



**FALLEN PATRIOTS**

™

COLLEGE FOR THEIR CHILDREN

# Children of Fallen Patriots Foundation

[www.fallenpatriots.org](http://www.fallenpatriots.org)



# 2015 ANNUAL REPORT



# 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



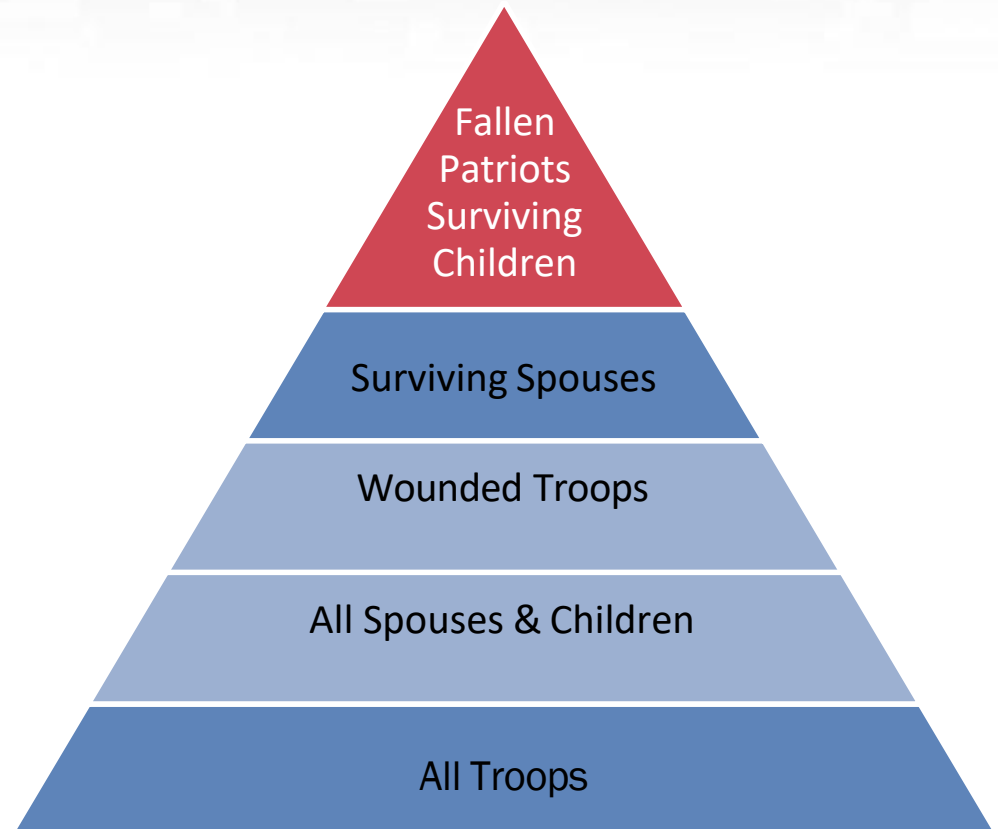
## Comprehensive Coverage

- 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



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# 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

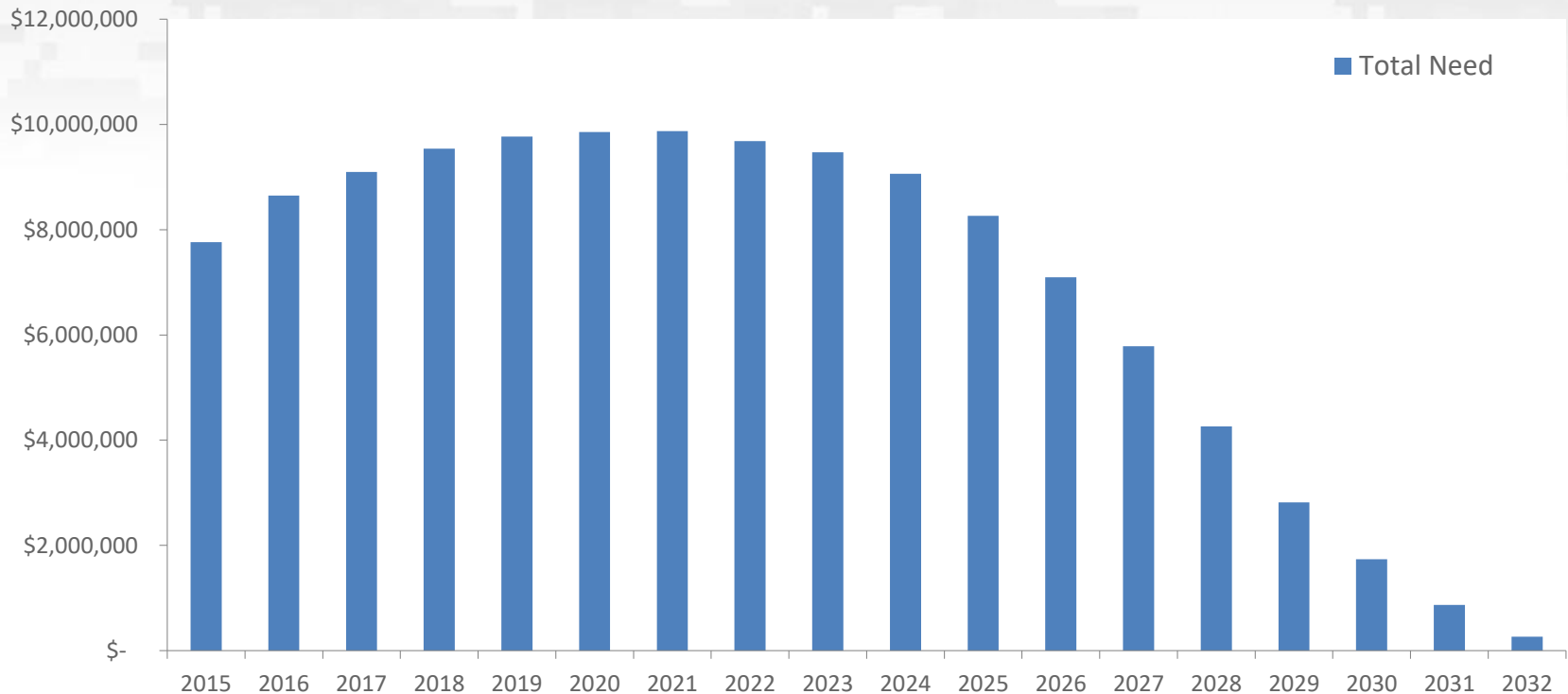
- **No central, updated database of children**
- **Privacy act protects the families, yet inhibits contact**
- **DoD maintains list of combat casualties**
- **But, only physical addresses provided**
  - *NOT* email or phone
- **Only half of families respond to Fallen Patriots enrollment mailings**
  - 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  
**6,208**

Gap per Student  
Yearly = **\$8,000**  
Total = **\$32,000**

Total Projected Need  
**\$123,848,000**

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# Program Update

## SOLID GROWTH IN SCHOLARSHIPS



★ **261 students assisted YTD**

★ **181 students have graduated; average GPA 3.12**

★ **398 students currently in school; average GPA 2.99**

# 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

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# 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**

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# Organizational Team



## **David Y. Kim**

Founder & Chief Executive Officer

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.



## **Kendra E. Davenport**

President

Kendra manages the growing demands on the Foundation. Kendra comes to the Foundation from Africare, where she served as Vice President of Institutional Advancement and External Affairs, a Washington, D.C. based organization with annual revenue in excess of \$50 million that promotes sustainable development in Sub-Saharan Africa. Prior to Africare, Kendra served in leadership roles at Project HOPE, the National SIDS Alliance and other national and international nonprofits.



## **Cynthia L. 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.



## **Katelyn N. Brewer**

Chief of Operations

Katelyn manages the growth of the Foundation's operations portfolio, with a focus on maintaining transparency and accountability to both Fallen Patriots donors and scholars. Before joining Fallen Patriots, Katelyn worked for Africare in South Africa as the Director of Strategic Engagement where she managed all Johannesburg based programmatic activity and regional business development initiatives for Southern Africa.



## **Kimberly Chamberlain**

Finance Manager

Kimberly received her Bachelors in Business Administration from Jacksonville University, where she was voted Student of the year. She also obtained her Masters in Management from Troy University. Most of her career has been working in nonprofit organizations; she worked for another Veteran Service Organization as well as other nonprofits in Jacksonville for a number of years. Kimberly has a passion for animals, which has led her to serve on several committees for fundraising events to benefit homeless animals.

# Organizational Team



## **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.



## **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.



## **Philip Basham**

Coordinator - Donor Services & Community Events

Philip comes from a long background of philanthropic work, team management and coaching. For the past four years he has shared his love of sports by coaching high school and major level travel baseball. He has a strong passion in helping those around him succeed and shows great leadership with youths and adults. Phil coordinates internal operations and supports both programs and fundraising efforts for the organization.



## **Christine Reuteman**

Office Administrator

Christine received her Bachelor of Arts degree with dual majors of Psychology and Sociology from Flagler College in 2011. She is pursuing a masters degree in school counseling. Christine is currently a volunteer Guardian ad Litem, a court advocate for children in the foster care system in Duval County, and finds the experience extremely rewarding. She is grateful to have the privilege of working with the families of our nation's heroes.



## **Christopher Crane**

Secretary

Chris is a Senior Vice-President for Bank of America, where he is responsible for the execution of the bank's corporate divestitures. Over the last five years, he and his team have managed over twenty-five domestic and international programs in support of the bank's strategic priorities of expense reduction and simplification. He holds a BS from the U.S. Military Academy at West Point and an MBA from Harvard Business School.

# 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 multitasking 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



**Steve Cannon**

President & CEO, Mercedes Benz USA

Steve Cannon took on his current role in January 2012. He has overall responsibility for Mercedes-Benz passenger cars, Mercedes-Benz Vans, and the smart brand in the United States. He leads MBUSA's 1,700+ employees and 360 dealers throughout the U.S.



**Chris Clarke**

Co-Founder and CEO 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.



**David Y. Kim**

President & Co-Founder

David is the co-head of Investor Relations at Apex 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 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.

# Board of Advisors



## **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.



## **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.



## **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.

# Board of Advisors



## **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.



## **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.



## **Bud 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.