



# 2023 APSC Annual Report

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

## Mission

*American Patriot Service Corp. (APSC) is a membership based national charity that helps low-income and physically challenged military Veterans and their Surviving Spouses access VA benefits that provide financial help with the most basic activities of daily living. These benefits help preserve a veteran family’s personal dignity and legacy through the same principles of honor, integrity and selfless service reflected in their noble sacrifices for our nation.*

Since its founding in 2011, APSC has helped thousands of Veteran families obtain over \$300 million dollars in paid VA benefits. As a membership-based charity, APSC relies solely upon the generosity of individuals and organizations who support its efforts through Friends of APSC, membership dues, donations, charitable gifts and grants.

Dear Fellow Patriots,

Under the outstanding leadership of USMC veteran Lamar Breshears, APSC returned to profitability in 2023. He was forced to step into the breach caused by the premature and unexpected death of Ray Bachiller, COL USMC (Retired). Ray was an amazing leader and has been sorely missed. Thanks to our wonderful board, generous volunteers, a terrific staff, and the financial support of so many individuals, organizations and companies, APSC was able to have a solid year and do a lot of good for our wartime veterans. We have also been able to assist dozens of surviving spouses of deceased veterans.

The following is an overview of American Patriot Service Corp.’s income and expenses for 2023:

**Revenue:**

• Contributions and Grants (\$226,021 in 2022)	209,028	
• In Kind Gifts (\$62,240 in 2022)	8,825	
• Program Service Revenue (\$5,491 in 2022)	4,160	
• Interest income (\$6 in 2022)	289	
• Other Revenue (\$161,765 in 2022)	<u>5,276</u>	
<b>Total Revenue (\$297,301 in 2022):</b>		<b>\$ 227,578</b>

## Expenses:

• Administrative Overhead (\$18,082 in 2022)	5,081
• Fund Raising Expenses (\$13,503 in 2022)	1,520
• Miscellaneous	433
• Program Service Expenses (\$297,301 in 2022)	<u>216,395</u>
Total Expense (\$328,997 in 2022)	\$ 223,429
<b>Net Income</b> (\$ -31,696 in 2022)	<b><u>\$ 4,149</u></b>

## Items of note include:

- Since inception in 2011 we have provided services to nearly 7,700 Veterans or their surviving spouses
- Our documented benefits since inception have grown from \$254,892,000 as of December 31, 2022, to over \$311,000,000 as of December 31, 2023 – an increase in excess of \$50 million dollars (see exhibit 1)
- We opened 183 new pension files in 2023. This compares with 242 new pension files in 2022, 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 reduced to only \$5,081 during 2023, with fund raising expenses coming in at \$1,520. Compared to our total expenses of \$223,429, our ratios come in at **2.274%** and **.680%** respectively.
- We retained our qualification as a BBB accredited charity.
- GuideStar awarded us the Gold Seal of Transparency.
- Though extremely difficult, we slashed expenses by over \$105,000 dollars.

## 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 at the end of 2022.

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 “No Veteran Left Behind” initiative and the new tools we developed, we expected to return to profitability in 2023 and we did so. The board decided to make the initiative an annual event and will be a major focus for 2024. Our goal going forward is to return to our pre-COVID service levels. Our fundamentals are excellent, and we are positioned to survive and thrive in a post-COVID world.

For more information, please visit our website at: [www.apscnp.org](http://www.apscnp.org)

# Leadership Roster as of December 31, 2023

<b>Name</b>	<b>Address</b>	<b>Phone #</b>	<b>Position Held</b>	<b>Description of Duties</b>	<b>Dates of Service</b>
Richard Nelson	805 East Clover Morgan, UT 84050	(801) 949-1598	CEO/ and Board Member	Supervision, Direction, Accounting & Compliance	November 2011 to Present
David Tucker, CPA	299 S Main Street 13 <sup>th</sup> Floor Salt Lake City, UT 84111	(801) 573-4940	Sec/Treasurer and Board Member	Approve Invoices, Sign Checks, CEO Evaluation Finance Committee	November 2011 to Present
Steven Goodwill	10180 Wasatch Blvd. Sandy, UT 84092	(801) 845-6721	Board Vice Chairman and Member	Approve Invoices, Sign Checks, CEO Evaluation, Board Meetings	November 2022 to Present
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
Duane W Fugleberg	3904 Washington Parkway ID Falls, ID 83404	(208) 542-1010	Board Member	Fund Raising Finance Committee Govt. Relations	September 2023 to Present
Nicole Goodwill	10180 Wasatch Blvd. Sandy, UT 84092	(801) 845-6721	Board Member	Fund Raising Peer Charity Relations	June 2022 to Present
Nicholas Pazarentzos	5303 Colleyville Blvd. Suite C Colleyville, TX 76034	(512) 517-6392	Board Member	HHC Benefit Corp. Outreach	July 2023 to Present



# American Patriot Service Corp - Exhibit 1

## Data for all States

December 31, 2023

68 files are currently at the VA awaiting resolution

We can document 2916 files that have been approved by the VA as follows:

1,169,685	2011 Claims that we can document
3,580,425	2012 Claims that we can document
6,879,982	2013 Claims that we can document
8,925,829	2014 Claims that we can document
11,791,961	2015 Claims that we can document
14,394,956	2016 Claims that we can document
19,611,261	2017 Claims that we can document
26,036,472	2018 Claims that we can document
32,862,529	2019 Claims that we can document
38,534,798	2020 Claims that we can document
43,474,269	2021 Claims that we can document
49,088,272	2022 Claims that we can document
55,304,224	2023 Claims that we can document
<u>\$311,654,664</u>	Actual Documented Claims since inception
2,665	Individuals Currently on Claim Receiving:
<u>\$4,639,060</u>	in Monthly Pension Benefits