ANNUAL REPORT

2015

Happy New Year! As always, we hope that you are well. 2015 was a busy year for us, and in turn, it was a fabulous year for our beneficiaries. Appreciation abounds for you, our generous donors, as well as our tireless volunteers and loyal partners. Your support is proof that through teamwork, patience, and commitment, MIRACLES can indeed happen.

Here is one little gal who was just helped with your kindness:

**Whitney**

*Whitney is a fun little two-year old girl with Spina Bifida. Her family could not afford the necessary equipment to allow Whitney the freedom to move around on her own.*

*We refurbished this used Zip Zak and modified it by adding a thoracic strap which allows Whitney to sit up without falling, while building strength in her arms.*

Without you, stories like this would not be possible.

**Here are the 2015 financials:**

- In-kind donations in 2015 were: $1,524,099 (up from $1,517,827 in 2014)
- Cash donations were: $228,928 (up from $197,367 in 2014)
- Our total income was $1,753,977 (up from $1,716,331 in 2014)
- Through refurbishing and/or rebuilding and using recycled equipment and parts, we placed well over $1,565,423 retail worth of equipment while spending only $311,634 to do so!
- For every $1 in cash that was donated, we placed $5.02 dollars' worth of equipment
- We directly served 1,852 patients in 2015, placing over 1,000 pieces of equipment
- Expenses have remained the same, even while we are expanding services due to high demand

**A note:** Because most of our “income” is actually in-kind equipment, our biggest challenge is securing the cash flow necessary to pay for the administrative and overhead costs required to place nearly $2,000,000 worth of special equipment. Although we are implementing new income-generating strategies, we may have to cut services beginning this fall in order to continue our tradition of running a positive budget.
New Accomplishments in 2015:

✓ Our new website went live in the fall: www.abilityfound.org. The new site features an incentive program for users to become monthly contributors. Members may also donate and receive our copyrighted eleven inch replica of the Matthew Sculpture. Additionally, we are providing a Matthew charm, necklace and key chain in return for support. All of the funds from our members will support our equipment placement program.

✓ We joined Utah Nonprofit Association in 2015, connecting with our fabulous nonprofit peers in the community. UNA will offer many benefits to Ability Found such as assistance with locating grant-making entities, free use of facilities, monthly seminars and workshops, and free use of the UNA LinkedIn page for posting, collaborating, and networking.

✓ We are very excited to announce our updated Service Provider Portal at the new website. The Portal contains a dashboard where Service Providers can see all of the information related to their current and past equipment projects. Here, our service providers are able to register with Ability Found, apply for equipment, track the status of equipment they’ve requested, communicate with Ability Found personnel, and help their clients log on to Ability Found to contribute toward the services they receive. This is yet another way that we are making the most out of your donation dollars by streamlining workflow processes and enhancing efficiency while continuing to provide outstanding equipment with highly skilled service.

✓ In December, we implemented Client Fees. In the past, we have not asked clients to donate for either the equipment they receive, or the costs associated with the labor to obtain, deliver, install, and fit their equipment. The result of implementing fees has been financially beneficial, of course, but we have also received positive feedback from the patients, who take pride in being able to help themselves and others even less fortunate than them.
Without the support of so many of you in 2015, we could not have provided freedom and dignity to so many people in need:

- LDS Humanitarian Services
- Google

- Cross Charitable Foundation
- George S. & Dolores Dore Eccles Foundation
- Sorenson Legacy Foundation

- McCuthey Family Foundation
- Episcopal Dioceses of Utah
- C. Scott & Dorothy Watkins Charitable Foundation
- Richard K. and Shirley S. Hemingway Foundation

- Intermountain Community Partner Fund
  - Michael Foundation
  - Edwards Lifesciences
- Jeffrey & Helen Cardon Foundation
- Lawrence T. & Janet T. Dee Foundation
- Ralph Nye Charitable Foundation

-SPIN (Special People in Need Foundation)
- Archer Family Charitable Corporation
- Bamberger Memorial Foundation
  - JEPS Foundation
  - Castle Foundation
- Masonic Foundation of Utah
- Charity Anywhere Foundation
- Freda B. Runyon Foundation
- Mary Dubic

- Angela Dickson Marston + Kirkland & Ellis Foundation
- Walmart Facility Giving Local Community Contributions
- Bruce & Marsha Cumming
We extend heartfelt thanks on behalf of all of our clients and from everyone at Ability Found. One last story…

Ahmed

Ahmed is a ten-year-old Somali refugee who has been in the United States for just a few months. He sustained a severe fall when he was two, injuring his brain and making his left side almost completely useless to him. Ahmed came here with his grandmother owning absolutely nothing—not even a chair or stroller to transport him. Because Ahmed cannot walk, his grandmother carries him from place to place as well as caring for his daily needs. Ability Found was able to find and refurbish a great manual wheelchair that will meet Ahmed’s needs while he is trying to get his insurance solidified. We are also fitting him with a power chair so that his family can sample each one, eventually making the best wheelchair choice once their housing situation is more stable.

An interesting and little known fact about what Ability Found accomplishes through donating temporary chairs: The trial wheelchair period saves our government (through Medicaid Insurance)—and other clients holding private insurance policies—thousands of dollars, as it allows families to make the best wheelchair decision (power vs. manual) without guessing. When we guess at wheelchairs, we are often wrong, which equates to wasted time and money…and worse: People cannot benefit from the equipment they have.

Thank you for making this possible!

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Ability Found's mission is to bring people, assistive equipment, and expertise together to empower all individuals who are disabled.
We change lives, give freedom, and make miracles happen

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