In the years leading up to this milestone we have seen both tragedy and dignity, often rolled into one family, one community, one face. We knew in 2006 and still know today that financial assistance can reduce stress, counseling can work to ease the affects of processing trauma, recreational activities can and will rebuild the warrior spirit, but what we saw in all of those faces that rose above their circumstances, was hope.

H4W is an organization lovingly founded by and for those in the military community. We have positively impacted the lives of over 13,000 in an effort to return them to service of some nature. Our original motto, “No sacrifice forgotten, nor need unmet,” continues to guide our purpose. We are a dynamic, agile, and bold organization that adapts to meet the diverse needs of the military community.

Donors, corporate partners, volunteers, proud military communities, and dedicated staff have given H4W the support to grow. In order to fulfill our mission we must be as successful in raising resources as we are in recognizing needs and providing the services. We conquered our budget for the year and ended well above the strategic goal. Most importantly, we served more families in 2016 than we ever have and our services made a greater impact.

In 2016, we provided more than 12,000 intake and program services, hosted 10 races across the nation with more than 6,500 runners, increased our financial aid and scholarship programs, strengthened partnerships with inpatient and outpatient treatment centers to enhance our Family Resilience Program, expanded our military caregiver workshops to two new communities, grew our Masters of Social Work Internship program with seven interns, held two virtual art therapy workshops, and hosted or supported more than 250 engagement events across the nation. In the third quarter of 2016 alone, we assisted a record 980 new service members, veterans, military family members, and Families of the Fallen. Also, in 10 years, Hope For The Warriors has granted more than 165 Wishes through our A Warrior’s Wish® program.

Our quiet, consistent, and steadfast approach has served us well and our reputation proceeds us. Our comprehensive support programs will continue to offer a hand up to the military community and restore lives. As we build for the future, we will always be rooted in family and continue to serve those who have served.

Sincerely,

Robin Kelleher
President/CEO
Mission **STATEMENT**
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.

Core **VALUES**
Hope For The Warriors understands the pride, joy, and challenges of being a military family. For today, tomorrow, and years to come, we will strive to meet the changing needs of service members and their families.

**ETHOS**
Hope For The Warriors is a family, united by our shared conviction of honor and sacrifice.

**Populations SERVED**
All Hope For The Warriors programs serve post-9/11 active duty, National Guard, reserve service members, and veterans from all branches of the military. Programs also support the entire military family, families of the Fallen, and military caregivers.

Launch of Southeastern Grocers “All For Honor” Campaign
Those We Serve 2016 DATA

In 2016, Hope For The Warriors saw an increase of 17% in the number of services provided to service members, veterans, military families, and families of the fallen when compared to the previous year. Below is a breakdown of our services and information on those we serve.

Client Type

- Veteran: 72%
- Service Member: 10%
- Spouse: 8%
- Caregiver: 8%
- Family Member: 2%

Branch of Service

- Army/Army Reserve: 49%
- Marine Corps: 18%
- Navy: 10%
- Multiple Services: 9%
- Air Force: 7%
- National Guard: 6%
- Coast Guard: 1%

Years Since Military Separation

- <1: 8%
- 1-2: 23%
- 3-5: 28%
- 6-10: 26%
- >11: 15%

Age

- <24: 4%
- 25-34: 48%
- 35-44: 33%
- 45-54: 11%
- 55+: 4%

Hope For The Warriors Services Provided

- Clinical Health & Wellness: 65%
- Sports & Recreation: 21%
- Community Development & Engagement: 8%
- Transition: 6%

Top 5 States Served

1. Texas
2. Florida
3. North Carolina
4. California
5. Georgia
Comprehensive Support **PROGRAMS**

Hope For The Warriors programs offer comprehensive solutions for the challenges facing the entire military family.
Century CLUB

Hope For The Warriors inducted two members into the inaugural class of the Hope For The Warriors Century Club, which honors and celebrates those who have completed 100 full or half marathons as a member of Team Hope For The Warriors®. Members, Paul Kelly and retired LtCol John Germain, USMC, have supported the organization by raising funds, volunteering at community events, and introducing the team mission to friends, family, and community members.

I spent more than 30 years in the Marine Corps and one thing I learned was to do the right thing. Hope For The Warriors is all about doing the right thing. I appreciate the opportunity to run and the recognition. – John Germain
Circle of **HOPE**

In celebration of 10 years, Hope For The Warriors launched Circle of Hope, a program for loyal supporters who wish to make a significant impact by donating monthly. This community started with over 250 members who are making a large impact on the organization’s mission of restoring self, family, and hope. For more information about Circle of Hope membership, contact fund@hopefortthewarriors.org.

**10 Year CELEBRATION**

Hope For The Warriors commemorated its 10th Anniversary with two Got Heart Give Hope® Celebrations, one in Washington, DC, and another in North Carolina. The celebrations focused on how, for a decade, Hope For The Warriors has restored self, family, and hope to service members, veterans, their families, and families of the fallen on a daily basis. Several service members shared their stories about the impact Hope For The Warriors has had on their lives and the lives of their families.

* I was introduced to Hope For The Warriors in their earliest days. I had noticed the above and beyond attention they gave my family and me then. Now, years later, they still call and check on my family and me and they have never forgotten me. -Former Army Specialist

![Image of event attendees](image-url)
Fiscal Responsibility

For the 6th year in a row, Hope For The Warriors earned a Four-Star Rating from Charity Navigator, putting the organization in the top 4.55% of Charity Navigator rated nonprofits. It is a testament to Hope For The Warriors meticulous fiscal transparency and accountability, letting donors know their support is an exceptional investment in the future of the military community.

Hope For The Warriors Financial Statement Overview

FISCAL YEAR ENDING DECEMBER 31, 2016

<table>
<thead>
<tr>
<th>REVENUE</th>
<th>USD</th>
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<tbody>
<tr>
<td>Contributions</td>
<td>8,292,801</td>
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<tr>
<td>Special Events Income, Net</td>
<td>516,695</td>
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<tr>
<td>Donated Goods &amp; Services</td>
<td>695,050</td>
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<tr>
<td>Interest &amp; Other Income</td>
<td>13,006</td>
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<tr>
<td><strong>Total Revenue</strong></td>
<td><strong>9,517,552</strong></td>
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<table>
<thead>
<tr>
<th>EXPENSES</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Program Services</td>
<td>5,906,670</td>
</tr>
<tr>
<td>Management &amp; General</td>
<td>396,236</td>
</tr>
<tr>
<td>Fundraising</td>
<td>551,909</td>
</tr>
<tr>
<td><strong>Total Expenses</strong></td>
<td><strong>6,854,815</strong></td>
</tr>
</tbody>
</table>

| Change in Net Assets                         | 2,662,737 |

Source: Audited Financial Services

Management & General expenses account for 6% of total expenses. A detailed look at Hope For The Warriors financial information can be found at [www.hopeforthewarriors.org](http://www.hopeforthewarriors.org).

2016 Impact Partners

- 102.3 WBAB
- Altria Group, Inc.
- Anheuser-Busch
- Bear Lakes Country Club
- Bob Woodruff Foundation
- Bottling Group, LLC
- Brandon Jones Racing , LLC
- C R McMullen Co, Inc
- Casey’s General Store
- Cessna Aircraft Company
- Clayton Homes
- Eagle Oaks Golf Club
- Food Lion
- Harkcon
- HBO
- Hormel Foods Corporation
- Hy-Vee Inc.
- Island Federal Credit Union
- Kingwood Fallen Heroes
- Marine Federal Credit Union
- Mountain Falls Luxury Motorcoach Resort
- National Beef Packing Co LLC
- OpticsPlanet, Inc.
- Plaza Construction
- QuickChek
- RayCom Media
- RBC Capital Markets
- River Landing
- Sanderson Farms Inc
- Sealed Air Corporation
- SIEMENS
- Silver Springs Bottled Water Co
- Southeastern Grocers LLC
- Stevenson Management Co.
- Tee It up for the Troops
- Town of Pine Knoll Shores
- Tyson Foods Inc
- Wholesale Grocers Inc
- Winn Dixie Stores Inc
- World’s Finest Chocolate

Foundation Partners:
- American Endowment Foundation
- Arthur J. & Lee R. Glatfelter Foundation
- Barry Fixler Foundation
- Devine Family Foundation
- George T. Lewis, Jr. 2001 Foundation
- Michael Finney Foundation
- ROMA Foundation
- Schroeder Family Fund
- The Stewart J. Rahr Foundation
CHAIRMAN OF THE BOARD
Jack W. Marin | Attorney-at-Law (Ret.)

VICE CHAIRMAN AND SECRETARY
MajGen Robert Dickerson, USMC (Ret.) | Executive Vice President, Marine Federal Credit Union

BOARD TREASURER
Paul McTear | President/CEO, Raycom Media

GOVERNANCE COMMITTEE
Bill Nelson | Former Chairman/CEO, HBO®

Harry Bridgwood | In Memoriam
Robin Kelleher | Ex Officio, President/CEO, Hope For The Warriors
Capt Dan Moran, USMC (Ret.) | Chairman/CEO/President, Moran Enterprises, Inc.*
LTC Bob Myers, USA (Ret.) | Former CEO, Casey’s General Store
Craig Proctor | Vice President and Associate General Counsel, Altria Group
Caroline Shaw | Executive Vice President and Chief Marketing Officer, Jackson Family Wines  *Board Term Begins 2017
Courtney B. Spaeth | CEO, growth.[period]
LTC James Whaley, USA (Ret.) | Vice President, Corporate Communications, Sealed Air Corporation
Richard Wood | President, Plaza Construction Corp.

Board COUNCIL
*Term Begins 2017

Andrew Franzone | Hedge-Fund Manager
COL Gregory D. Gadson, USA (Ret.) | Military Advocate and Former Commanding Officer, Fort Belvoir
MajGen James Kessler, USMC (Ret.) | VP of Materiel Management at LMI
JoAnn Stonier | Global Privacy & Data Protection Officer, MasterCard
Chris Tyll | Former Navy Seal, Restaurant Owner
William Wagasy | VP, National Sales, National Commercial Services for Commonwealth Land Title, Former Navy Seal

Community COUNCIL

Bonnie Amos | Founding Member of the Advisory Council, Hope For The Warriors®
CPT Paul Bucha, USA (Ret.) | Vietnam Medal of Honor Recipient
GEN Richard Cody, USA (Ret.) | Senior Vice President of D.C. Operations, L3 Communications, Former Vice Chief of Staff, USA
Dr. Michael DeFalco, PsyD | Director of Adult/Dual Recovery Programs, Specialty: PTSD and Military Services
Todd Finger | Partner, McDermott Will & Emery LLP
Francis Q. Hoang | Chief Strategy Officer, MAG; Partner, Fluet Huber + Hoang
Gen Charles Krulak, USMC (Ret.) | 31st Commandant of the Marine Corps
Tom Lyons | Director, Community Services; MassHousing
Frank Scott Moran | CEO, Moran Oil Co., Inc.
Christopher Page | Co-founder/CEO, Army Week NYC
Kathy Roth-Douquet | Co-founder/Chairman, Blue Star Families
Gary Sinise | Actor and Advocate for Wounded Service Members
Dr. Sim B. Sitkin | Professor of Management and Director of Behavioral Science and Policy Center, The Fuqua School of Business, Duke University
CDR Charles E. Summers, Jr. | Former Maine Secretary of State
COL David Sutherland, USA (Ret.) | Chairman, Dixon Center
Mike Waters | Founder of The Benefit Planning Group, Inc.
Sue Wissler | Founding Member of the Advisory Council, Hope For The Warriors®

No Man Left Behind monument which Hope For The Warriors has donated to USMC Camps Lejeune & Pendleton

Honorary COUNCIL

Shannon Maxwell | Co-founder, Hope For The Warriors; Vice President, SemperMax
John Vigiano, Sr. | Captain FDNY, Retired