



FALLEN PATRIOTS

COLLEGE FOR THEIR CHILDREN

Children of Fallen Patriots Foundation

www.fallenpatriots.org

2016 ANNUAL REPORT



★★★★★
CHARITY NAVIGATOR
Four Star Charity



Agenda



- **Why does Children of Fallen Patriots Foundation exist?**
- **What is the need?**
- **What has Fallen Patriots accomplished so far?**
- **Future vision**
- **Fallen Patriots team**

History

THERE IS A PERSISTENT NEED FOR FALLEN PATRIOTS

- Bridging the gap between sources of grants and scholarships and the total cost of college
- Covering all branches of the armed forces
- \$8.5 million in grants to 604 students since inception
 - 6208 total children identified
- Key Findings:
 - Families accept only what they need
 - Government funding leaves a gap and is cumbersome to access
 - Hard for children to find all the available help
 - Hard to find the children; many are slipping between the cracks
 - Average gap per student is ~\$32,000 for four years of college

FALLEN PATRIOTS ROLE: FILL IN THE GAPS IN THE SYSTEM



Post-secondary institutions attended by Fallen Patriots children:

THE UNIVERSITY OF ALABAMA



FLORIDA CHRISTIAN COLLEGE

Strong in the Scriptures



DIFFERENTIATION

Comprehensive & Focus Factory



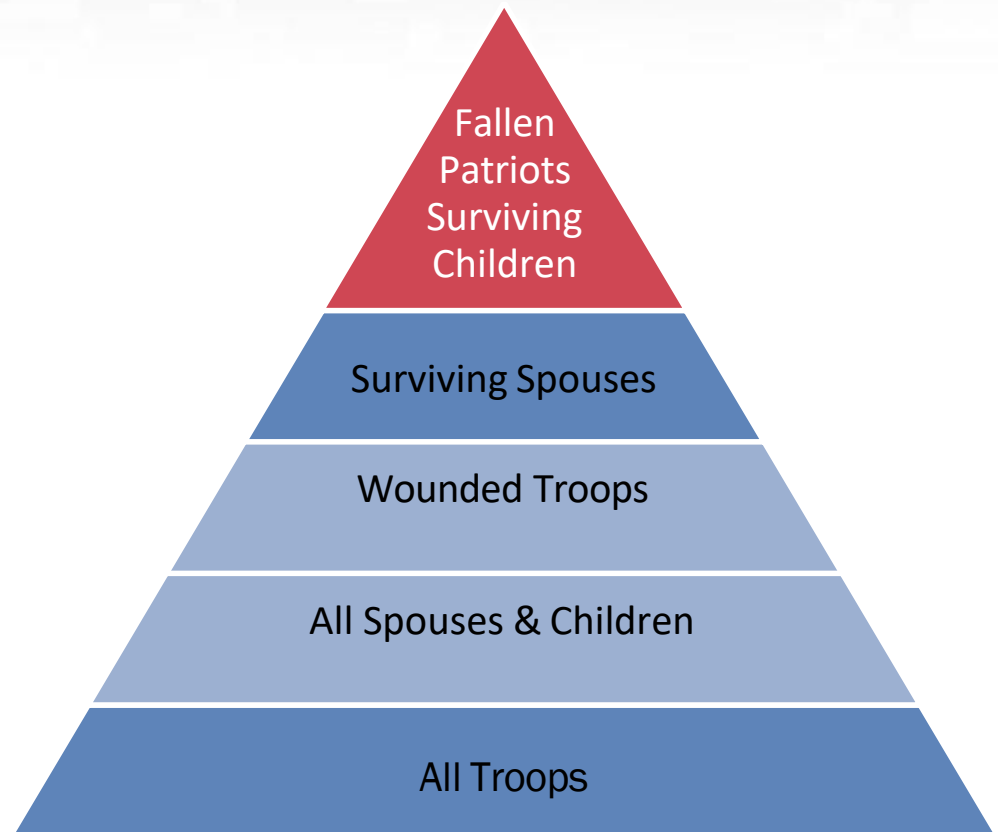
Comprehensive Coverage

- All Services



- All Line of Duty Casualties
 - Combat
 - Suicide
 - Training
 - Illness
- All time periods
 - Pre & Post 9/11
- All post-secondary education
 - College
 - University
 - Trade School

Focused Need



Agenda



- **Why does Children of Fallen Patriots Foundation exist?**
- **What is the need?**
- **What has Fallen Patriots accomplished so far?**
- **Future vision**
- **Fallen Patriots team**

What is the Need?

HUGE NEED FOR FUNDING; DIFFICULT TO FIND CHILDREN

FUNDING

- **Over 6,000 fatalities in the Global War on Terror**
 - Over 4,000 children left behind
- **Additionally, ~500 on-duty fatalities each year**
 - Over 20,000 children left behind over the last 35 years
- **Over 1,000 sources of grants and scholarships**
 - However, no central database of help for children
 - Process confusing and burdensome for children
 - Help available in small increments
 - Government programs don't cover full cost
- **Fallen Patriots proven ~\$32,000 gap between funding and total college costs per child**
OVER \$500M IN TOTAL NEED

TRACKING

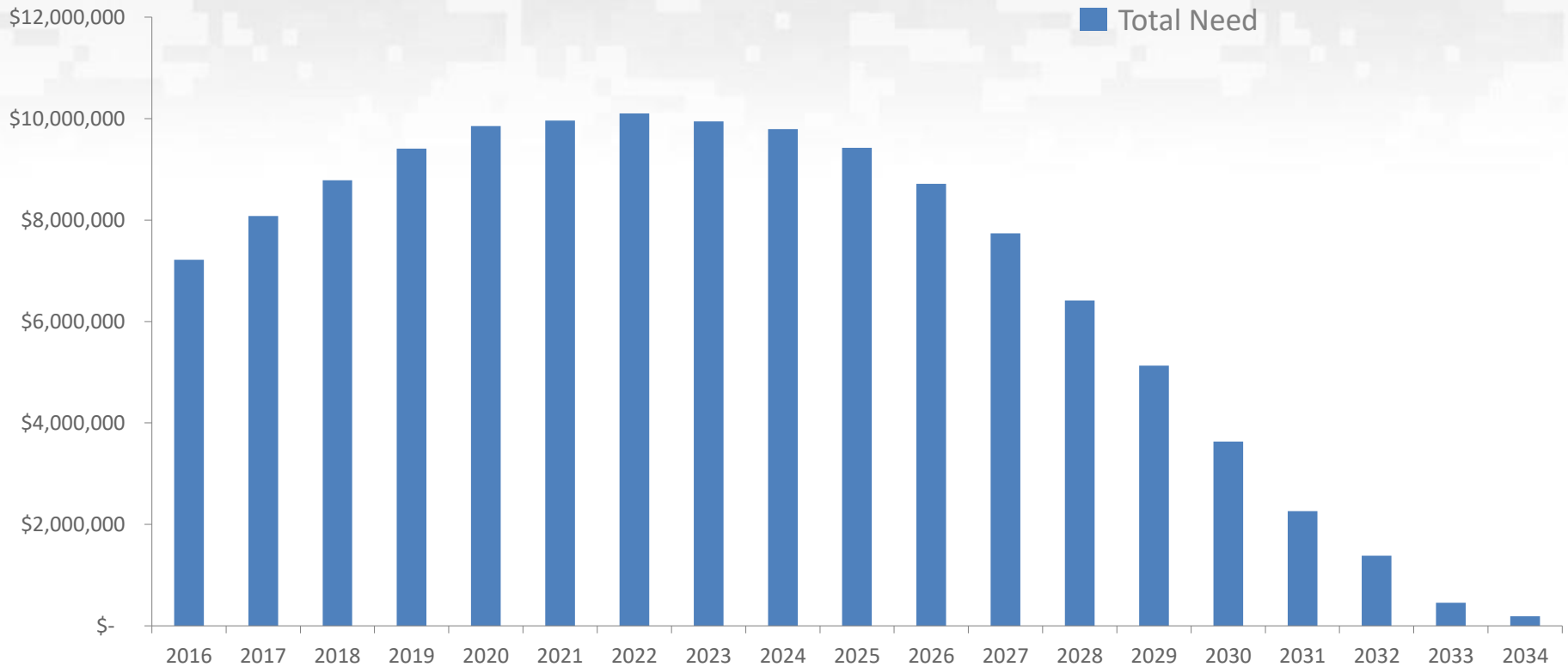
- **No central, updated database of children**
- **Privacy act protects the families, yet inhibits contact**
- **DoD maintains list of combat casualties**
- **But, only physical addresses provided**
 - *NOT* email or phone
- **Only half of families respond to Fallen Patriots enrollment mailings**
 - Busy rebuilding; move away
- **No organized way to find training fatalities**
 - But these are the bulk of our Fallen Patriots

**ENROLLED ~ 17% OF
ELIGIBLE CHILDREN**



Program Update

PROJECTED IMMEDIATE USE GRANTS BY YEAR



Total Children Identified

6,487

Gap per Student

Yearly = **\$8,000**

Total = **\$32,000**

Total Projected Need

\$127,840,000

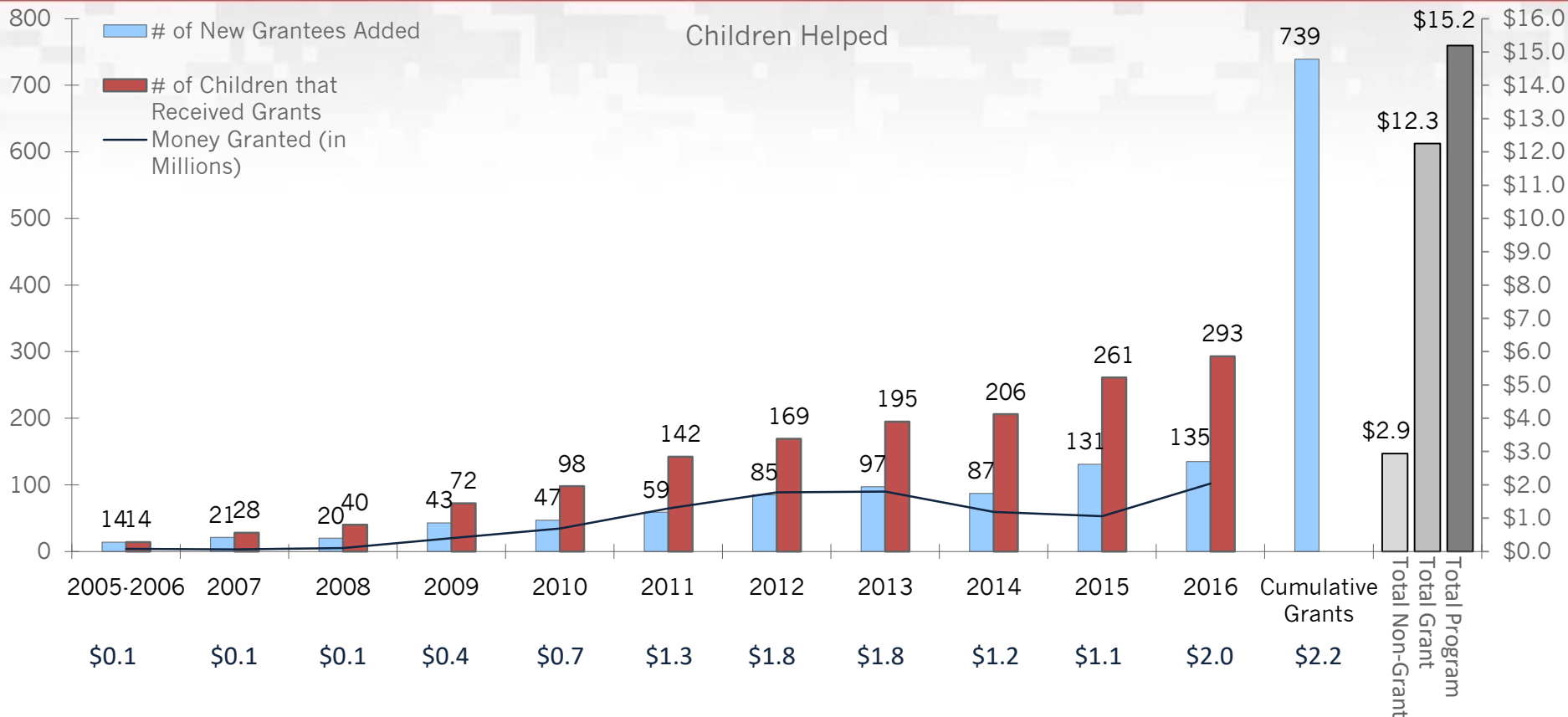
Agenda



- **Why does Children of Fallen Patriots Foundation exist?**
- **What is the need?**
- **What has Fallen Patriots accomplished so far?**
- **Future vision**
- **Fallen Patriots team**

Program Update

SOLID GROWTH IN SCHOLARSHIPS



★ **293 students assisted YTD**

★ **230 students have graduated; average GPA 3.00**

★ **484 students currently in school; average GPA 3.10**

2015 Financial Information



- **2015 revenues were \$4,792,987 vs. \$3,344,662 in 2014**
- **2015 program expenses (scholarships) were \$2,907,688 vs. \$1,162,078 in 2014**
 - Served 261 students in 2015 vs. 206 in 2014
 - Cumulative grants since inception are \$8.5 m
- **2015 management and general expenses were \$470,507 vs. \$412,661 in 2014**
- **2015 fundraising expenses were \$729,032 vs. \$672,011 in 2014**
- ***Fallen Patriots board donations were \$660,650 in 2015 and \$839,250 in 2014***
- **2015 end of year Net Assets were \$2,340,694. We ended with cash of \$3,050,731 and another \$738,325 in contributions receivable**
 - Strong financial position going into 2016

Agenda



- **Why does Children of Fallen Patriots Foundation exist?**
- **What is the need?**
- **What has Fallen Patriots accomplished so far?**
- **Future vision**
- **Fallen Patriots team**

Future Vision



- **Heightened national awareness**
 - *The American people love our troops!*
- **Identify and help all military children left behind over the last 35 years**
 - Across all branches of the armed forces (all line of duty deaths – i.e. KIA, accident, illness, suicide, etc.)
 - Increased dialogue with the Department of Defense and VA
- **Expand scope of educational benefits**
 - Severely wounded
 - 40,000+ wounded from Iraq and Afghanistan
- **Expand scope of educational counseling**
 - Case worker approach to planning for college and finding aid
- **Expand fundraising**
 - Major donor campaign
 - Events across the country; viral fundraising
 - Online

WE WILL SUPPORT EVERY CHILD OF OUR FALLEN PATRIOTS

Agenda



- **Why does Children of Fallen Patriots Foundation exist?**
- **What is the need?**
- **What has Fallen Patriots accomplished so far?**
- **Future vision**
- **Fallen Patriots team**

ORGANIZATIONAL TEAM



David Y. Kim

Co-Founder & CEO

David is the co-head of Investor Relations at Apax Partners, a global private equity firm with \$40 bn in assets under management. He is a graduate of West Point and the Harvard Business School and a former Army artillery officer.



Cynthia Kim

Co-Founder & Volunteer Program Director

Cynthia is the volunteer Program Director and oversees the process of enrolling eligible families and distributing grants. Cynthia has a liberal arts degree from Hollins College.



Peter Hogarth

Chief Financial Officer

Peter Hogarth is the Chief Financial Officer, bringing with him nonprofit leadership as the Vice President of Finance for the Special Olympics, the world's largest sports organization for people with intellectual disabilities for more than 4.7 million athletes in 169 countries and over a million volunteers. He is a graduate of American University.



John J. Lindsay

Vice President of Operations

John oversees the Foundation's operations. Before joining Fallen Patriots, John completed a 28 year career in the Army culminating as a senior officer leading, managing and directing the operations of Department of Defense organizations ranging in size from 200 to 10,000 personnel. His final assignment before he retired was Director of U.S. Army Aviation in the Pentagon.



Robert Moeller

Vice President of Development

Robert oversees the Foundation's Development efforts. Before joining Fallen Patriots, Robert served as a Seal in the United States Navy for 13 years. His service included a variety of operational deployments to include assignment to the Navy's elite Seal Team 6. His final assignment before joining Fallen Patriots was with Seal Team Two in Virginia Beach, VA where he oversaw Maritime Operations Training.

ORGANIZATIONAL TEAM



Brittany Marshall

Program Manager

Brittany manages the overall programmatic scope of scholarship distribution for Fallen Patriots Foundation. Her experience includes over 7 years in nonprofit management, ensuring program and financial compliance for multi-million dollar portfolios and providing technical assistance and training to ensure programs were in compliance with their contract requirements, local and federal regulations. She holds a Master's in Nonprofit Management from Trinity Washington University.



Sarah Cramer

Grants Administrator

Sarah is a former scholarship recipient of Children of Fallen Patriots Foundation. She graduated from Liberty University where she received a degree in Music and Worship studies. After graduation, she worked with families at the Union Mission and those less fortunate at the Center for Student Missions. Sarah has always been passionate about serving and volunteering and is looking forward to honoring her father in her newest position as Program Administrator with Children of Fallen Patriots Foundation.



Kenzi Vizzari

Grants Administrator

Kenzi is a former scholarship recipient of Children of Fallen Patriots Foundation. She graduated from Georgia Regents University in 2013 with a Bachelor of Arts in Psychology and a minor in Sociology.



Lindsey Houston

Operations Supervisor

Lindsey received her degree in Business Management from the University of Wisconsin – Eau Claire in 2006 and is currently pursuing her MBA online. Lindsey has a deep respect for all those who serve, as her husband currently serves as a Naval Flight Officer, she is so grateful to be part of such a wonderful foundation like Fallen Patriots. Lindsey coordinates internal operations and supports both programs and fundraising efforts for the organization.



Jane McGee

Office Assistant

Jane contributes to the detail oriented tasks of the foundation's ongoing programs, namely spearheading the effort to digitize all of our current paper files in order to streamline the use of our new Grants Management System with historical data. Prior to joining Children of Fallen Patriots Foundation Jane was the Head of Visitor Services and Docent Management in 2011, for the Kreeger Museum in Northwest DC.

BOARD OF DIRECTORS



Steve Cannon

Chief Executive Officer, AMB Group, LLC

Steve Cannon is the chief executive officer of AMB Group, LLC where he runs the day-to-day leadership of the company's for-profit businesses. Cannon leads all business operations of the National Football League's Atlanta Falcons. Cannon graduated with honors from the United States Military Academy at West Point.



David Y. Kim

Co-Founder & CEO

David is the co-head of Investor Relations at Apax Partners, a global private equity firm with \$42 bn in assets under management. He is a graduate of West Point and a former Army artillery officer.



Thomas M. McGann

Chief Executive Officer, K&N Engineering

Tom McGann is the Chief Executive Officer at K&N Engineering in Riverside, California. K&N is the world's leading manufacturer of washable performance air filters and air intake systems. Tom is the proud father of a Marine who recently completed a combat tour in Afghanistan.



Paul F. Murphy

Partner, Sentinel Capital Partners

Paul Murphy, Partner, joined Sentinel in 2000. Over the past decade, he has established himself as a successful lower middle market private equity investor. Paul is a graduate of West Point and a former Army artillery officer.



Steve Stafford

Transaction Advisory Services Partner, Ernst & Young LLP

Steve has 25 years of experience providing advisory and consulting services to private equity and corporate clients. Steve's experience includes complex, cross-border mergers, acquisitions, divestitures and recapitalizations.

BOARD OF ADVISORS



Hollister K. Petraeus

Military Spouse & Daughter

Holly is a government employee and the former Director of BBB Military Line®. She has extensive experience as a volunteer leader in military family programs where she has received numerous awards.



COL (R) Jack H. Jacobs

Medal of Honor Recipient, MSNBC Commentator

Jack entered the U.S. Army in 1966, is a Vietnam veteran and retired as a Colonel in 1987. He was formerly a Managing Director at Bankers Trust and is currently an on-camera and political analyst for NBC.



Nancy Armstrong

Web Producer, MAKERS: Women Who Make America

Nancy Armstrong currently works as a web producer on MAKERS: Women Who Make America – a multi-platform AOL/PBS project that tells the compelling story of women’s advancement in America over the past 50 years.



Michael L. Buettner

Managing Director, CFI Advisors LLC

Michael is a multitalented strategic senior executive possessing a unique blend of strategic, financial, and operating skills. He uses ability to bring change and improved performance in short order, and possesses senior financial and operating experience in private equity backed companies, as well as global Fortune 1000 environments. Michael has expertise in all facets of finance, including cost accounting, system installation, treasury, and general accounting and reporting, planning, capital markets, and M&A. He is actively involved with the Indiana Patriot Guard riders and served in the US Naval Reserves.



Benjamin Y. Carter

Partner, Southpoint Capital Advisors

Ben is a partner at Southpoint Capital, a hedge fund based in New York City. Southpoint Capital utilizes a long/short equity strategy and manages capital on behalf of pension funds, endowments, and other institutional and high net worth clients. Prior to his employment at Southpoint Capital, Ben worked for global private equity firms Clayton, Dubilier, & Rice and Apax Partners. He previously worked in the Leveraged Finance group of Bank of America. Ben graduated summa cum laude from Emory University with a B.A. in Economics.

BOARD OF ADVISORS



Chris Clarke

Co-Founder and Chief Executive Officer, PureGrowth Group

Chris is a social entrepreneur with a unique mix of vision, creativity and global operational expertise. His core strengths include business and brand strategy, new product innovation and creative thinking, that together, work to yield measurable and significant business results.



Paul Morton

Managing Director, RBC Capital Markets

Paul is the head of US and Latin American Private Banking Distribution for RBC Capital Markets. Prior to RBC, Paul was Managing Director for Capital Markets at Barclays. Before that, he was the COO for the Global Investment & Insurance Solutions group at Bank of America Merrill Lynch. Paul is a graduate of West Point and former Army infantry officer.



Shep & Ian Murray

Founders & Chief Executive Officers, Vineyard Vines

We're brothers who decided that commuting to New York City wasn't for us. We grew up in Connecticut and spent every summer of our lives on Martha's Vineyard, which made us huge fans of the water, fishing and having fun. In the late nineties we found ourselves miserable behind desks in Manhattan so we decided to trade in our business suits for bathing suits by selling ties so we wouldn't have to wear them.



Dick Pace

Director of Strategic Consulting Maritz, Inc.

Dick is a Director of Strategic Consulting at Maritz. He previously spent 11 years as the Managing Director of the Research and Consulting Group of Abt Associates.



Lorin Radtke

Managing Director, Goldman Sachs & Company

Lorin is a partner at Goldman Sachs & Co., and head of the FICC Americas Structured Product Sales team. Lorin earned a BBA from the University of Wisconsin-Milwaukee in 1990 and an MBA from the University of Chicago.

BOARD OF ADVISORS



Darren Rebelez

President, iHOP Restaurants

Darren Rebelez is President of iHOP Restaurants, which is part of the DineEquity Inc (NASDAQ: DIN). He previously served as Executive Vice President and Chief Operating Officer for 7-Eleven, Inc., where he was also responsible for Information Technology, the company's Gasoline business, Asset Protection and its Business Transformation projects.



Dan Rice

President, Sundial Capital Partners

Dan is President of Sundial which is a renewable energy company. He is a graduate of West Point and is an Iraq veteran where he received the Purple Heart. Dan has done considerable philanthropic work for veterans and national security causes.



Rob Sweeney

Managing Director, Goldman Sachs & Company

Rob is a Partner at Goldman, Sachs & Co., and head of the firm's investment banking coverage of retail clients. Prior to his current role, Rob led the firm's Equity Capital Markets business for consumer and retail companies. He is also a former Naval officer.



Vincent Tortorella

Chief Surveillance Officer, Point72 Asset Management

Vincent Tortorella, Jr. is the Chief Surveillance Officer of Point72 Asset Management and a former Assistant U.S. Attorney and member of the Department of Justice. Vinny joined Point72 in April 2014 to create and lead a surveillance unit, utilizing his experience as a former general counsel and his background in law enforcement. Vinny and the surveillance team focus on improving the monitoring of contact and information flow inside and outside of Point72.



Budd Watts

Managing Director, The Carlyle Group

Bud is a Managing Director and Head of the Technology Buyout Group. He is a graduate of the Citadel and is a former Air Force fighter pilot where he was qualified as an instructor pilot in both the F-16 and A-10 aircraft.