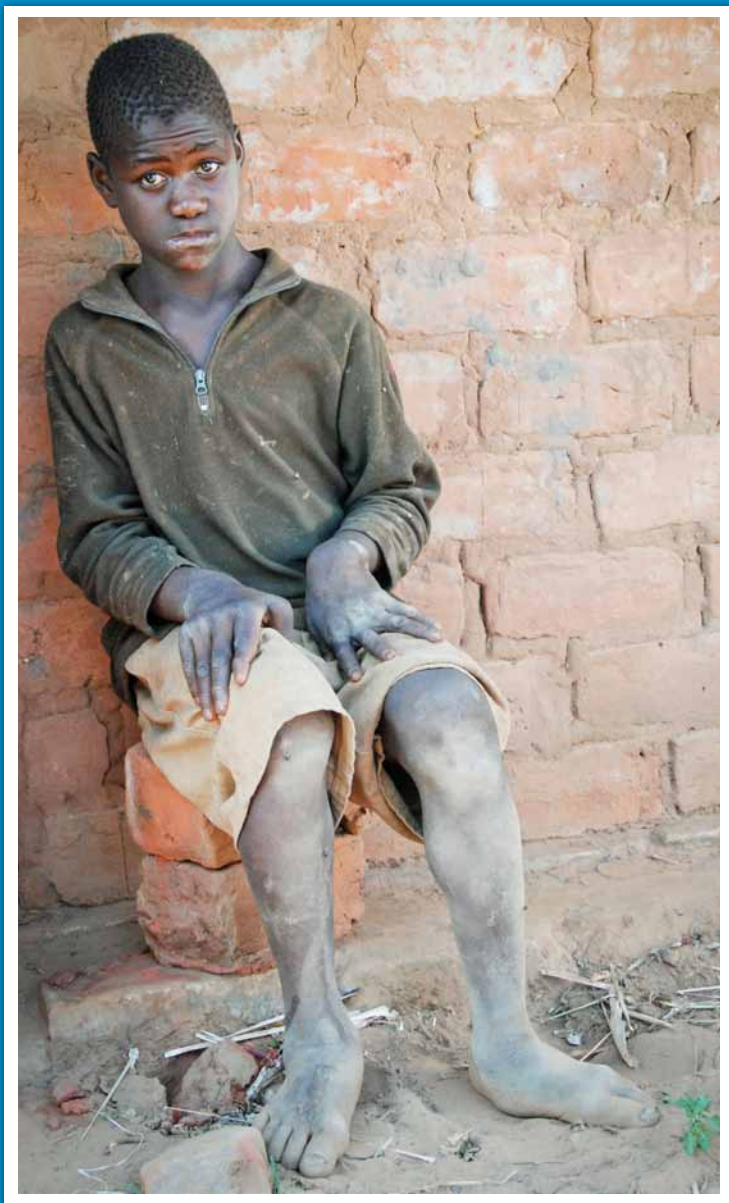


Free Wheelchair Mission

Annual Report 2012



Our mission is “to provide the transforming gift of mobility to the physically disabled poor in developing countries, as motivated by Jesus Christ.”



The Need

100 million

Around the world there are 100 million people who need a wheelchair but have no access to one. Without a wheelchair access to:

- *Education*
- *Employment*
- *Community*

is limited, if available at all. For Eugene, not having a wheelchair meant days spent alone in his house instead of playing with friends and attending school. But with Free Wheelchair Mission *mobility* can become reality.

The Strategy

659,000

To date Free Wheelchair Mission has given out 659,000 wheelchairs to people in 86 countries. And counting. How do we do it? We have created a vast network of like-minded humanitarian organizations around the world that act as our hands and feet to distribute our wheelchairs. Once a container of wheelchairs leaves the port of Shanghai where they are manufactured, they travel by ship until they reach port. Our distribution partners receive the container of chairs and give them to people in need. Along with the mobility a wheelchair brings, recipients are also given a chance at:

- *Dignity*
- *Independence*
- *Hope*

Now they can go to school. Now they have a chance at finding work. Now they can become an active participant in their community. And all of this for just \$71.88. Now that he can return to school, Eugene says, “I want to be a police officer when I finish school so that I can deal with criminals.” Dignity, independence, hope—for Eugene, dreams—all possible with the simple gift of mobility.

Greetings friends!

Many of you read my Friday Wheelchair Stories, where I often report reflections after a recipient gets a wheelchair. Recently in Uganda, I had a unique experience. I interviewed people who in a few months will be wheelchair recipients. These people believed their current life was as good as it was ever going to get. The promise of our gift was inconceivable—the sparks of hope were absent. What I heard sunk my heart and brought my understanding of their sorrow to new depths. I continue to see their faces and hear their stories in my mind. I so look forward to hearing when our Ugandan partner has given all of them their wheelchairs.

I know this is not the typical “upbeat message” for an annual report, but I want you to know the power of your awesome gift. It brings profound hope and faith; it means not having to die lying on the ground, or in a back room hidden from sunlight and fresh air. You enable us to deliver this gift, an average of 187 times a day, somewhere in the developing world.

The demand for our new GEN_2 wheelchair grows, and this past year represented 15% of our production. In the coming year it will be over 30%. GEN_2 also gained US-FDA clearance, further demonstrating the quality and utility of the product. We continue improving our GEN_1 wheelchair adding wider front castors, a new cushion, and a quick-adjust footrest. Another advance, our Leading Partner Program, addresses our wheelchair distribution process. Its goal is to increase our distribution partners’ abilities to properly prescribe and fit wheelchairs as well as train recipients how to better care for themselves and their wheelchair.

My friends, it has been a great and exciting year.
Together, we show God’s love through the gift of mobility.

Blessings,



President and Founder
Free Wheelchair Mission



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The GEN_1 wheelchair is a suitable aid for a wide range of users. It provides mobility while remaining cost-effective and safe. GEN_1 uses a resin chair designed to be a simple, durable seat with a cushion included for added comfort. GEN_1's steel frame is mounted on two mountain bike wheels giving it the durability needed to meet the demands of rough terrain.



FWM's latest innovation is our GEN_2 wheelchair, designed to add adjustability without adding significant cost. Certified by the FDA in March, 2012, GEN_2 allows for adjustments to its width, seat length, backrest height and footrest positions. This provides improved postural support for many people with a wide range of disabilities. We collaborated on its design with Motivation in Bristol, UK; Azusa Pacific University; and the Department of Engineering at UC-Irvine.

THE JOURNEY *of a wheelchair*

The Call

- Free Wheelchair Mission learns about the need for wheelchairs in places around the world.
- Ambassadors and supporters step forward to answer the call, providing both the awareness and funding to allow FWM to distribute wheelchairs.
- Each wheelchair costs \$71.88 to manufacture and deliver—net total cost is gross total cost less 15% of contributions received.



The Road

- Orders are placed with our partner factories in Shanghai, China.
- Wheelchairs are manufactured with sun- and impact-resistant resin and metal materials.
- Wheelchairs are economically packaged to fit in shipping containers.
- Containers travel on freighter ships from the Port of Shanghai to their destination.



The Gift

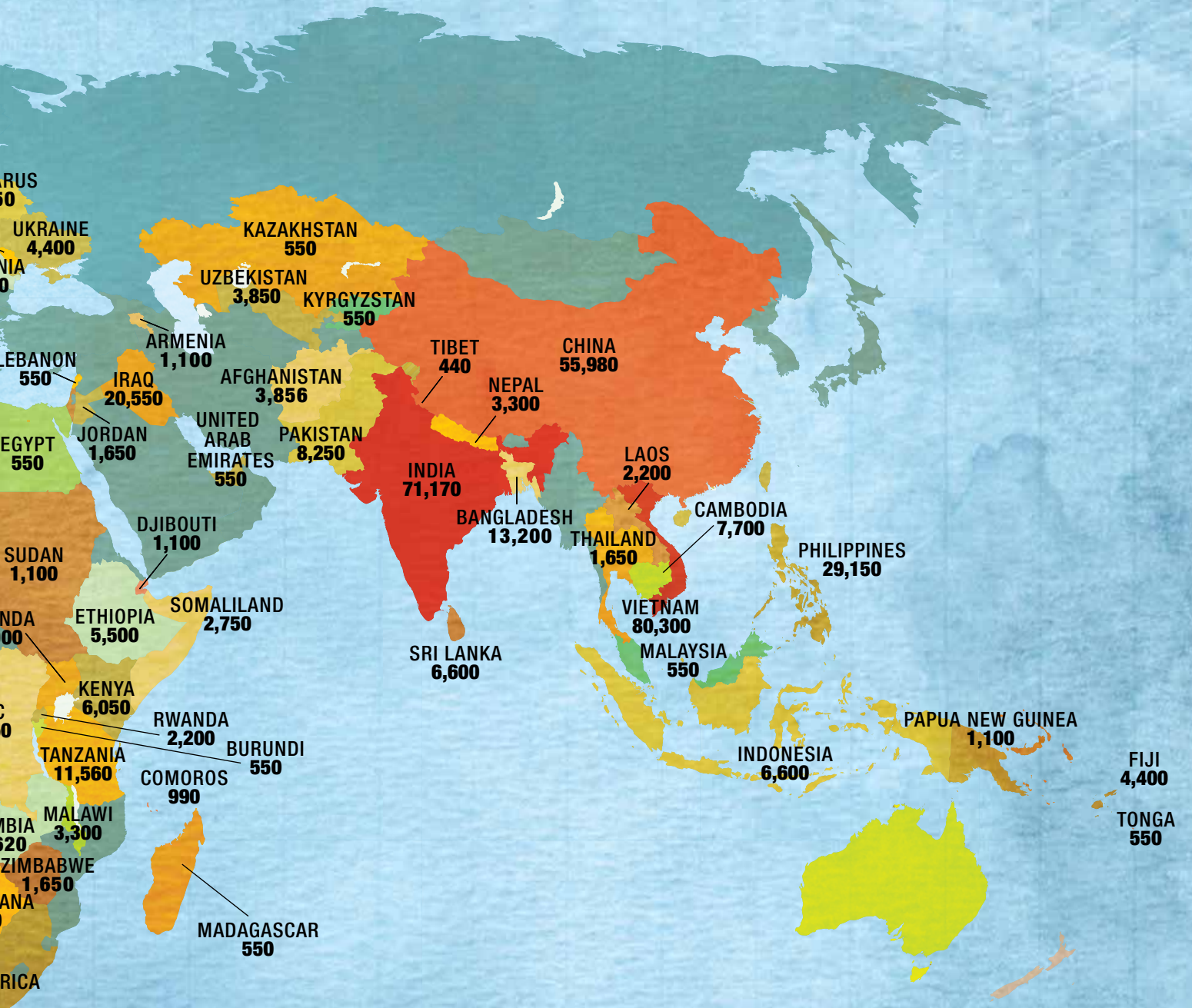
- Partners facilitate the clearing of customs for the container(s).
- Wheelchairs are transported to distributions.
- Partners and volunteers assemble each wheelchair.
- Wheelchairs are delivered and training is given to recipients in their home or at a central distribution ceremony.



Where We Work

623,855 Wheelchairs | 84 Countries





Top 5 Countries *to date*: New This Year:

- | | | |
|---|--------|--|
| ■ VIETNAM | 80,300 | ■ BOTSWANA |
| ■ INDIA | 71,170 | ■ BURUNDI |
| ■ CHINA | 55,980 | ■ NIGER |
| ■ PERU | 51,910 | ■ MALI |
| ■ CHILE | 33,857 | |

For the year ended March 31, 2012

Consolidated Statement of Financial Position

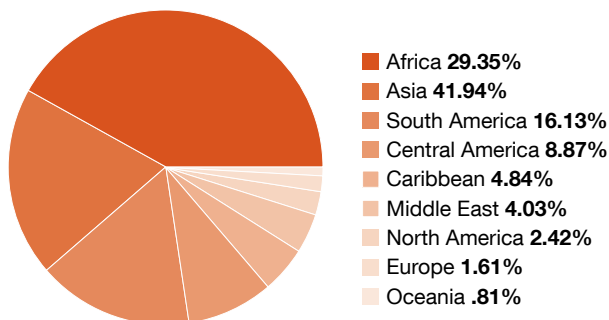
Assets	2011	2012
Total Current Assets	\$1,459,121	\$1,488,928
Other Assets	\$44,002	\$181,347
Total Assets	\$1,503,123	\$1,670,275

Liabilities and Net Assets	2011	2012
Current Liabilities		
Accounts Payable	\$308,355	\$387,729
Accrued Expenses	\$63,900	\$74,349
Deferred Liability	\$0	\$57,254
Total Liabilities	\$372,255	\$519,332

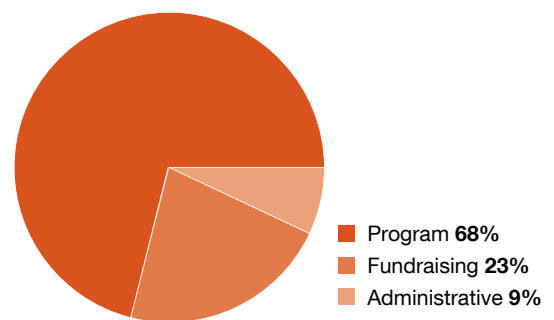
Net Assets	2011	2012
Unrestricted/Undesignated	\$536,942	\$653,509
Temporarily Restricted	\$593,926	\$497,434
Total Net Assets	\$1,130,868	\$1,150,943

Total Liabilities and Net Assets	\$1,503,123	\$1,670,275
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Wheelchair Distribution by Region



Expense Allocation



Consolidated Statement of Activities

Support and Revenue	2011	2012
Contributions*	\$5,924,646	\$5,738,732
Event Ticket Sales	\$55,123	\$22,436
Gift-in-Kind	\$0	\$156,669
Other Revenue	\$2,558	\$745
Total Support and Revenue	\$5,982,327	\$5,918,582

*15% of donations considered infrastructure support

Expenses	2011	2012
Program Services	\$4,374,232	\$4,033,867
General and Administrative	\$467,984	\$515,386
Fundraising	\$1,344,354	\$1,349,254
Total Expenses	\$6,186,570	\$5,898,507

Assets	2011	2012
Change in Net Assets	(\$204,243)	+ \$20,075
Net Assets, Beginning of Year	\$1,335,111	\$1,130,868
Net Assets, End of Year	\$1,130,868	\$1,150,943

Where We've Been

As we continue to improve our methodology and services to our recipients, we initiated two key programs in Fiscal Year 2012 to ensure we serve the global disabled community as best we can.

Leading Partner Program: Our Leading Partner Program is one of our most ambitious steps towards empowering the local communities and partners in the regions we serve. The focus of our Leading Partner Program is to give our recipients higher levels of function with our wheelchairs. We have created a curriculum that enables our partners to distribute wheelchairs and educate recipients on healthy use and are expanding upon that in a couple key ways.

- We want to make sure fitting practices are as precise as possible. Due to the popularity of GEN_2 in the field and GEN_2's multiple adjustment points, it is imperative that we ensure fitting practices make the wheelchair safe and comfortable for the user.
- We also want to continue to improve our maintenance and repair practices. While our products have proven time and time again to be up to the challenge of life in the developing world, we want to make sure they remain effective and safe as long as possible.

A pilot program in Viet Nam this year was a resounding success. Because of its effectiveness, we are looking to expand our Leading Partner Program in our distribution network.

Transformation Studies: Through independent studies conducted examining our wheelchairs we know that they have a positive impact on the lives of our recipients. An independent study published recently by Dr. Susan Shore of Azusa Pacific University again confirmed this for us. These studies are available upon request. However, for our own purposes we want to learn at a very personal level what the gift of a wheelchair means in the lives of our recipients. Thanks to a grant received last year, we have been able to implement Transformation Studies in Uganda, Peru and Viet Nam with the goal of learning comprehensive results in the lives of wheelchair recipients. The study will take three years with staff members in each country establishing a relationship with recipients and spending time with them conducting interviews over the course of several months about the effects of our wheelchairs. This will help us with our decision making regarding our product and services in relation to our mission.

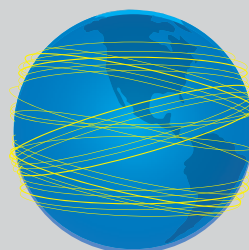
Wheelchairs shipped in FY12

68,200

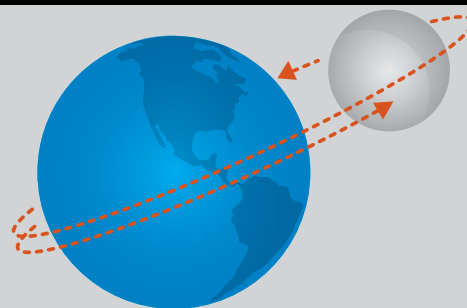


Distance Traveled in shipping

778,854 miles



Enough to go to around the world 31 times
(*circ. Earth = 24,901.55 miles*)



Enough to go to the moon...and back...
and back to the moon again
(*distance to the moon = 238,900 miles*)

Where We're Going

Looking forward, Free Wheelchair Mission will continue to stretch ourselves to meet the needs of the disabled community worldwide.



Vision: To provide the gift of mobility to 1.2 million disabled people by 2017.

Plan: To develop, improve, and deliver better products and services to our partners in support of the needs of the physically disabled poor in developing countries worldwide annually.

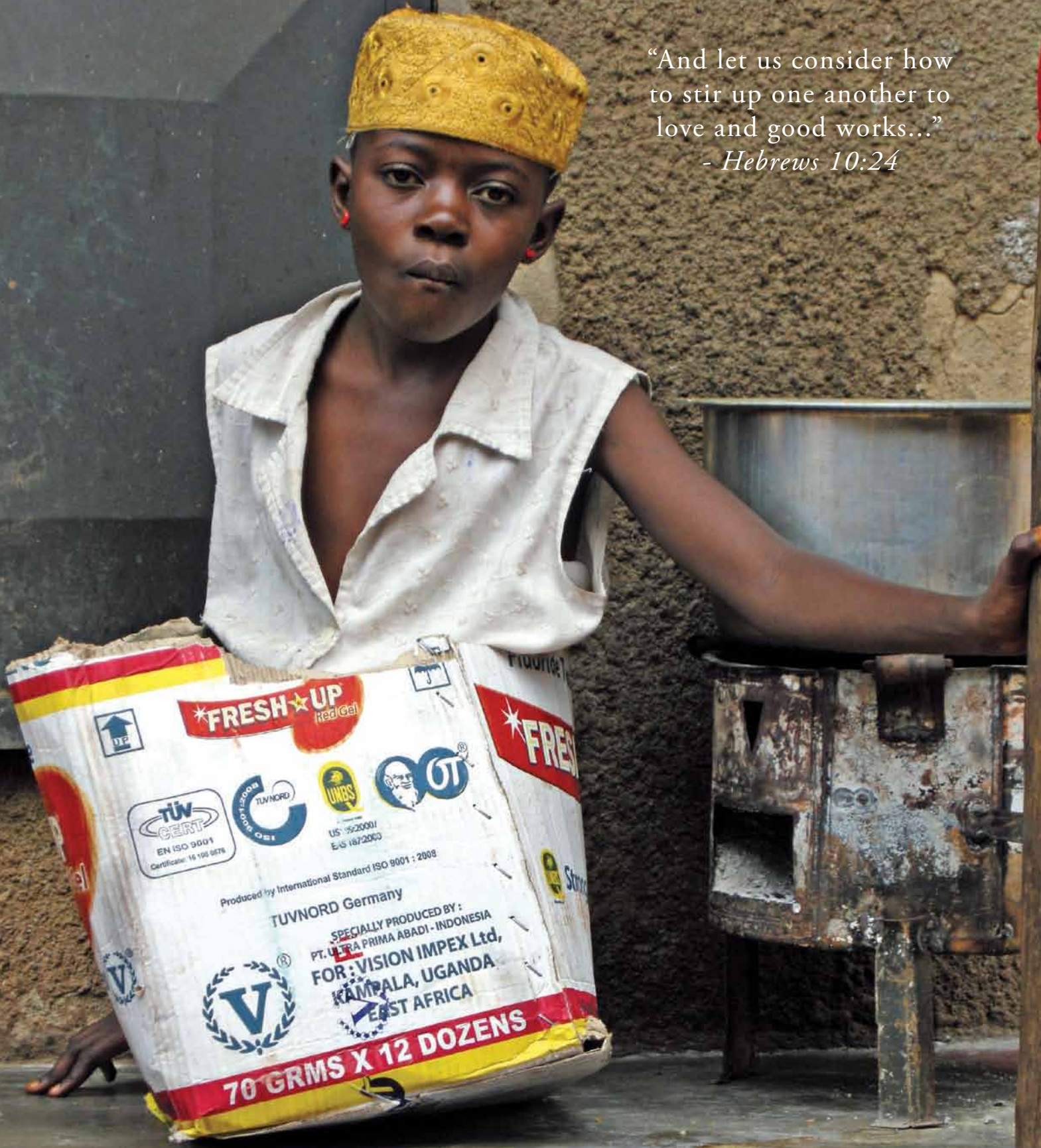
Leadership: To develop and expand an organizational structure that will complement our expanding national support base by 2013.

Capital: To develop, expand, and implement scalable growth strategies to increase reach, awareness, participation, and financial support for Free Wheelchair Mission by 2015.

Values and Principles

We conduct our mission with integrity and humility. *We honor God in all we do.* We value individuals and relationships. *We encourage creativity and innovation.* We manage with accountability, transparency and for cost-effectiveness.

“And let us consider how
to stir up one another to
love and good works...”
- Hebrews 10:24





Beauty – *This story comes to us from our distribution partner in Zambia, World Vision.*

It was rare that Beauty smiled. In fact, Beauty was never as joyful as she is now. Born with a congenital defect that makes walking nearly impossible, there have been scant opportunities for Beauty to play with her friends or even move about her village.

But not anymore. With the gift of her new GEN_2 wheelchair from Free Wheelchair Mission, Beauty is now free to do all kinds of things. She can play kujikilila (a children's game) with her friends, visit friends and family around her village, and go for rides with her favorite doll.

Before receiving a wheelchair, Beauty was closed and guarded against the people all around her. “Beauty had waited for a long time to be able to move about freely—now her life will never be the same,” said one of the people who brought Beauty her wheelchair. “The wheelchair has brought a lot of joy to Beauty and me,” related her Aunt Helen, “because we’ve never had such moments before.” Right away Beauty wanted to learn how to use the wheelchair herself. The brakes especially caught her eye—although for a child who had previously spent her whole life sitting still, she may not find many occasions to use them. Stillness is now a choice instead of a way of life for this beautiful young girl.