



# ARMENIAN WOUNDED HEROES FUND


## OVERVIEW AND KEY INITIATIVES



### 501(c)(3) Organization

*One Mission: Protect, Save and Rehabilitate Our Heroes*

February 2021



# AWHF Highlights

## Overview

- Founded in 2016 with the goal of providing life saving equipment, infrastructure upgrades and rehabilitation programs
- 100% of administrative costs are covered by AWHF founders, assuring that 100% every dollar has an impact and reaches its goal
- 501(c)(3) organization focused on humanitarian initiatives

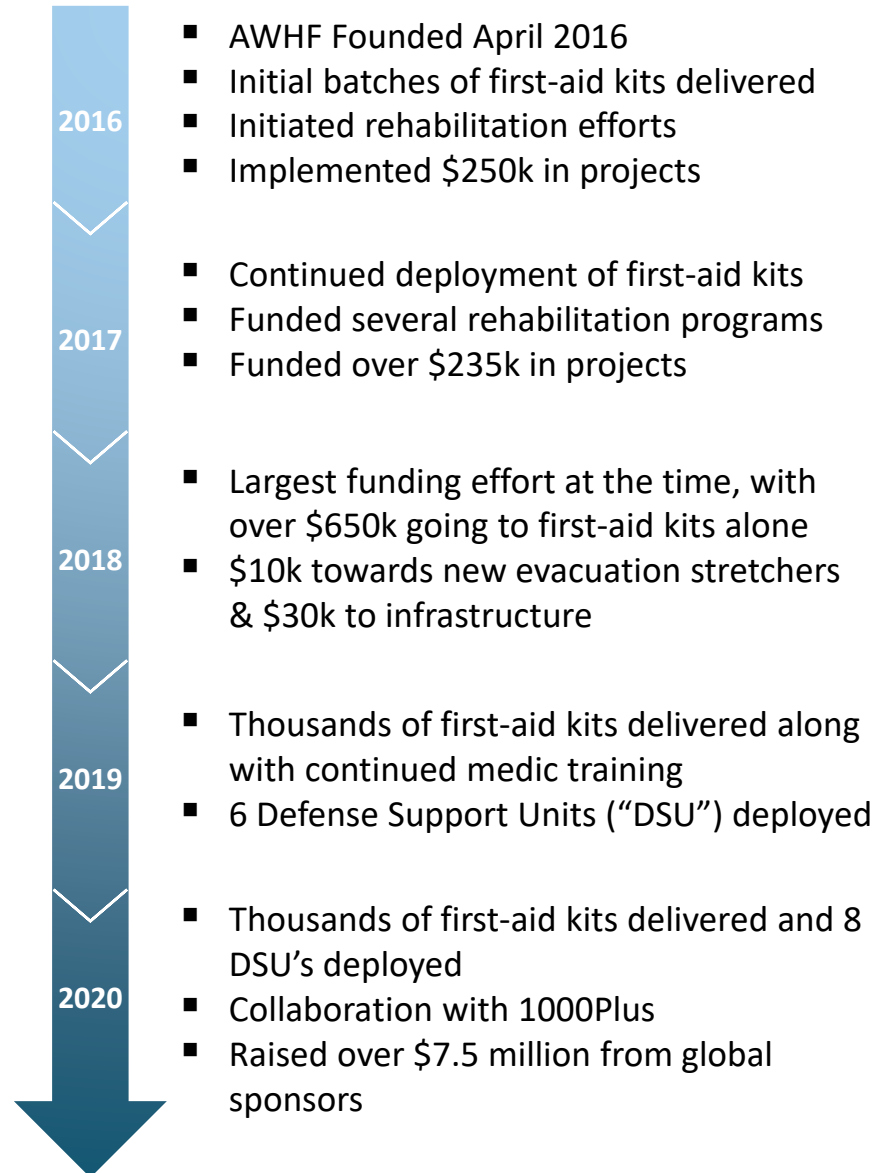
## Primary Programs

- Advanced First-Aid kits and training
- Front-line infrastructure upgrades
- Physical and mental rehabilitation

## Delivering Results

- Thousands of First-Aid kits deployed on the front-line with advanced training programs
- Hundreds of lives saved already (confirmed by Armenian MoD)
- Successful, targeted medical rehabilitation and support for the most complex cases

## Continued Track Record of Delivering Results



## First Aid Kits

- First-Aid kits provide aid during the first “Golden Hour”, which is key to survival
- Of the 3 leading causes of preventable deaths (hemorrhaging, lacerated lungs, airway obstruction), 20% are preventable
- Kits cost ~\$50/each depending on type
  - (1) Individual / (2) Squad Medic / (3) Special Situations / (4) Mobile Medic





## Defense Support Units (DSU's)

- DSU's help modernize and upgrade the front-line living conditions for our heroes, by providing access to showers, refrigerators, air conditioning and heating, first-aid, etc.
- Each DSU costs \$8,500-\$15,000, depending on its configuration, and is made in Armenia
- DSU's are deployed at border patrol posts along the line of contact, the need for which has dramatically increased with the expansion of Armenia's border with Azerbaijan by ~500km

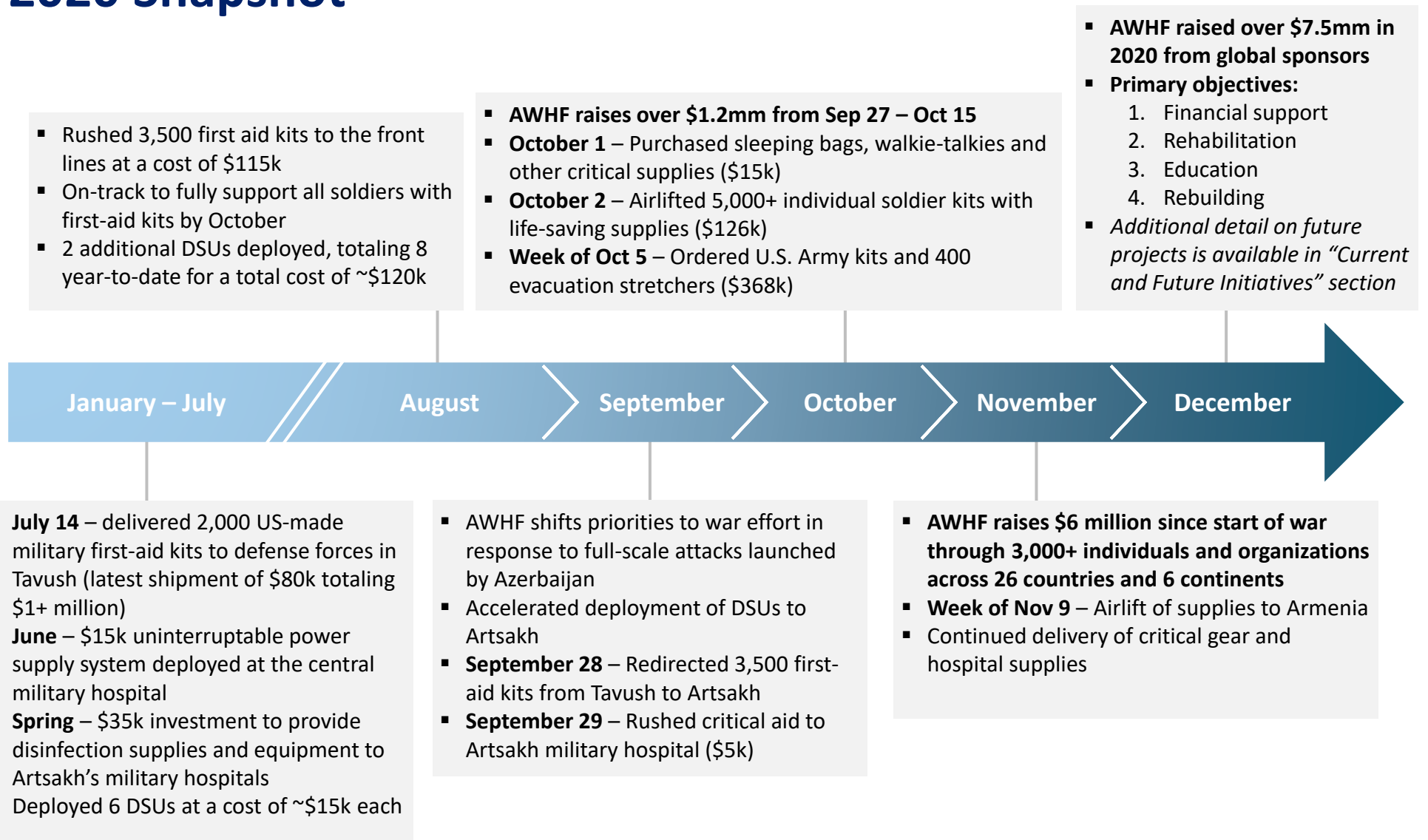


# Rehabilitation Facilities and Programs

- Physical and mental rehabilitation remains one of the biggest challenges Armenia currently faces, and the current program has helped many soldiers return to a normal life
- AWHF helps provide physical therapy and transportation / mobility to our wounded heroes, with plans to provide prosthetics
- Education and training initiatives are being implemented as part of the broader plan to return our heroes to a productive life



# 2020 Snapshot





# Current and Future Initiatives





# Key Initiatives

## 1 Financial Support

1. **Direct Financial Support:** AWHF has provided over \$200,000 to the families of our wounded and deceased heroes, as they wait for checks from the government / 1000Plus
2. **1000Plus:** AWHF continues to be the U.S. partner for the Insurance Foundation for Servicemen ([www.1000Plus.am](http://www.1000Plus.am)) and have transferred over \$122,000 of directed donations since we began on 11/1/20

## 2 Medical and Rehabilitation Support

1. **Burn Center:** AWHF has provided over \$10,000 of critical supplies to the Yerevan Burn Center, where victims of White Phosphorus attacks are still being treated
  - a. In addition, we are funding an internationally recognized expert to collect and document evidence of Azeri war crimes
2. **Prosthetics:** We are partnering with Eternal Nation and other organizations to provide prosthetics for our soldiers and have committed at least \$500,000 to this initiative
3. **Rehab Initiative:** we have established a new rehabilitation center to provide outpatient physical therapy services to injured heroes, with a focus on prosthetics. We have brought together a proven team of therapists who share our focus on delivering results
  - a. **Temporary Rehab Center:** We recently opened our temporary rehab facility in Yerevan, under the leadership of Lt. Col. Sargis Stepanyan, who is a triple-amputee national hero with extensive personal experience in this field. This temporary center will function until our new building is completed
  - b. **Permanent Rehab Center:** We will soon be breaking ground on a new 7,000 sq ft building in Yerevan that will be completed by end of 2021, and house our current training facility as well as the new rehabilitation center. We will continue to partner with Sargis Stepanyan and Legends Gym Armenia for this initiative. AWHF has sponsored Legends Gym and the Armenian Paralympic Arm-Wrestling team since its inception. *The Toufayan family in New Jersey has generously agreed to support this ~\$300,000 capital project*
4. **Post-Traumatic Stress Disorder (“PTSD”):** we also believe that the mental health and wellness of our soldiers is as important as their physical wellbeing. The conversations regarding this project are very preliminary





## Key Initiatives (Cont'd)

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### Education and Training Support

- **Training:** While rehab is a priority, education and training is the logical next step for our heroes. We are working with various organizations (e.g., Union of Advanced Technology Enterprises) to provide on-the-job training to our wounded heroes to enable them to reintegrate into productive life. Education programs focused on science and technology training will be a key area of focus
- *Please see page titled “Innovation & Education Lab” for more information*

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### Rebuilding Our Defense Forces

1. **First Aid/Protective Gear:** the investments we made prior to the war saved hundreds of lives. Now we need to rebuild these capabilities in peacetime. Needs include first-aid kits, body-armor, helmets, eye and ear protection, communications equipment, and more
  1. **First Aid Kits:** We will need to replace 20,000 first-aid kits that were used during the most recent war at a cost of \$1 million
  2. **Body Armor:** We will acquire body armor, made in Armenia, at a cost of \$2 million
  3. **Others:** We will assess the situation and work with the Ministry of Defense to provide other protective equipment, as needed
2. **Front-Line Infrastructure:**
  1. **Defense Support Units (“DSU”):** We need to support our soldiers on the border, especially the 500 km from Vardenis to Meghri, where no infrastructure exists
    1. Each DSU costs \$8,500-\$15,000, depending on its configuration, and is made in Armenia
    2. We have received an urgent request to deploy 50 DSUs in 2021
    3. We already placed 10 DSUs so far this year, thanks to the generous donations from families and organizations who sponsored these units

# Innovation & Education Lab

## Objectives

- Provide education, training and long-term employment opportunities to wounded heroes and aspiring scientists
- Accelerate the technology community's ability to innovate, design and prototype, with state-of-the-art equipment not currently available
- Support academic institutions with a pooled, accessible resource

## Governance & Leadership

- Union of Advance Technology Enterprises (Armenia's largest NGO) and Armenian Wounded Heroes Fund will create and manage the lab
- The lab will be procured and led by an experienced professional who has run a larger facility in the U.S., and will be moving to Armenia for this position
- The Innovation & Education Lab will be an extension of UAT's nationwide Armat laboratories program
- Proceeds from the lab will be reinvested in developing technology leaders for the future, to sustain and grow these capabilities

## Location

- Part of new technology campus for advance technology companies, located in Yerevan

## Service-Oriented Offering

- The innovation lab will be accessible to the technology industry in Armenia, academia, as well as foreign customers
- PCB design and manufacturing will support manufacturers of electronic components
- Advanced machining capabilities will support emerging technology companies, in particular in the field of Unmanned Aerial Vehicles

## Printed Circuit Boards

<b>Equipment</b>	<b>Cost</b>
PCB Assembly	\$320k
X-Ray / Inspection	\$200k
Other	\$250k
Shipment & Setup	\$100k
<b>Total</b>	<b>\$870k</b>

## Prototyping, Production & Testing

<b>Equipment</b>	<b>Cost</b>
CNCs & Lathes	\$740k
Laser Cutters	\$80k
RF Lab	\$200k
Wind Tunnel	\$250k
Test & Measurement	\$85k
Fees, Setup & Other	\$250k
<b>Total</b>	<b>\$1,605k</b>

# Opportunities for Diaspora Support

- Fundraising for replenishing First-Aid kits and vests remains a priority
- Rehabilitation, prosthetics, and support for returning to a normal life
- Financial support (direct or through 1000Plus)
- Defense Support Units to modernize front-line infrastructure
  - Communities, organizations, groups, and individuals are encouraged to sponsor DSUs; names of donors will be presented on a plaque on the unit



- Each DSU costs \$8,500-\$15,000, depending on its configuration, and is made in Armenia
- Fundraising with the goal of sponsoring a DSU offers an opportunity for a community, organization, or family to unify in supporting our soldiers
- DSU's offer our soldiers the ability to maintain proper hygiene, while giving them access to electricity, running water, etc.
- Donors can visit the DSUs and see their contributions in action
- AWHF hopes to deliver 50 DSUs in 2021, and has already delivered 10 units

# 1000Plus Collaboration

## Overview

- 1000Plus provides families of deceased and disabled soldiers with a one-time lump sum plus monthly payments for 20 years, varied depending on rank
- Payments are categorized based on the following groups:
  - **Group I** (complete loss of work capacity) – \$20,000 lump sum; \$400 / \$500 / \$600 monthly payments
  - **Group II** (considerable loss of work capacity) – \$10,000 lump sum; \$200 / \$300 / \$400 monthly payments

## Purpose

- When a soldier makes the ultimate sacrifice on the battlefield, he leaves behind parents, siblings, and often a wife and children
  - In addition to grieving and coping with the loss of a loved one, these families often have to think of new living arrangements to forego rent, find additional employment and new ways to support their children
- Similarly, the program gives disabled soldiers the financial peace of mind, allowing them to focus on physical rehabilitation, mental improvement and adjustment to a new life

## Funding

- Every employed person in Armenia contributes monthly to the Foundation
- Additional funds are raised through donations from individuals, groups, and other organizations





# Our Heroes Returning Home

**ANOTHER HERO BACK HOME SAFE**

#ARMENIANHEROES



**ANOTHER HERO REUNITED WITH HIS MOM**

#ARMENIANHEROES



**MORE OF OUR HEROES RETURN HOME SAFE TO THEIR CHILDREN**

#ARMENIANHEROES



**MORE HEROES RETURN HOME SAFE TO THEIR CHILDREN**

#ARMENIANHEROES



**OUR HEROES REUNITE WITH THEIR CHILDREN**

#ARMENIANHEROES



**HAPPY THAT DAD IS HOME SAFE**

#ARMENIANHEROES



# Donate



## Online

*Visit our website below to donate via PayPal*

[www.ArmenianWoundedHeroes.com/Donate-AWHF](http://www.ArmenianWoundedHeroes.com/Donate-AWHF)



## Mail

*Checks Payable to: Armenian Wounded Heroes Fund, Inc.*

P.O. Box 484

Fair Lawn, NJ 07410-0484

United States



## Facebook

*Visit our Facebook page to donate or start a fundraiser*



## Connect with AWHF!



[www.ArmenianWoundedHeroes.com](http://www.ArmenianWoundedHeroes.com)



[info@ArmenianWoundedHeroes.com](mailto:info@ArmenianWoundedHeroes.com)



Armenian Wounded Heroes Fund  
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# Appendix





# The AWHF All-Volunteer Team



**Razmig Arzoumanian**  
*Co-Founder,  
Board Member*

- Razmig is a Managing Director and Head of Aerospace & Defense (A&D) of Lincoln International, a global investment banking firm
- Razmig started his 20+ year investment banking career at Citigroup, and previously led the global A&D group at Merrill Lynch / Bank of America
- He has also implemented various humanitarian and other investments in Armenia and Artsakh since the early 1990's



**Chris Petrossian**  
*Co-Founder,  
Board Member*

- Chris is a Managing Director, Head of the Los Angeles office and Co-Head of the Consumer Group for Lincoln International
- Chris has served in the investment banking industry for over 20 years, having started his career at Lehman Brothers and subsequently Barclays
- Chris has also been active with numerous Armenian philanthropic organizations and visited Armenia and Artsakh numerous times since 1991



**Lucine Karjian**  
*Advisory Board*

- Lucine has been working in the pharmaceutical industry for over twenty years
- She began her career as a chemist in the quality control laboratory, moved to research and development and settled in pharmaceutical regulations for chemistry, manufacturing and controls
- Lucine currently serves at a large global pharmaceutical consulting firm; she was previously at Schering-Plough Research Institute (now Merck) for many years
- She has volunteered for various Armenian philanthropic organizations in the US and Armenia



# The AWHF All-Volunteer Team (Cont'd)



**Linda Atamian**  
*Web Design*

- Linda is a digital designer specializing in branding, print and web
- With over 20 years of design and marketing experience, her career spans a variety of industries, from large FinTech companies to small startups and individual freelance work



**Hayk Matevosyan**  
*Community Outreach*

- Hayk is an Investment Banker at Bank of America working within mergers & acquisitions for Insurance companies
- He has been active across Armenian community organizations over the last decade



**Daniel Andrikian**  
*Social Media*

- Daniel is currently a student pursuing a Bachelor's degree in Finance
- He volunteers as a basketball coach in his free time



## Armenia Team



**Major Sargis Stepanyan**  
*Advisory Board, Mentor*

- Major Sargis Stepanyan joined the AWHF advisory board in January 2018
- He was severely wounded during a special operations mission to retrieve a wounded soldier in the summer of 2014, and as a result lost both legs and his right arm
- He has joined AWHF to continue his support and mentorship of our heroes



**Levon Kocharyan**  
*Program Manager*

- Levon is Project Manager at Construction & Engineering Services Co, where he is also a Certified Quality Control & Safety Manager
- He has also served as Technical Consultant to the Ministry of Labor
- Levon brings years of experience working with international organizations and managing complex projects in Armenia

## Know Our Heroes



Davit Galstyan

Davit Galstyan was in Jabrayil (Armenian Jbrakan) from the first day of the war. **For 35 days, Davit along with his unit defended Artsakh.** During the war he was diagnosed with a heart condition that goes back to his childhood. He was transferred to Stepanakert followed by transfer to a hospital in Yerevan where he continues to receive out-patient services.

Through personal efforts, **Davit was able to find a position to work remotely with a company based in California.** He was hired as a graphic designer, a position very dear to his heart.

**Davit contacted Armenian Wounded Heroes Fund to ask for financial help to buy a new computer** that would improve his work capabilities.

**With your donations, we helped Davit buy a new computer and he is now happily employed in Yerevan, productive, and on his way to recovery.** We wish Davit good health and much success in his new position.