

2022 ANNUAL PROSPECTUS



Just Our Soldiers' Helpers





Our Mission

To increase the morale of deployed U.S. Service Members by providing them with high-quality care packages containing name-brand items that are not readily available during deployment.



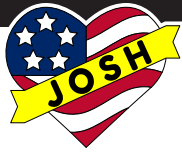




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Images of sample boxes placed at checkpoints along the assembly line show the quantity, quality, and variety of items that JOSH ships in every food care package.



501 (C)(3) FILING

INTERNAL REVENUE SERVICE
P. O. BOX 2508
CINCINNATI, OH 45201

DEPARTMENT OF THE TREASURY

Date: **DEC 20 2011**

JUST OUR SOLDIERS HELPERS INC
C/O KATHY HEWITT
2713 TEAK PL
LAKE MARY, FL 32746

Employer Identification Number:
45-2156711
DLN:
17053146310011
Contact Person:
LISA M VAN DER SLUYS ID# 95264
Contact Telephone Number:
(877) 829-5500
Accounting Period Ending:
December 31
Public Charity Status:
170(b)(1)(A)(vi)
Form 990 Required:
Yes
Effective Date of Exemption:
April 27, 2011
Contribution Deductibility:
Yes
Addendum Applies:
No

Dear Applicant:

We are pleased to inform you that upon review of your application for tax exempt status we have determined that you are exempt from Federal income tax under section 501(c)(3) of the Internal Revenue Code. Contributions to you are deductible under section 170 of the Code. You are also qualified to receive tax deductible bequests, devises, transfers or gifts under section 2055, 2106 or 2522 of the Code. Because this letter could help resolve any questions regarding your exempt status, you should keep it in your permanent records.

Organizations exempt under section 501(c)(3) of the Code are further classified as either public charities or private foundations. We determined that you are a public charity under the Code section(s) listed in the heading of this letter.

Please see enclosed Publication 4221-PC, Compliance Guide for 501(c)(3) Public Charities, for some helpful information about your responsibilities as an exempt organization.

Sincerely,

Lois G. Lerner
Director, Exempt Organizations

Enclosure: Publication 4221-PC

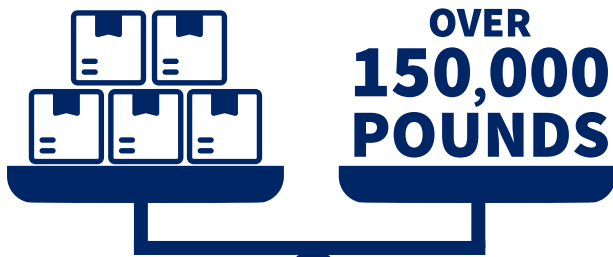
Letter 947 (DO/CG)



ABOUT JOSH

Just Our Soldiers' Helpers (JOSH) is a woman-founded and led, IRS Approved 501(c)(3) nonprofit organization located in Central Florida. Our all-volunteer organization has shipped over 150,000 pounds of products to service members deployed to harm's way locations since 2011.

JOSH consistently achieves top rank ratings at GreatNonprofits and GuideStar because of our financial transparency and commitment to maximizing resources for care packages while minimizing operating expenses. In 2021, nearly 87% of donations went to program-related expenses.



**OVER 7,000 CARE
PACKAGES SHIPPED
SINCE 2011**





ORIGIN STORY



Captain Kinsel in Afghanistan.

In 2010, Kathy's nephew, U.S. Army Captain Josh Kinsel, deployed to Combat Outpost (COP) Wilderness in Afghanistan. Before his departure, Kathy promised to send CPT Kinsel a care package every month of his deployment. What started off as a simple gesture of support for her nephew grew into something larger as Kathy learned more about the austere conditions in which frontline U.S. Service Members live and operate.

Service members receive just the barest of necessities during their deployment. Creature comforts only come in the form of care packages from home since forward operating units do not have access to post/base exchanges (PX/BX) where they can purchase these items.



Kathy Hewitt with her nephew Captain Josh Kinsel after his deployment.

Once Kathy became aware of this situation, she committed herself to try and make a difference in the lives of these heroes. What began as a promise to send twelve care packages quickly grew into something much larger as Kathy started shipping more care packages to CPT Kinsel's unit.

The magnitude of the effort quickly showed that establishing a charitable organization was the only way to sustain Kathy's heart's wishes. With her husband's and friends' support, and encouraging words from her nephew, "Kat, don't forget about the guys still over there," JOSH was born to improve the morale of all those fighting for our freedom and safety.

Soldiers at COP Wilderness enjoying some of the first care packages shipped by Kathy.



A soldier overlooks COP Wilderness in Afghanistan.





THE JOSH DIFFERENCE

Three factors combine to set JOSH apart from other care package organizations. These are **what** we ship, **when** we ship, and **where** we ship. Let's consider each of these factors separately.

What We Ship

JOSH views every care package as a gift to show our love and appreciation to service members for the sacrifices they make for our country. JOSH shows this appreciation by only shipping **full size, name brand** products. We do not ship hotel, travel, or sample size items or generic items. We ship items we would want to receive if we were thousands of miles from home.

Each care package consists of a USPS flat rate box meticulously packed to fill in all available space. JOSH also ships food and hygiene products separately to maintain smell and flavor integrity. This lesson was learned early on as Josh said, "Things taste a little funky when you mix the food and hygiene together, Aunt Kathy."

The following tables depict examples of items included in typical food and hygiene care packages. Representative quantities and average unit costs are also included, along with the price to ship each package.



\$10,000
EVERY MONTH
ON ITEMS
AND POSTAGE



A U.S. Army Soldier showcasing his premium quality goodies from JOSH.



EXAMPLE HYGIENE PACKAGE COSTS

Actual contents vary monthly. Unit costs are averages based on variations in pricing in available quantities purchased.

ITEM	QTY	AVG UNIT COST	TOTAL COST
Air Freshener (Yankee Candle Sphere)	1	\$3.00	\$3.00
Baby Wipes (Huggies, Pampers, 56 ct.)	1	\$2.00	\$2.00
Body Lotion (Vaseline)	1	\$4.00	\$4.00
Body Wash (Nivea, Dove, Dial)	3	\$4.50	\$13.50
Boot Socks	1	\$5.75	\$5.75
Chap Stick	4	\$1.20	\$4.80
Cottonelle Flushable Wipes	1	\$1.75	\$1.75
Deodorant (Degree, Dove, Old Spice)	2	\$3.50	\$7.00
Dryer Sheets (Bounce)	1	\$1.25	\$1.25
Foot Powder (Gold Bond, 4 oz)	1	\$5.00	\$5.00
Laundry Detergent (Tide Pods, 15 ct)	1	\$3.00	\$3.00
Q-Tips (170 ct)	1	\$3.00	\$3.00
Razors (Schick Xtreme)	4	\$1.10	\$4.40
Shave Cream (Cremo Squeeze Tube)	2	\$6.90	\$13.80
Toothpaste (Crest/Colgate)	1	\$1.25	\$1.25
Tooth Brush	1	\$1.25	\$1.25
Wash Cloth	1	\$0.65	\$0.65
Shipping (USPS Regional Rate Box B1)	1	\$12.47	\$12.47
Unit cost per shipped Hygiene package			\$87.87
Number of Hygiene packages shipped (average monthly)			25
Total Hygiene package costs (typical monthly)			\$2,196.75

Captain "Rebecca", a U.S. Army nurse stationed at a combat hospital, showcases a food care package she received from JOSH.





EXAMPLE FOOD PACKAGE COSTS

Actual contents vary monthly. Unit costs are averages based on variations in pricing in available quantities purchased.

ITEM	QTY	AVG UNIT COST	TOTAL COST
5-hour Energy	3	\$1.75	\$5.25
Almonds (Blue Diamond, Single Serving Pack)	2	\$1.00	\$2.00
Peanuts (Planters, Single Serving Pack)	3	\$0.65	\$1.95
Clif Bars	4	\$1.00	\$4.00
Combos	2	\$0.67	\$1.34
Emerald Nuts (5 oz)	1	\$4.00	\$4.00
Coffee (Name Brand, Ground, 12 oz)	1	\$5.00	\$5.00
Gum	1	\$0.75	\$0.75
Nature Valley Granola Bars	2	\$0.40	\$0.80
Jack Links Beef Jerky	1	\$3.98	\$3.98
Jack Links Beef/Cheese Sticks	3	\$1.00	\$3.00
Kind Bars	4	\$1.20	\$4.80
Mentos	1	\$0.68	\$0.68
Nature's Garden Trail Mix	2	\$0.50	\$1.00
Oreos (6 cookie packs)	2	\$0.35	\$0.70
Pop-Tarts (Name Brand Only)	1	\$2.50	\$2.50
Sandwich Crackers (Lance or Keebler, 8 pack)	1	\$2.60	\$2.60
Skittles	2	\$0.75	\$1.50
Slim Jims (Name Brand Only, 10 oz)	1	\$2.00	\$2.00
Sunflower Seeds	1	\$0.50	\$0.50
Tic Tacs	1	\$1.00	\$1.00
Tuna (Starkist, Pouch)	4	\$1.25	\$5.00
Tuna Salad/Chicken Salad Snack on the Run (Bumble Bee)	3	\$1.34	\$4.02
Water Flavors (Crystal Light, Mio)	1	\$2.99	\$2.99
Shipping (USPS Regional Rate Box B1)	1	\$12.47	\$12.47
Unit cost per shipped Food package			\$73.83
Number of Food packages shipped (average monthly)			115
Total Food package costs (typical monthly)			\$8,490.45
Total Hygiene package costs (typical monthly)			\$2,196.75
Total Food package costs (typical monthly)			\$8,490.45
Total Care Package Costs (typical monthly)			\$10,687.20



When We Ship

Our appreciation extends beyond the traditional annual holiday recognitions. To that end, JOSH ships care packages **every month** of the year. Registered service members receive at least one care package a month from JOSH for the entire length of their deployment. If we know that the service member is sharing their items with other members in their unit, JOSH will try to send multiple care packages to that service member.



Service Members enjoying JOSH care packages throughout the year.



Where We Ship

JOSH primarily ships to service members deployed to front-line locations. While operations have ceased in Afghanistan we are still shipping to Service Members in Iraq, the Horn of Africa, and other undisclosed locations. We also ship to chaplains who will provide items to personnel that are in need of a morale boost.





FREQUENTLY ASKED QUESTIONS

How do service members get on the mailing list?

Service members sign up using the "Register Here" button at GoJOSH.org. After confirming the APO location is that of a forward operating area, we ship the service member a single care package to confirm they can receive it. Then we ship to them monthly until they come home.

Who can be added to your mailing list?

We ship to active-duty service members from all military branches who are deployed to remote locations with an APO or FPO address. We will also ship to deployed service members who do not receive mail from home and need a morale boost.

How much do service members pay to get care packages?

Zero. Nada. Nothing. It costs a service member nothing to receive our care packages. They are fully funded and paid for by our fundraising efforts. They are a gift to show our appreciation for their service and sacrifice.

Do we only ship to service members from Central Florida?

While we love to ship to service members deployed from our area, it is not a requirement. Typically, we do not even know the home states of service members requesting our care packages.

Do we share addresses from our service members?

No. We receive requests from our service members without any implied consent to share their information. As a result, we do not provide address information to 3rd party requests.

What do we need most?

Monetary donations are the best way to support JOSH. Since we pack boxes in an assembly line process, we need anywhere from 60 to 320 of the same type and size of an item each month to maximize our ability to support as many service members as possible. The monetary donations make it so we can buy items in bulk, saving time and money.

JOSH Volunteers on a care package assembly line. This process allows JOSH to maximize the space used in each care package. Since JOSH uses flat rate shipping boxes from the USPS, filling each package to its capacity makes sense. Plus the service members love it.





PREPPING AND PACKING EVENTS

The primary interface for our supporters and volunteers is through product prepping and packing events. These events provide a hands-on opportunity for supporters to see and feel the quantity and quality of items that make their way into every care package.

Prepping events are for sorting, counting, taping, and bagging care package items in the lead-up to a packing event. This ensures we have the right quantity of items and that they do not ruin the contents in the care package if they leak during shipping.

At packing events, prepared items are prearranged in bins along an assembly line. Packers place the materials in the correct location and orientation in each flat rate shipping box to maximize the contents and minimize wasted space.

A handwritten note is placed into each care package before being sealed and labeled for shipment.

Camera shy co-founder Dennis Hewitt holding the sample box at the start of the assembly line. Sample boxes at various stages along the assembly line ensure all care packages are filled to maximum capacity.





Just Our Soldiers' Helpers



TESTIMONIALS

June 24, 2021

Thank you for your ongoing support of the 136th Expeditionary Signal Battalion. Your gifts have certainly brought us joy!

Warm regards,

SGT Methe



August 23, 2021

On behalf of our entire unit deployed overseas, I wanted to give our deepest thanks for the care packages that your organization has been sending.

They are by far the most thoughtful and of the highest quality we have received! All of the Soldiers greatly appreciate everything that you have done for us.

Commander, Bravo BTRY

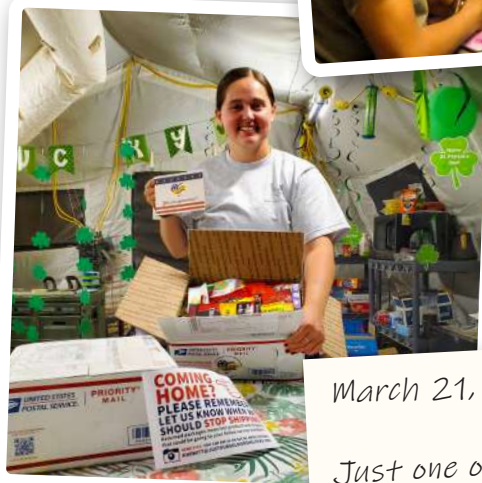
March 18, 2022

We received your packages tonight and we are blown away with your generous and delicious packages.

I shared with our patients we have transitioning through, so I could not get pictures, but let me just say... they were a hit!!

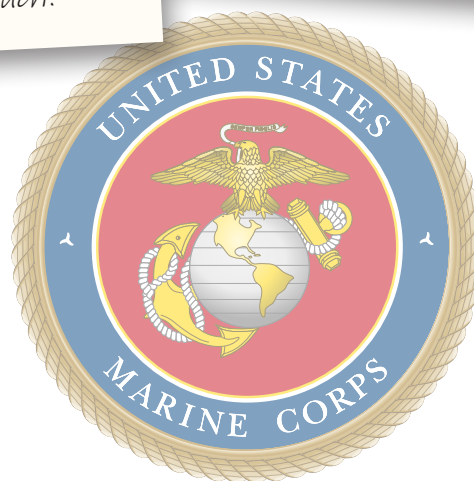
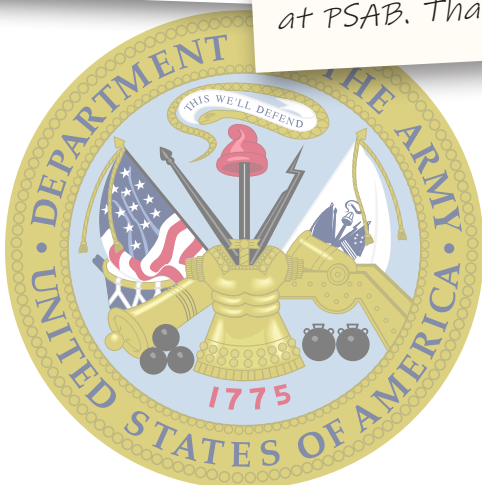
Thank you so much for your astounding packages, we really do appreciate it!

Capt Antes



March 21, 2022

Just one of the smiling faces here at PSAB. Thank you so much!





December 24, 2021

I got your package in the mail today. Thank you so much! What a perfect gift to get on Christmas Eve! I love all of the jerky and snacks. We hung the cards up in our office to add some holiday cheer!

USS Harry S. Truman (CVN 75)

December 7, 2021

My time on deployment is coming to an end. I'll be returning to the USA this month. I cannot thank you enough for your kindness and support during this past year. You and your organization have made this whole experience so much better. Please continue your wonderful work and thank you again!!

SFC McCoy



December 16, 2021

This thank you note does not do any justice for the beautiful gifts that I received. It brought so much joy and smiles to my face. Most of all it reminded me that I am not alone. There are no words to express my gratitude. Your support, kindness and generosity means a lot to me while serving here.

LCDR Oraka-Onojeje, USN
Camp Lemonnier, Djibouti

August 19, 2021

Thank you for your awesome snacks and comforts that was sent in this care package. It's been hard being away from home, but I'm happy to know that there are organizations like yours that brighten our lives and warm our hearts. Thank you again and have a blessed day.





FUNDRAISING EFFORTS

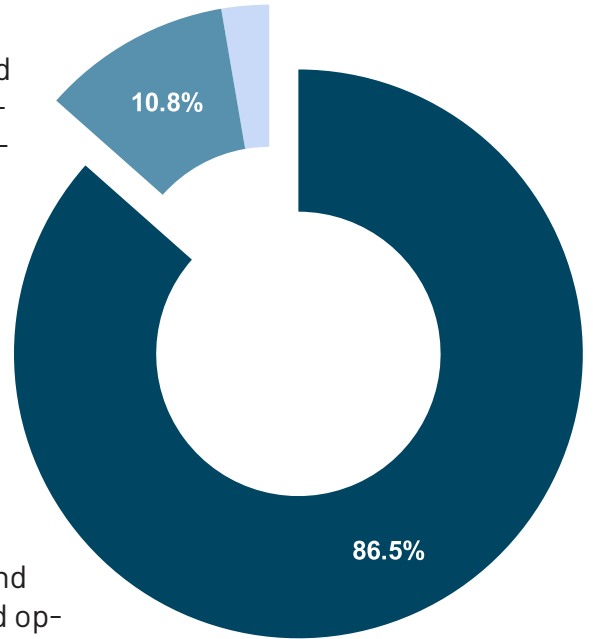
JOSH cannot exist without the devoted, faithful, and passionate support of corporate and private donations. We support as many service members as our funding allows and strive to be good stewards of our contributors' hard-earned money. In 2021 nearly 87% of all donations went directly towards program costs for purchasing, storing, and shipping care packages and less than 3% went towards administrative costs. Please see the Financial section of this prospectus for more details.

While support comes in many forms including donations on our website and 3rd party events, by far, our largest single fundraising event is the JOSH Gala. For the past three years, the JOSH Gala has provided JOSH with most of its annual operating budget. The 2020 Gala, which occurred the week before the COVID-19 shutdown in March, was the only significant fundraising event in 2020. As a result, JOSH has scaled back the number of packages sent monthly.

Eighteen months later, we were able to successfully schedule and execute the JOSH Masquerade Ball in September 2021 (pictured opposite) where we raised over \$70,000. This financial achievement is not possible without the support of corporate sponsors that make up a significant percentage of our income. To that end, we would like to recognize the following two top-tier sponsors for the 2021 event.

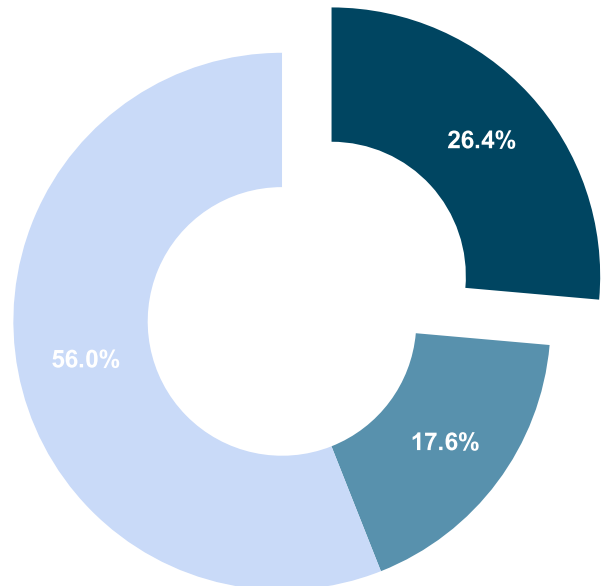
Expense Categories

- Program Related ● Fundraising ● Administrative

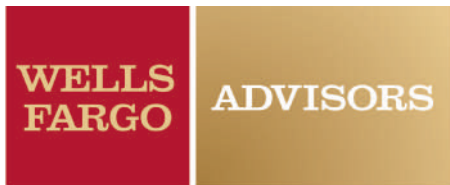


Income Sources

- Gala Sponsors ● Gala Other ● Other



HEICO



Edward J Higgins

First Vice President - Investments
Orlando, FL





FINANCIAL

JOSH is committed to financial transparency. This section contains excerpts from our 2021 Income and Balance statements filed with the IRS. The full filing documents are available on our website.

JUST OUR SOLDIERS' HELPERS INCOME STATEMENT FISCAL YEAR BEGINNING: JANUARY 1, 2021 AND ENDING DECEMBER 31, 2021

REVENUE	Amount
Contributions, Gifts, Grants, and Similar Amounts Received	\$ 93,484
Program Service Revenue	\$ 0
Member Dues and Assessments	\$ 0
Gross Income from Misc. Fundraising	\$ 1,517
Special Fundraising Events	
Special Events Revenue	\$ 91,508
Special Events Direct Expenses	\$ 15,977
Special Fundraising Events Net Income	\$ 75,531
TOTAL REVENUE	\$ 170,532
EXPENSES	Amount
Program Services	
Care Package Items	\$ 98,287
Care Package Shipping Cost	\$ 22,295
Care Packages Storage/Packing Facility	\$ 7,840
Total Program Services Expenses	\$ 128,422
Administrative Expenses	
Accounting Fees	\$ 963
Appreciation Gifts	\$ 175
Bank Fees	\$ 84
Business Registrations	\$ 186
Liability Insurance	\$ 781
Membership Fees	\$ 129
IT Expenses	\$ 1,219
Printing, Publications, Postage and Shipping	\$ 475
Total Administrative Expenses	\$ 4,012



Personnel Expenses		
Benefits Paid to or for Board Members and Officers	\$	0.00
Salaries, Other Compensation, and Employee Benefits	\$	0.00
Professional Fees and Payments to Independent Contractors	\$	0.00
Total Personnel Expenses	\$	0.00
TOTAL EXPENSES	\$	132,434
INCOME PROFIT / (LOSS)	\$	38,098

Note: Facility is only used for storing/preparing care packages. No administrative work is performed there.

JUST OUR SOLDIERS' HELPERS BALANCE SHEET AS OF DECEMBER 31, 2021

ASSETS	Amount	
Current Assets		
Cash	\$	94,478.84
Accounts Receivable	\$	0.00
Prepaid Expenses	\$	1,870.23
Other (PayPal)	\$	1,268.32
Total Current Assets	\$	97,617.39
Fixed Assets	\$	0.00
Other Assets	\$	0.00
TOTAL ASSETS	\$	97,617.39

LIABILITIES	Amount	
Current Liabilities		
Accounts Payable	\$	0.00
Credit Cards Payable	\$	1,157.68
Total Current Liabilities	\$	1,157.68
Long Term Liabilities	\$	0.00
TOTAL LIABILITIES	\$	1,157.68
NET ASSETS	\$	96,459.71



IN MEMORIAM

We can never adequately express our gratitude to all those who paid the ultimate price for our safety and freedom. However, we want to honor and remember the service members JOSH supported during their deployments who either died in combat or shortly after returning home from war.



Christopher Rogan
March 10, 2013



Thomas Baysore, Jr.
September 26, 2013



Justin Ginnell
May 19, 2019



Robert Taylor
February 17, 2020



Brian Pilarski
July 7, 2020



Just Our Soldiers' Helpers



**CARE PACKAGES FOR OUR
DEPLOYED HEROES**

GoJOSH.org