

Part IX Statement of Functional Expenses

Section 501(c)(3) and 501(c)(4) organizations must complete all columns. All other organizations must complete column (A).

Check if Schedule O contains a response or note to any line in this Part IX ☒ X

Do not include amounts reported on lines 6b, 7b, 8b, 9b, and 10b of Part VIII.

	(A) Total expenses	(B) Program service expenses	(C) Management and general expenses	(D) Fundraising expenses
1 Grants and other assistance to domestic organizations and domestic governments. See Part IV, line 21	86,572,896.	86,572,896.		
2 Grants and other assistance to domestic individuals. See Part IV, line 22	994,392.	994,392.		
3 Grants and other assistance to foreign organizations, foreign governments, and foreign individuals. See Part IV, lines 15 and 16	0			
4 Benefits paid to or for members	0			
5 Compensation of current officers, directors, trustees, and key employees	2,402,580.	2,090,244.	168,181.	144,155.
6 Compensation not included above, to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B)	0			
7 Other salaries and wages	33,316,349.	27,354,660.	2,247,410.	3,714,279.
8 Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions)	1,054,209.	682,346.	292,451.	79,412.
9 Other employee benefits	7,159,338.	6,151,782.	273,494.	734,062.
10 Payroll taxes	2,231,172.	1,917,172.	85,232.	228,768.
11 Fees for services (non-employees):				
a Management	0			
b Legal	1,359,862.		1,359,862.	
c Accounting	139,820.		139,820.	
d Lobbying	125,000.	125,000.		
e Professional fundraising services. See Part IV, line 17.	7,453,364.			7,453,364.
f Investment management fees	376,228.		376,228.	
g Other. (If line 11g amount exceeds 10% of line 25, column (A) amount, list line 11g expenses on Schedule O.)	5,190,856.	3,165,812.	2,025,044.	
12 Advertising and promotion	1,215,026.	294,777.	113,751.	806,498.
13 Office expenses	5,045,726.	3,925,697.	661,684.	458,345.
14 Information technology	1,952,213.	1,270,072.	536,468.	145,673.
15 Royalties	0			
16 Occupancy	8,099,657.	5,483,519.	2,057,458.	558,680.
17 Travel	7,977,322.	6,967,538.	270,801.	738,983.
18 Payments of travel or entertainment expenses for any federal, state, or local public officials	0			
19 Conferences, conventions, and meetings	2,968,547.	1,156,924.	495,853.	1,315,770.
20 Interest	0			
21 Payments to affiliates	0			
22 Depreciation, depletion, and amortization	4,518,989.	3,066,377.	1,142,405.	310,207.
23 Insurance	517,635.	349,359.	132,340.	35,936.
24 Other expenses. Itemize expenses not covered above (List miscellaneous expenses in line 24e. If line 24e amount exceeds 10% of line 25, column (A) amount, list line 24e expenses on Schedule O.)				
a <u>WARRIOR EVENTS & ACTIVITIES</u>	29,868,307.	29,868,307.		
b <u>DIRECT RESPONSE TV & ONLINE</u>	35,906,073.	25,482,429.		10,423,644.
c <u>PROGRAM/OTHER PROVIDER SVCS</u>	33,034,742.	28,462,698.	896,065.	3,675,979.
d <u>POSTAGE AND SHIPPING</u>	34,781,460.	14,534,383.	184,331.	20,062,746.
e All other expenses <u>ATCH 4</u>	37,413,460.	12,552,145.	1,017,552.	23,843,763.
25 Total functional expenses. Add lines 1 through 24e	351,675,223.	262,468,529.	14,476,430.	74,730,264.
26 Joint costs. Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation. Check here <input checked="" type="checkbox"/> X if following SOP 98-2 (ASC 958-720)	77,332,639.	47,148,553.		30,184,086.