



# 2021

## ANNUAL REPORT



## **WELCOME TO THE 2021 EDITION OF OUR ANNUAL REPORT!!**

Inside you will find information about us, financial highlights, and other news.

### **OUR MISSION STATEMENT**

**Our mission is to remember, honor and memorialize fallen Special Operations soldiers through the world of competitive shooting. We want the families to know they are not alone during and after their tragic loss. During our competition, we share stories and remember who these heroes were and the lives they led. Every competitor walks away with a sense of who these men were. All proceeds for our events go directly to the families of the fallen soldiers we are honoring at the event. We will never forget and not let anyone else forget the ultimate sacrifice these brave men made for our country.**



**REMEMBER**  
**HONOR**  
**MEMORIALIZE**

## THE COMPETITION

Competitors can expect a mix of traditional 3-gun style stages and non-traditional shooting stages. We include classic “run and gun” stages as well as more “exotic” stages, such as shooting from a moving vehicle and clearing obstacles. At each stage, range officers share the story of a specific honoree and have competitors sign a photo poster that is gifted to the honoree’s family after the competition.



Competitors are exposed to situations they have never been placed in before all while remembering those who have sacrificed everything for our country. On the last day, we host a Memorial Ceremony to honor the Gold Star families and give out awards.

# FINANCIAL HIGHLIGHTS

## Management Discussion and Analysis

Once again, we are fortunate to see the successes of our efforts through the lens of the Foundation's financial goals that we can strive for every year. Our Board of Directors wants to remain transparent and clear with the public to remain true to our Mission and continue to prove our foundation's integrity and worth to the community. Our foundation will remain truly a 100% nonprofit with no board member or staff receiving any compensation.

For these financials, we did not factor in any product donated to The Foundation that has been earmarked by the donors for the event prize table, monetary value that was ear-marked for top shooters and other large event related expenses covered by donors. These will be recurring donations from the foundation's sponsors/donors and not feasible for our organization to fund due to it taking away from our core mission, which is to give back to our honorees' Gold Star families. Our foundation has operational expenses that assist in promoting our mission and allow us to host our annual charity event.

## A MESSAGE FROM OUR PRESIDENT

**“The Memorial 3 Gun Foundation has hit another record-breaking year forcing our board to take a serious look at broadening the vision and goal of the foundation. Due to the support and the foundation gaining greater traction, we have implemented 4 phases within the organization that will continue to support our Special Operation Gold Star Families.**

**Phase I was achieved in 2020 by Raising \$100,000 in return donating \$10,000 to that year's Honorees Gold Star Families. Phase II was also achieved by being able to send funds for the holidays to all current and past honoree families, which was accomplished additionally in the year 2020. Phase III is new to the foundation where we send some of our past and/or current Honoree Gold Star Families to Disney World. Due to the support in 2021, we were able to send five families on an all-expenses-paid vacation to Disney World for a period of 5 days. In our last and final Phase (Phase IV) we created a goal that is projected to be achieved at our 20-year mark of purchasing a new home for one of our Gold Star Families in dire need. This is an ambitious goal that our board, staff, and volunteers put in countless hours to strive for and achieve.**

**By establishing the 4 Phases, we continue to support our Gold Star Families in ways that will be memorable. In 2021, we purchased one rifle with an optic, one pistol, and another pistol was donated, where we were able to gift them to three different gold star families. They all enjoyed the sport of competitive shooting and wanted to become familiar with shooting after experiencing our annual event. Additionally, we were able to send our Firearms Specialist to Texas to give a formal block of instruction on firearms safety to one of the Gold Star Families.**

**Our foundation wants to again thank all the support the community has shown, in order to help us achieve our mission. Moving into 2022, we have additional expense obstacles we must overcome due to our rapid growth. We will continue to put our foundation's mission first and work diligently to ensure our operational costs are low to stay above our goal of 80% towards our mission. With all the obstacles, we have assessed it will be another great year of growth and most importantly, introducing more of the public to who our Fallen Special Operation Soldiers were, the lives they led, and those Gold Star Families we support.”**

**- Erik Torres | President**

## A MESSAGE FROM OUR CFO

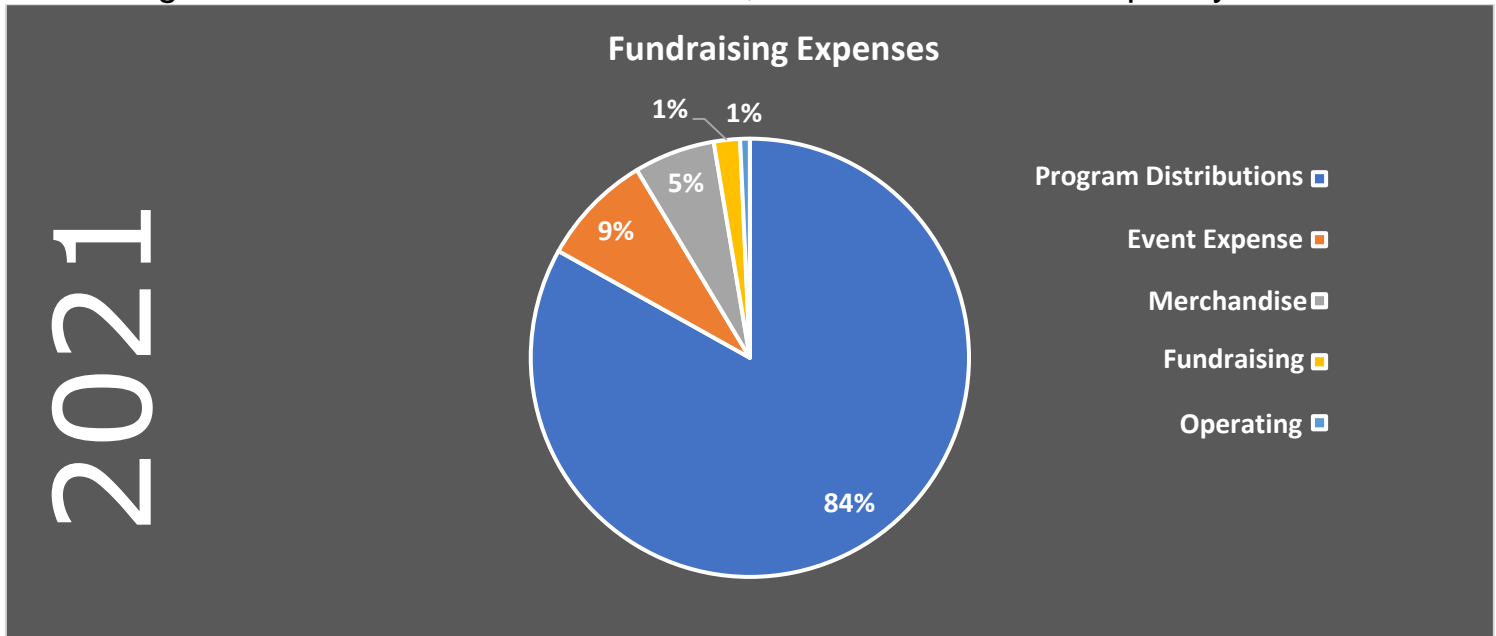
“In 2021, Our Foundation focused on improving our outreach to individual donors as well as sponsors to help reduce the Operational and Event related Expenses our Foundation incurs. Reducing these Expenses helps our Foundation maintain our goal of 80% to mission. 2021 was a challenging Year, as like 2020, the World also had to deal with the *financial* impact of COVID-19 and a rise in inflation. Even with this impact our giving to the Gold Star Families increased over \$80k from the previous year (\$134k vs \$214k). Our mission is not possible without our supporters, and for this we thank you. Looking forward to 2022, Our Foundation will continue with all our previously set goals and send 5 *more* Gold Star families to Disney World. We hope to see everyone at our Annual event, Oct 7-9<sup>th</sup> 2022 at Gryphon Group Solutions in Maxton NC and again can't thank you enough for your support.

- Dave DiSalvo | Chief Financial Officer



## DETAILS

In 2021, The Foundation distributed \$214,489 to the families of our honorees and their designated beneficiaries. This is an \$80,489 increase from the prior year.



**Program Distributions:** \$214,489

**Event Expenses:** \$24,250

**Merchandise:** \$11,489

**Fundraising expenses:** \$1,550

**Operating expenses:** \$3,419



**Number of Special Operations families supported in 2021:** 10 event honorees (\$100,000), remaining funds went to 2021 and prior year's Honorees and their families by way of (34) \$1,000 Holiday checks (\$34,000), (1) Custom Staccato Pistol for an Honoree Family (\$2,345 value) and (5) family's all-inclusive paid trips to Disney (\$78,144 total value).

**80%** of every dollar spent in 2021 went directly to The Foundation's mission. \*

\*Please note that the denominator excludes \$335,252.63 of finished products, material, and land usage expressly donated for the purpose of executing the annual event.

## "Remember, Honor and Memorialize..."

That is what we do. Through these competitions, we bring together the competitive shooting community to learn about each fallen hero and provide a memorable experience for everyone involved. We are a 100% volunteer organization and 100% of the events' proceeds go to our Gold Star families.

***Thank you for your support!***  
**The Memorial 3 Gun Team**









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