

**AITSO**  
A LEG TO STAND ON

# 2020 End of Year Report

| mobility is more than movement.





## Our Year in Review.

There's no denying it has been an unpredictable and unprecedented year. But with the determination of our small team, and the extreme generosity of our supporters, we have upheld our mission to provide life-changing orthopedic care to children living with limb disabilities in the developing world.

**On behalf of the nearly 20,000 CoolKids served, and those who still wait, thank you.**

Check out what we have been up to this year, thanks to the support of people like you.





## In 2020 we...kept our promise.

Throughout 2020 we delivered free, high-quality prosthetic limbs, orthotic braces, and appropriately fitted wheelchairs to our programs, while navigating COVID-19 related shipping delays and temporary program closures, to ensure our products got to those in need.

We fought to continue delivering mobility care to our CoolKids throughout the pandemic because mobility is more than just the ability to move. The right treatment solution withstands rugged terrains while building confidence, transforms self-esteem that builds friendships and dreams, and empowers kids to help their communities and themselves.





## In 2020 we...met Jotham.

Four years ago, CoolKid Jotham woke up with swelling in his leg from an unidentified source. His family brought him to a local herbalist where they were able to temporarily manage the swelling, but Jotham's condition eventually returned and grew worse. Jotham was eventually taken to CoRSU where he was diagnosed with a bone infection. An amputation was the only option to save his life.

After the amputation, Jotham became reserved and isolated. Embarrassed by his condition, he barely interacted with others, even his family. This year, thanks to your support, Jotham received his first Joshi prosthetic limb paired with a terra-brown stump. Now not only is Jotham able to walk, he is confident and excited - eager to play football once again with his peers.



**Devoted to The Details** - We provide polypropylene that comes in a variety of sizes, thicknesses, and skin-tone options - including white, olive-brown, and terra-brown. Providing our programs with choices enables customization for every CoolKid's prosthetic and orthotic needs, improving aesthetic, and comfort, and ultimately, quality of life for every child.



## In 2020 we...fought for the safety of our team members, CoolKids, and their families.

In June we launched our COVID-19 Reopening Fund to deliver proper PPE and sanitizing equipment to our programs on the ground. The risk of COVID-19 on the vulnerable families we serve and programs we operate throughout the developing world continues to be especially high. Lack of access to even basic healthcare, limited availability of water and soap, and overcrowded living conditions, increase the risk of infection.

Ensuring that both our CoolKids and the teams who treat them are equipped with the tools needed to do so safely is critical to preventing infection, and spreading the virus that has impacted so many lives.

Hundreds of supporters and our dedicated partners kicked in to help our teams operate safely, and ensure our CoolKids will not have to choose between their mobility and their health.





## In 2020 we...met Shivani.

Three year old Shivani had her leg amputated after an accident. Her parents, who work as vegetable street vendors, were unable to afford a prosthetic leg for their daughter. Through a different local program, Shivani was given a prosthetic leg, free of cost. However, the device was too heavy for young Shivani and she was barely able to lift her leg, let alone walk comfortably.

Luckily Shivani was brought to our program with GetBak in India, where we fitted her with our Joshi modular prosthetic leg. Now, not only can Shivani walk at ease, she can play again with her friends.



**Devoted to The Details** - Our Joshi is designed exclusively with our CoolKids in mind. We use lightweight and durable high steel and aluminum for all elements, ideally suited for rugged terrains yet cool enough for even the most discerning teenager to love. Flexible enough for ballet, and durable enough for soccer. Light enough for a three year old, and tough enough for a 21 year old. At only \$250, our Joshi provides high-quality customization at extraordinarily affordable manufacturing costs.





## In 2020 we...adapted to the unprecedented times.

While COVID-19 ravished local communities and economies around the globe, we fought for our commitment to promote local sustainability by making key program updates.

Earlier this year we began offering an additional type of prosthetic foot to our product catalog - a foot manufactured in Phnom Penh by a small family owned-and-operated factory. These Cambodian hand-made vulcanized rubber feet offer increased durability, especially for barefoot walkers in harsh climates and terrains - like many of our CoolKids.

The first shipment of Cambodian prosthetic feet arrived at our programs in Somaliland, Java, Bali, and Uganda in mid November.





## In 2020 we...met Deepa.

Five year old Deepa lives in a very remote area of Nepal. Born with a congenital limb disability, Deepa has never been able to walk independently. Deepa's parents, eager for their child to receive an education, carried her everyday to and from school. Unfortunately, as Deepa grew and as her parents aged, this became an increasing physical burden.

Luckily, this year Deepa and her family visited our program with Hope Disability Centre in Nepal where Deepa received her first wheelchair. Deepa's parents are thrilled that there will be no obstacle between Deepa and her continued education.



**Devoted to The Details** - Our CoolKids are given appropriately fitted wheelchairs customized to their physical disability and the environment in which they live. Deepa was provided with a Motivation Moti-Go postural support wheelchair that would easily maneuver over the muddy terrain between her house and her school. The Moti-Go is intended for children who require postural support to sit up straight, for good postural health and improved physiological function.





## In 2020 we...rocked together (virtually).

Like all companies - for-profit and nonprofit - around the world, we adapted to the year's unprecedented times. In a year like no other, we were united by the transcendent power of music and the collective desire to do good, with thousands of CoolKid advocates.

### Rock For ALTSO Couch Sessions

Nearly every month since March, over 30 musicians in New York, Chicago, and London, welcomed us into their homes as they rocked for good from the comfort of their couch, live-streaming to Facebook and Instagram, to raise critical funds for our CoolKids.

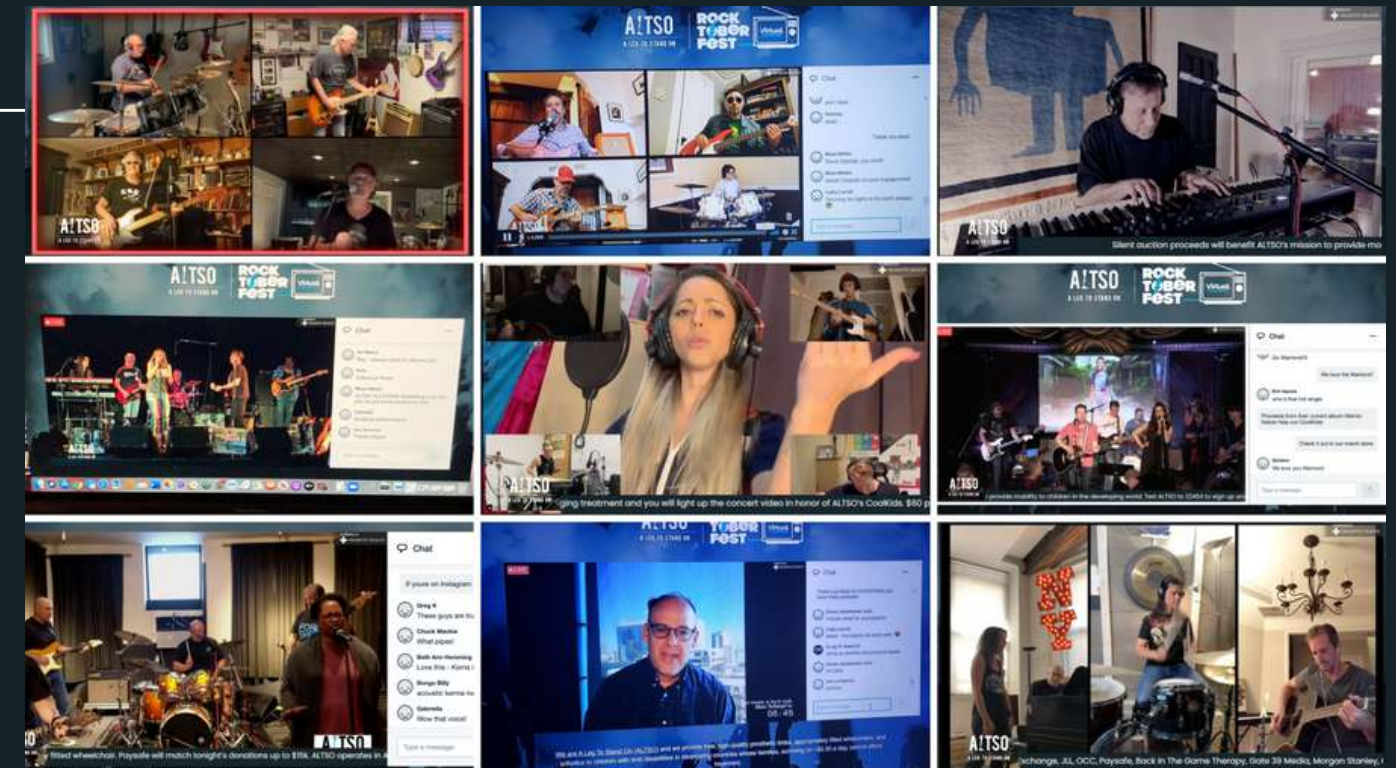
### Rocktoberfest

In early summer we began the process of brainstorming, transitioning, and combining our signature fundraising event series Rocktoberfest into digital. A few months later in October, against all odds and thanks to the spirit and generosity of 17 bands, 25 corporate sponsors, and thousands of advocates around the world, we kept the music playing and raised over \$300,000 for our CoolKids.

[View Sponsors.](#)

[Replay Event.](#)

[View Bands.](#)





## In 2020 we...continued providing care to Annas.

CoolKid Annas has been a patient at our program with Yakkum in Indonesia since 2015. At a young age Annas was hit by a garbage truck near his home, causing him to lose his leg. In 2017 we provided Annas with his first Joshi prosthetic limb.

A CoolKid in the midst of a growth spurt, Annas frequently visits our program for quick adjustments to his Joshi to correct his gait, ensuring he can continue his education or go fishing - his favorite activity.



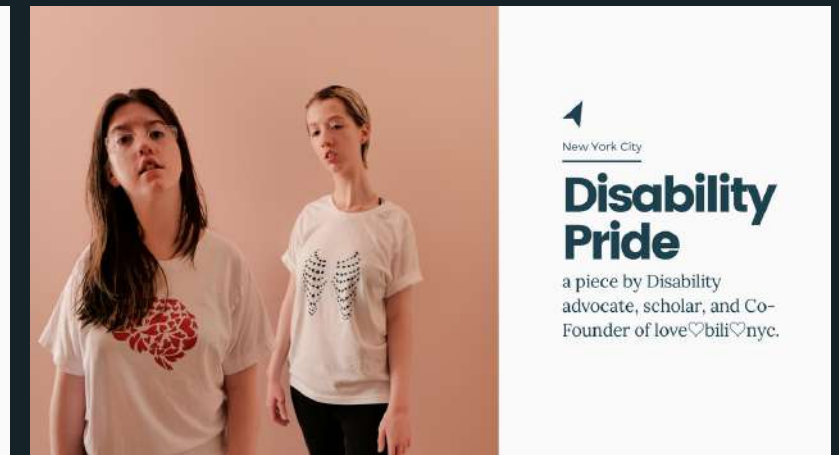
**Devoted to The Details** - As quickly as a child outgrows a pair of shoes, our CoolKids outgrow their prosthetic limbs. That's why we made our Joshi modular prosthetic limb kit. Its modular design is made of three separate components; knee joint, pylon, and a prosthetic foot, that can be swapped out, adjusted, or repaired, quickly and easily as our CoolKids grow. This unique feature supports our commitment to providing continuous care to every single child we treat through the age of 21. That's Growing up ALTSO!



## In 2020 we...started a blog.

This summer we launched our first blog, The Community, where we're sharing new stories of our CoolKids and inspiring initiatives from some of our strongest advocates, every single month. Just a few of our highlights:

- We shared stories of CoolKids from Uganda to Somaliland to Bali - who gained or regained their mobility.
- We sat down with almost all of our Rocktoberfest bands, learning how and why they got involved.
- We partnered with socially responsible companies and individuals to provide care to our CoolKids.
- We shared the finer details about our three pillars of care.



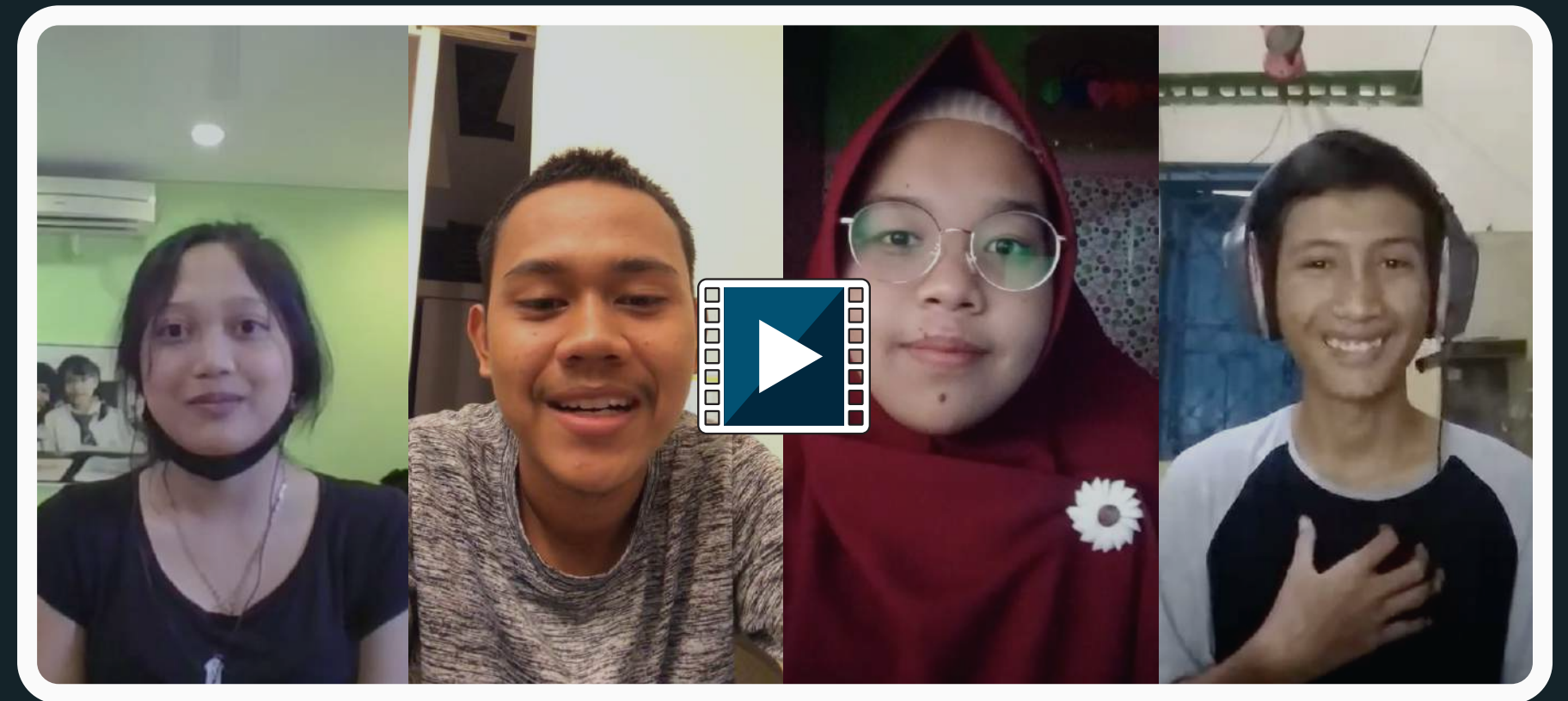


## In 2020 we...heard directly from our CoolKids.

Our Joshi prosthetic limb provides much more than the ability to walk and run. It gives our next generation the ability to dream, and the tools to get there -- comfortably, reliably, and for the long-run.

An accountant, a professional football player, a dancer, an entrepreneur - these are just some of our CoolKids' dreams -- hear them for yourself.

Check out more CoolKid Views [here](#).





## And in 2020 we...grew.

In a year filled with cut-backs, layoffs, and pay-cuts, we were in awe to see the growth of our CoolKids Club - a community of committed, recurring donors who are collectively providing free, continuous orthopedic care to keep hundreds of CoolKids moving every year.

Through their continued support, CoolKid Club members are helping kids like Refan receive the follow-up care he needs to maintain his mobility - and all the opportunities that offers.

Join like-minded committed, passionate individuals who are investing in the next generation by improving the lives of our CoolKids and join the CoolKids Club today! A monthly commitment of \$25 keeps six CoolKids moving, per year.





## Take Action and Transform Lives.



As we close out on 2020, please consider making a tax-deductible donation to provide our CoolKids with the free orthopedic care their families would otherwise not be able to afford.

Your gift of mobility provides access to education, independence, and future employment - for our next generation of world changers.

While there are many ways to give, there's no wrong way to make a difference.

[Donate](#)

**ALTSO** | [altso.org/donate](https://altso.org/donate)

### **1 - One Time Tax Deductible Donation**

Visit [www.altso.org/donate](https://www.altso.org/donate) to donate via credit card or bank transfer. After making your donation don't forget to check if your company matches to double your impact.

Please make checks payable to: A Leg To Stand On and mail to our address at 401 Park Ave S, 10th Floor, New York, NY 10016.

### **2 - Stock Donation**

From your ETrade account,

Fill out [this E\\*Trade form](#)

Account Name: ALTSO

Account No.: 6768-3712E

Trade DCT: 0385

Note: We are listed in IRS Publication 78.

### **3 - Shop**

100% of the profits from every pair of UPmovement Socks goes directly to providing mobility solutions to ALTSO's patients around the world. Use code **ALTSOFAM** to unlock free shipping on all orders of 3 or more pairs.



## Legacy Gifts.

One of the greatest gifts we have is our ability to help others. When you plan a future gift, you're giving our next generation of CoolKids the tools they need to help themselves, their families, and their communities.

Our friends at Barnum Financial Group are volunteering three personal one-on-one calls to help you evaluate the easiest, most tax-efficient way to provide gifts of outsized impact for our CoolKids. Contact us at [info@altso.org](mailto:info@altso.org) to learn more about the following techniques:

### Gifts in Your Will or Living Trust

- A gift to ALTSO in your will or trust, also known as a charitable bequest, allows you to retain control of your funds and other assets during your lifetime
- Gifts are exempt from estate taxes and can be modified or revoked for any reason during your lifetime
- Non-Cash assets – donating real estate can provide an immediate income tax deduction for the gift with no recognition of loss or gain to donor on transfer

### Simple Ways to Give That Cost You Nothing

- Life insurance policies
- Commercial annuities
- Simply contact your bank, insurance company or retirement account holder and request a "beneficiary designation form"
- IRA Charitable Rollover (made permanent in the Protecting Americans from Tax Hikes (PATH) Act in 2015 - Make a tax-free charitable contribution and transfer up to \$100,000 per year from your IRA to ALTSO without any income tax implications

### Gifts that Pay You Income

- Charitable Gift Annuity
- Charitable Remainder Trust (CRT)
- Charitable Remainder Unitrust (CRUT)
- Charitable Remainder Annuity Trust (CRAT)
- Charitable Lead Trust (CLT)

*The content on this page is for informational purposes only. Always consult with a trusted financial advisor on any decisions regarding your estate.*



## Summary.

Throughout 2020 A Leg To Stand On (ALTSO) delivered free, high-quality prosthetic limbs, orthotic braces, and appropriately fitted wheelchairs to their programs, while navigating COVID-19 related shipping delays and temporary program closures, to ensure their products got to those in need.

Last June, ALTSO launched a COVID-19 Reopening Fund to deliver proper PPE and sanitizing equipment to their programs on the ground. The risk of COVID-19 on the vulnerable families they serve and programs they operate throughout the developing world continues to be high. Ensuring that both their CoolKids and the teams who treat them are equipped with the tools needed to do so safely is critical to preventing infection, and spreading the virus that has impacted so many lives.

2021 will be focused on continued improvements to ALTSO's signature modular prosthetic limb, The Joshi, and expanding product line.

## Our Mission.

A Leg To Stand On (ALTSO) is a non-profit organization working in the developing world, bringing free orthopedic care to children with untreated limb disabilities whose families cannot afford treatment. Our goal is to provide high-quality continuous care through the age of 21 for all patients treated under ALTSO's program.

## Board of Directors of Annual Report.

C. Mead Welles - Chairman & Co-founder

Cathy Carroll - Treasurer

Harold van Bosse - Medical Director

Edwynn Laffey - Director

Ray McKenzie - Director

## Financials at a glance.

Total annual income: \$605,091

Total annual expense: \$586,951

Ending net assets: \$350,448



# Financials.

	<b>Program Services</b>	<b>Management and General</b>	<b>Fundraising</b>	<b>Total Expenses</b>
Staff salaries	\$ 214,859	\$ 33,211	\$ 37,495	\$ 285,565
Payroll taxes and employee benefits	61,620	9,525	10,753	81,898
Prosthetic and orthopedic support	79,313	-	-	79,313
Event production	33,125	-	-	33,125
Occupancy	6,883	6,884	6,886	20,653
Bank, payroll and processing fees	14,484	2,239	2,528	19,251
Software & subscriptions	3,522	12,167	757	16,446
Accounting fees	-	12,000	-	12,000
Travel	6,179	1,169	-	7,348
State registrations	-	5,764	-	5,764
Shipping, mailing and delivery	4,383	1,310	44	5,737
Consultants	3,474	-	1,871	5,345
Direct mail service	-	-	4,902	4,902
Telephone	915	916	916	2,747
Insurance	703	704	704	2,111
Office supplies	610	611	611	1,832
Depreciation and amortization	-	1,801	-	1,801
Miscellaneous	208	765	-	973
Meetings and meals	8	64	28	100
Marketing	-	-	40	40
<b>Total Expenses</b>	<b>\$ 430,286</b>	<b>\$ 89,130</b>	<b>\$ 67,535</b>	<b>\$ 586,951</b>





## Contact Us.

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A Leg To Stand On, Inc. is a US Based 501(C)3 EIN 02-0594709 & UK Based Charity 1118048. Donations are fully tax-deductible.



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