



2022 APSC Annual Report

501 (c) (3) Public Charity: 45-3827638
W30 – Military & Veterans Organizations
(National Taxonomy of Exempt Entities Code)
DUNS: 108383573

Mission Statement

The mission of American Patriot Service Corp. is to serve our military Veterans and their families by helping Veterans and Surviving Spouses apply to the Department of Veterans Affairs for pension benefits earned from wartime service.

Dear Fellow Patriots,

2022 has been a challenging year for APSC and for the Veterans and their families that we serve. Recovering from Covid has been challenging, but we managed to keep our staff intact. For the second year in a row, we lost our chairman from a premature and unexpected death. Ray Bachiller, COL USMC (Retired) was an amazing leader and will be sorely missed. He has been most ably replaced by USMC veteran Lamar Breshears.

The following is an overview of American Patriot Service Corp.’s income and expenses for 2022:

Revenue:

• Contributions and Grants (\$254,391 in 2021)	226,021
• In Kind Gifts	62,240
• Program Service Revenue (\$6,035 in 2021)	5,491
• Interest income (\$14 in 2021)	6
• Other Revenue (\$161,765 in 2021)	<u>3,544</u>
Total Revenue (\$422,220 in 2021):	\$ 297,301

Expenses:

• Administrative Overhead (\$19,388 in 2021)	18,082
• Fund Raising Expenses (\$14,250 in 2021)	13,503
• Program Service Expenses (\$299,468 in 2021)	<u>297,301</u>
Total Expense (333,106 in 2021)	\$ 328,997

Net Income (89,114 in 2021)

\$ **-31,696**

Items of note include:

- The tragic loss of our chairman and co-founder Ray Bachiller.
- Since inception in 2011 we have provided services to nearly 7,400 Veterans or their surviving spouses
- Our documented benefits since inception have grown from \$205,400,000 as of December 31, 2021, to nearly \$255,000,000 as of December 31, 2022 – an increase of almost \$50 million dollars (see exhibit 1)
- We opened **242** new pension files in 2022. This compares with 277 new pension files in 2021, 357 new pension files in 2020 and 533 new Pension files 2019. The fallout from COVID continues to make it extremely difficult to meet and serve the Veteran community so desperately in need of our help.
- Our ratios continue to be outstanding. Administrative overhead was assessed at \$18,082 during 2022, with fund raising expenses coming in at \$13,503. Compared to our total expenses \$328,997, our ratios come in at **5.496%** and **4.104%** respectively.
- We retained our qualification as a BBB accredited charity.
- GuideStar awarded us the Silver Seal of Transparency
- We survived with our staff intact and stand ready to continue moving forward as we serve and defend our wartime military veterans, their surviving spouses, and the families that support them.

Conclusion

We are very pleased to have survived COVID with our key staff intact. The Board used available EIDL loan funding to dramatically upgrade our systems, marketing, website, social media, and educational platforms. That work was completed just before year-end. Our fundamentals are excellent, and we are positioned to survive and thrive in a post-COVID world.

In 2022, APSC focused on our major nationwide initiative entitled “No Veteran Left Behind”. This initiative has four major components:

1. Identify as many of the estimated ten million Veterans and their surviving spouses that are eligible for the Aid and Attendance Pension as possible.
2. Using our new website, visitors are encouraged to attend a webinar that explains eligibility for the Aid and Attendance Pension. The primary audience for this webinar are the adult children, family, friends, or social workers serving eligible veterans and surviving spouses. The new webinar is tight, informative, and very effective.
3. Those that attend our webinar and are eligible to apply for the pension are invited to attend a workshop with our in-house VA Accredited Attorney. This compliant presentation helps prepare the family to apply for the Pension.
4. When the time is right, our in-house VA Accredited Attorney and his staff assist the family in making formal application with the VA for the Pension.

With the initiative and the new tools we have developed, we expect to return to profitability in 2023 as well as return to our pre-COVID service levels.

For more information, please visit our website at: www.apscnp.org

Leadership Roster During 2022

Name	Address	Phone #	Position Held	Description of Duties	Dates of Service
Rayfel Bachiller	11582 Hickory Valley Drive Sandy, UT 84092	(801) 430-8762	Board Chairman and Member	Approve Invoices, Sign Checks, CEO Evaluation, Board Meetings	November 2011 until his death Oct 30, 2022
Lamar Breshears	4525 Wasatch Blvd #210 Salt Lake City, UT 84124	(801) 349-3545	Board Chairman and Member	Fund Raising, Dept VA Liaison, Outreach to Bus Community	November 2011 to June 2015 and June 2020 to Present
Steven Goodwill	10180 Wasatch Blvd. Sandy, UT 84092	(801) 845-6721	Board Vice Chairman and Member	Fund Raising Peer Charity Relations	Nov, 15, 2022 to Present
David Tucker, CPA	1443 South 2000 East Salt Lake City, UT 84108	(801) 573-4940	Sec/Treasurer and Board Member	Approve Invoices, Sign Checks, CEO Evaluation Finance Committee	November 2011 to Present
Richard Nelson	805 Clover Morgan, UT 84050	(801) 949-1598	Executive Director and Board Member	Supervision, Direction, Accounting & Compliance	November 2011 to Present
Phillip C. Wright	2085 Orchard Dr. Bountiful, UT 84010	(801) 337-8317	Board Member	Fund Raising Finance Committee Govt. Relations	June 2015 to Present
Robert L. Payne	90 West 500 S. # 603 Bountiful, UT 84010	(801) 839-2778	Exec. VP and V.A. Accredited Attorney	Supervise, Direct and approve all VA related functions	November 2017 to Present
Nicole Goodwill	10180 Wasatch Blvd. Sandy, UT 84092	(801) 845-6721	Board Member	Fund Raising Peer Charity Relations	June 2022 to Present