



Honor to the soldier  
everywhere, who bravely  
bears his country's cause.

Honor, also, to the citizen  
who cares for his brother  
in the field and serves,  
as best he can, the same  
CAUSE. —Abraham Lincoln, 1863

ANNUAL REPORT 2018

FALLENPATRIOTS.ORG

**Children of Fallen Patriots Foundation** works to ensure a college education for military children who have lost a parent in the line of duty.

To date, we have awarded nearly \$27 million in support to more than 1,300 children of our fallen and started a pipeline for 7,000 more.



**20,000** children have lost a parent from all branches of the military in the past 35 years.

**\$500 million** gap between government funding and the cost of college.



There are **20,000** stars on these two pages. That is the number of American children who have lost a parent in the military since 1983.

To date we have supported

**1,347**

children. That's the number of stars that fit within this box.

While we have made a good start on meeting the need, we are keenly aware of how far we have to go.

We are grateful for your support.  
We are all in this fight together.



# Advancing the mission in 2018



In 2018 alone, we provided \$6.8 million in support, an amount that equates to 1,088 years of debt-free education to military children. Our Scholars are attending colleges, universities, trade, and technical schools. With this level of support, we are not only able to provide scholarships, but also help the families with SAT/ACT prep support, internships, and career placements with our many corporate partners.

2018  
IMPACT

SUPPORT DEPLOYED

\$6.8m

COLLEGE GRADUATES

94

TOTAL SUPPORTED

796

SCHOOLS ATTENDED

382

STATES/TERRITORIES

50

CUMULATIVE  
IMPACT

\$26.9m

487

1,347

667

51



Dear Fallen Patriots,

I often pause in gratitude for your amazing organization, but today I wanted to take a few minutes and write a sincere thank you. My husband was injured on active duty as a Marine—he was medically retired from his injuries and unfortunately died from those injuries. We are a family that falls through some cracks with regards to benefits for military families who died in the line of duty.

My son is attending his first year in college at Texas Christian University. It is a private university with a large annual tuition cost. Today, his school received a check from Children of Fallen Patriots, and his balance for this first school year is now officially paid in full.

I am so thankful for a few military organizations but most specifically Children of Fallen Patriots. You have ensured that our family, my children specifically, do not fall through cracks with regards to a quality education to pursue their ambitions. My words will never be able to express the help you have given my family. What was once a huge weight on my shoulders (as a widow and mother to 3 children) is now less burdensome, and I can bask in the joy as I watch my son excel.

Thank you from the bottom of my heart.

— Melissa Evinger



Marine Corps Sgt Barry Wayne Evinger



Jake Austin Evinger is a Freshman studying Economics at Texas Christian University.

## Dear Friends,



Our mission is a vital support to families whose loved one gave their all for our nation and our freedom. Our work would not be possible without the support of caring patriots like you. It is a tremendous honor to support the dreams of military children who lost a parent serving our country and it's an honor that you would choose to partner with us. We will work hard every day to merit the trust you have placed in us.

Because of your generosity, we have been able to provide over \$27 million in support to military families and start a pipeline for 8,000 children of our fallen. There is still so much more to be done—there are nearly 20,000 military children who lost a parent in the line of duty over the last 35 years. As incredible as it sounds, no other group has ever before defined precisely how many military children need our aid and how much they will need. Government programs do not cover their full cost of college. These 20,000 children will need approximately \$500 million to achieve the dreams their parents wanted for them. Our goal is to ensure that every single one of these students receives the help they deserve. Investing in these children is our privilege and our honor as Americans.

One of our goals is to share real stories of Fallen Patriots families who embody the virtues that made, and keep, our nation great. The men and women who serve in uniform and their families personify those values and we count it a privilege to help you connect with them. Through every interaction we have with military families, we come away with a renewed sense of optimism, hope, and inspiration. They help us to keep our daily lives in perspective and to appreciate the many blessings we enjoy every day in our beloved country.

God bless you,

David and Cynthia Kim  
Co-Founders

# Responding on all fronts

## IDENTIFYING CHILDREN

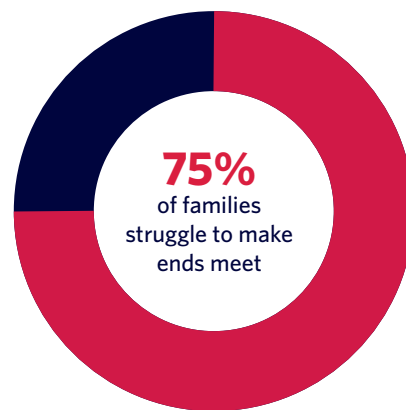
Identifying all 20,000 students who need help is one of our primary strategic goals. We believe our database is as big or bigger than any in our space. We work with the VA, the Department of Defense, military units and other military charities to identify students. We will not rest until we find them all and connect them with the help they deserve.



■ Students in Fallen Patriots Database  
■ All other students

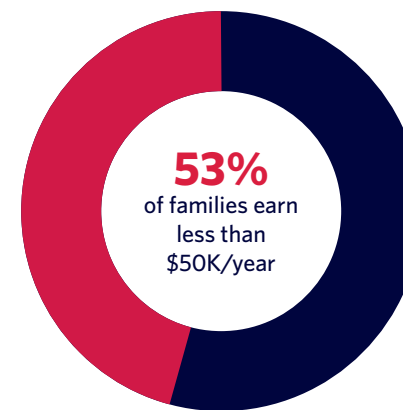
## PROVIDING OPTIONS

Over 75% of the families we serve struggle to make ends meet. Our scholarships not only lift a huge financial burden but also provide a precious reminder to our scholars that their fellow Americans will never forget their sacrifice.



## SECURING FUNDING

Even after every other source of aid is pieced together, a persistent gap of about \$8,000 per year remains, totaling on average \$32,000 per child. With over 53% of these families making less than \$50,000 per year, that gap can be unsurmountable. That's where we come in.



## SUPPORTING DIRECTLY

96% of the revenue raised goes directly to programming and Scholar support. Our operating costs are almost fully covered by our generous and committed Board, allowing almost every dollar raised to be put to work where it is needed most.



\* Net of Board Donations





## Boston Gilbert

Southern Methodist University

U.S. Air Force Major Troy Gilbert died in a F-16 fighter crash in 2006. He is remembered as someone who treated people with honor, humility, service and passion. He left behind a wife and five children. Boston is the oldest child and says he strives to emulate his father's warrior servant spirit.

With the help of Children of Fallen Patriots Foundation, Boston is studying sports management at Southern Methodist University. His dream is to work in professional soccer, either as a player or in management.

*"My Dad's sacrifice serves as a reminder to me that not only him, but thousands of other brave men and women, work hard to protect and serve our country with their lives," Boston shared. "This motivates me to be the best version of myself that I can be."*

## Troy Gilbert 1972-2006



Major Troy Lee Gilbert, left, died in Iraq a F-16 fighter crash in 2006 leaving behind his wife and five children.

# Committing completely

## FALLEN PATRIOTS STAFF

We are proud to employ an amazing team that includes Scholars and family members who have benefited from FP support. Providing emotional care to our families is just as important as the financial aid, and no one is better equipped to do so than families who are themselves survivors.



Fallen Patriots staff

## DEDICATED BOARD

We are honored to have on our Board many accomplished executives who are passionately dedicated to serving military families. They come from the world of the military (in fact we have 15 veterans or military family members), media, operating companies, and finance and are united in their desire to give back to those who gave all for their country.

*“Children of Fallen Patriots makes a tremendous difference, not just monetarily but emotionally. Our families take great comfort in knowing that people still care about them and that a friendly face will be there to support their educational aspirations.”*

—HOLLY PETRAEUS

## KEY PARTNERSHIPS

We look to establish win-win partnerships with great companies to increase the level of support and awareness around the importance of the Fallen Patriots mission. We are immensely grateful for the support of organizations such as Johnny Mac Soldiers Fund and the Clark Foundation who not only provide generous donations, but also inspire others to contribute as well.



## BEST IN CLASS

We impose high standards on ourselves, making it that much more gratifying to receive recognition from many organizations. Fallen Patriots is proud to have been awarded a 4 star rating from Charity Navigator, an A+ rating from the Better Business Bureau, and a Platinum Guidestar rating.







## Jervon Lemon

South Carolina University-Undergrad

Jervon's dad Jerome Lemon served in the Army National Guard Reserves for 19 years, along with 17 years as a Highway State Trooper in Charleston, South Carolina when he was killed in action in Iraq in 2004. Jervon was 17-years-old, working as a teacher at a local daycare at the time.

Jervon graduated from South Carolina State University receiving her Bachelor's degree in Psychology in December 2010. With the assistance of Children of Fallen Patriots Foundation, Jervon graduated debt free with her undergraduate degree. Shortly after she attended South University and received her Master's degree in Professional Counseling.

"Ever since receiving a phone call from co-founder, Cynthia Kim, my life was forever changed. Children of Fallen Patriots has connected me with other students and families who have gone through similar experiences. With such tragedy comes joy, my family and I were able to build relationships with other military families and create lasting memories. I'm so proud and honored to be a part of the Fallen Patriots family working as a Scholarship Administrator. To work for such an amazing organization and give back to families is such a blessing."

## Jerome Lemon 1962-2004



Jerome Lemon was lost his life to an IED in 2004 while serving in Iraq. He leaves behind his wife and four children.

# Stepping into a bright future

## CAREERS & INTERNSHIPS

As Fallen Patriots has grown, we have seen our corporate sponsors look to grow their support as well. We are proud not only to support our students in scholarships, but also help provide them with internship and career opportunities with some of our amazing partners.



## CAREER SYMPOSIUMS

We look not only to prepare our students for college but for their chosen career paths. Our major partners believe that as well, and several have hosted career symposiums where corporate executives share their experiences and insights to help our scholars expand their knowledge of the professional world.



## GREAT SCHOOLS

To date, Fallen Patriots Scholars have attended 667 different schools. Some of these are 4-year or 2-year colleges; many are community colleges and trade schools. Here is a sample:

### FOUR YEAR COLLEGES



### MILITARY ACADEMYS



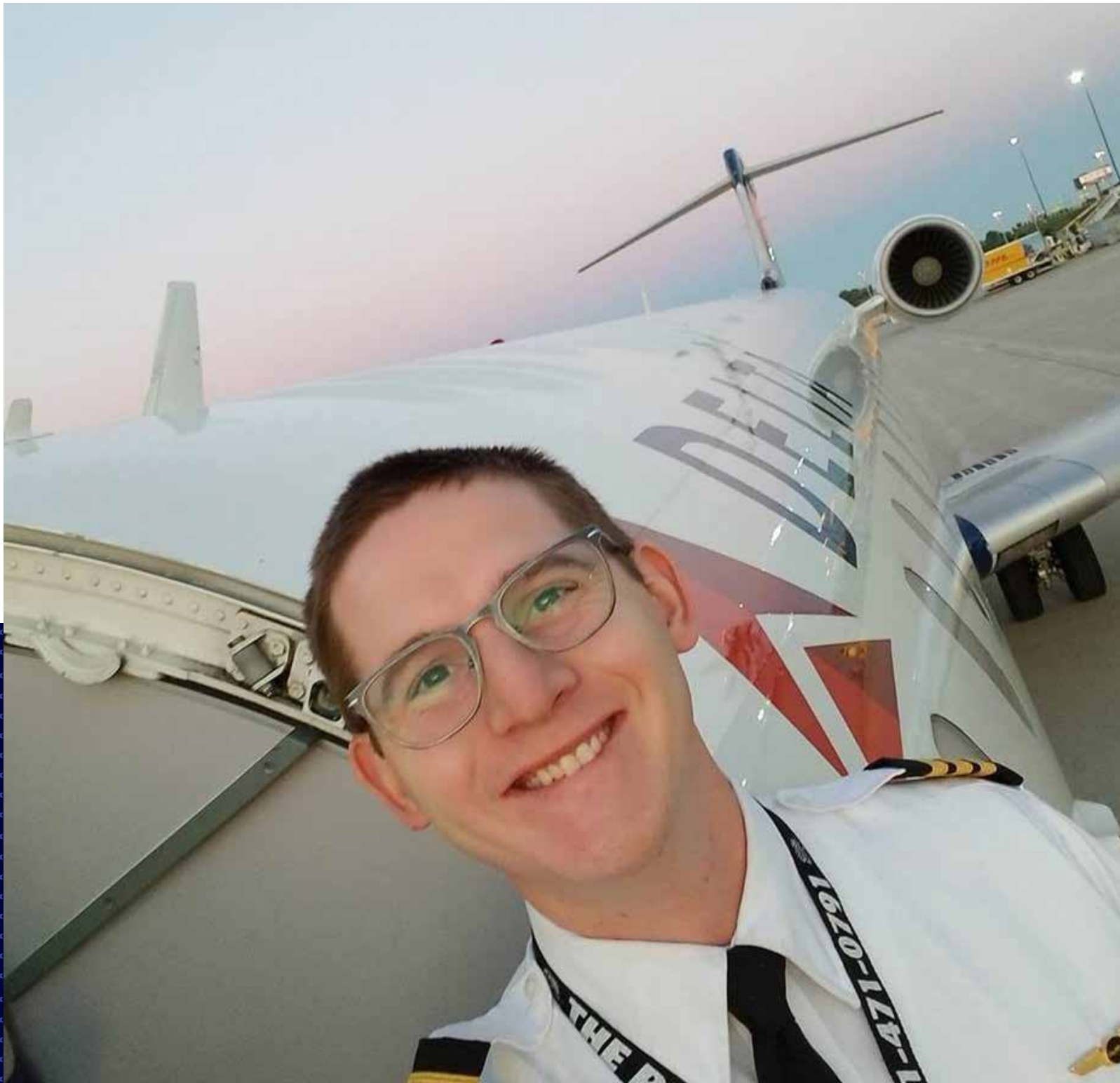
### TRADE SCHOOLS



### TWO-YEAR COLLEGES







## Brent Blackmore

Embry Riddle Aeronautical University

Brent Blackmore is the son of fallen U.S. Army Staff Sergeant Richard Denham. He was in his first semester of college when he learned his father died. "The first year was a massive challenge, and were it not for others helping me along the way, I most likely would not be where I am now after that event," he said.

Being a pilot has been Brent's dream since he was a small child. He grew up playing flight simulators on the computer and would lay in the yard counting the number of airplanes that flew overhead. "I always had my head in the clouds and a dream to one day soar among them," Brent explained. "Aviation was a calling to me, something that I would not be able to be without, truly my passion," he added.

## Richard Dedham 1969-2011



U.S. Army Staff Sergeant Richard Denham died of a PTSD-related suicide, leaving behind his wife and son, Brent.

## Board of Directors



★ **THOMAS M. MCGANN**  
Chairman of the Board  
Chief Executive Officer  
K&N Engineering



★ **MICHAEL L. BUETTNER**  
Treasurer  
Retired, Former CFO  
Motorsport Aftermarket Group



★ **STEPHEN CANNON**  
Director  
Chief Executive Officer  
AMB Group, LLC



★ **STEPHEN CANNON**  
Director  
Chief Executive Officer  
AMB Group, LLC



**BENJAMIN Y. CARTER**  
Director  
Partner and Portfolio Manager  
Southpoint Capital Advisors

- ★ Gold Star Family Member
- ★ Veteran/Military Family Member

## Staff



★ **DAVID Y. KIM**  
Co-Founder  
Chief Executive Officer



**CYNTHIA KIM**  
Co-Founder  
Volunteer Programs Director

**PETER HOGARTH**  
Chief Financial Officer

★ **SAMUEL FRANK**  
Scholarship Manager

★ **JANELLE FIELD**  
Development Administrator

**ASHLEY GOUNDRY**  
Development Events Lead

★ **JERVON LEMON**  
Scholarship Administrator

★ **DEE MUÑIZ**  
Scholarship Administrator

★ **COURTNEY NYREN**  
Senior Accountant

★ **TYLER OVERCASH**  
Development Operations  
Coordinator

★ **JACOB RANGEL**  
Scholarship Administrator

**CHRISTINE REUTEMAN**  
Enrollment Administrator

**LINDSEY WELSH**  
College Recruiting Coordinator

★ **EMMA WILKINSON**  
Scholarship Administrator

★ **KYLIE WILLIS**  
Scholarship Administrator

## Board of Advisors



**CLIFFORD S. ASNESS**  
Senior Advisor  
Co-Founder  
AQR Capital Management



★ **COLONEL (R) JACK H. JACOBS**  
Congressional Medal of Honor  
Recipient  
MSNBC Commentator



★ **HOLLISTER K. PETRAEUS**  
Military Spouse and Daughter



**NANCY ARMSTRONG**  
Co-Founder of MAKERS



★ **JIM FARRELL**  
Vice President of Logistics  
Distribution and Transportation  
PepsiCo



★ **LESLEY KELLY**  
Head of Healthcare Trading  
Managing Director  
RBC Capital Markets



**BRIAN MCCAPPIN**  
Managing Director and Global  
Head of FXLM  
Institutional Sales, Citi



★ **PAUL F. MURPHY**  
Partner  
Sentinel Capital Partners



**SHEP & IAN MURRAY**  
Founders and Chief Executive  
Officers  
Vineyard Vines



★ **C. RICHARD PACE**  
Senior Director Strategic  
Consulting  
Maritz Inc.



★ **DARREN REBELEZ**  
President  
IHOP Restaurants



★ **DANIEL E. RICE**  
President and Co-Founder  
Thayer Leader Development  
Group at West Point



★ **ROBERT J. SWEENEY**  
Managing Director  
Goldman, Sachs & Co.



**STEPHEN STAFFORD**  
Transaction Advisory  
Services Partner  
Ernst & Young LLP



★ **JOHN D. TORONTO**  
Managing Director  
Credit Suisse



**VINCENT TORTORELLA**  
Chief Surveillance Officer  
Point72 Asset Management



★ **CLAUDIUS E. WATTS IV**  
Senior Advisor  
The Carlyle Group





U.S. Marine Corps Staff Sergeant William Nelson

# 2018 Gala: A Huge Success

Our student speaker, Izabel Nelson



Nearly five-hundred enthusiastic supporters attended the 10th Annual Greenwich gala, contributing over \$2.6 million at the event. The night was in honor of the Nelson Family with Gold Star Scholar Izabel Nelson as the key speaker.



Izabel and her sister, Phoebe, lost their dad, U.S. Marine Corps Staff Sergeant William Nelson, when he died in an Osprey crash in April 2000. Izabel is studying Human Development at Virginia Tech and will graduate debt free this spring, thanks to Children of Fallen Patriots.





# 2018 Photo Album



Citi raises \$1 million during 2018 Citi e for education campaign

## ATLANTA FALCONS SYMPOSIUM



The Atlanta Falcons hosted 25 Fallen Patriots Scholars at the first annual Atlanta Falcons Career Symposium

## SOUTHPOINT GOLF OUTING



\$368,000 was raised at the 3rd Annual Southpoint Golf Outing.

## DR. LAURA BOUTIQUES



Dr. Laura raised nearly \$75,000 through her Mothers' Day and Valentines' Day Boutiques



## CITI E FOR EDUCATION SYMPOSIUM



Citi, Pepsi, and Point 72 spoke at the first Citi e for education career symposium with over 20 Gold Star Scholars in attendance.

We are deeply grateful to our incredible corporate partners who not only raise huge amounts of funding for our scholars, but they also provide career education, internships, full time jobs and employee engagement events for Fallen Patriots.

## RBC RACE RACE FOR THE KIDS



\$250,000 Raised by Royal Bank of Canada at the RBC Race for the Kids.



**ROLLING REMEMBRANCE  
PEPSICO**



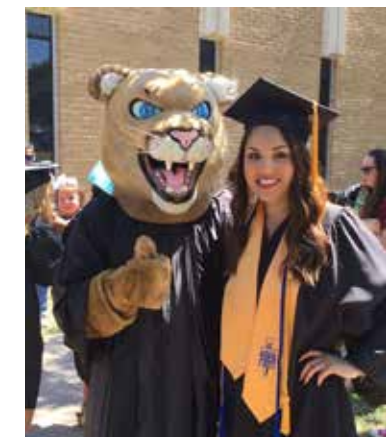
Pepsi's Rolling Remembrance and Johnny Mac Soldiers Fund donate \$1 million during the 2018 Army Navy Game.

**CREDIT SUISSE HOLIDAY  
INITIATIVE**

Credit Suisse employees fill over 300 backpacks for Fallen Patriot Scholars and raised \$252,000 during their 2018 Holiday Initiative



**JUST A FEW OF OUR PROUD RECENT FALLEN  
PATRIOTS GRADUATES!**

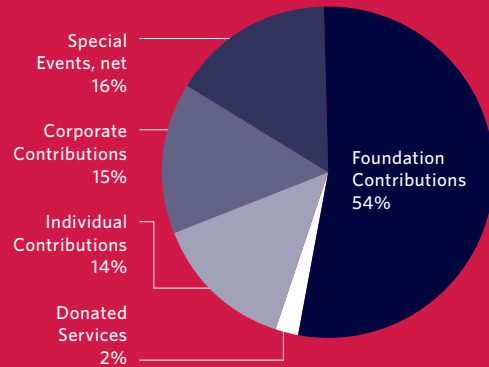




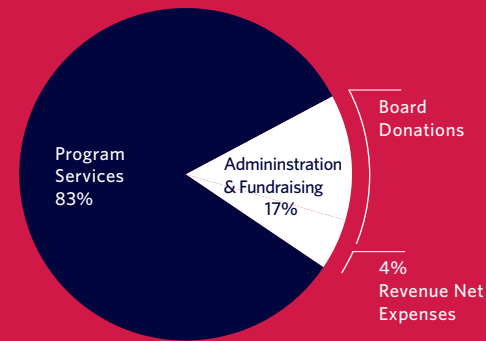
# Financials

JANUARY 1, 2018 - DECEMBER 31, 2018

## REVENUE



## EXPENSES



## STATEMENT OF ACTIVITIES

Foundation Contributions.....	\$6,945,501
Special Events, net.....	\$2,010,105
Corporate Contributions.....	\$1,927,413
Individual Contributions.....	\$1,814,865
Donated Services.....	\$195,771
<b>TOTAL REVENUE.....</b>	<b>\$12,893,655</b>

Program Services.....	\$6,750,288
Fundraising.....	\$931,210
Management & General.....	\$406,453
<b>TOTAL EXPENSES.....</b>	<b>\$8,087,951</b>

## STATEMENT OF FINANCIAL POSITION

### CURRENT ASSETS

Cash.....	\$8,205,838
Pledges Receivable.....	\$6,725,461
Prepaid Expense and Other Assets.....	\$85,899
<b>TOTAL ASSETS.....</b>	<b>\$15,017,198</b>

### LIABILITIES & NET ASSETS

Total Liabilities.....	\$210,869
Net Assets.....	\$14,806,329
<b>TOTAL LIABILITIES &amp; NET ASSETS.....</b>	<b>\$15,017,198</b>



# Our Values



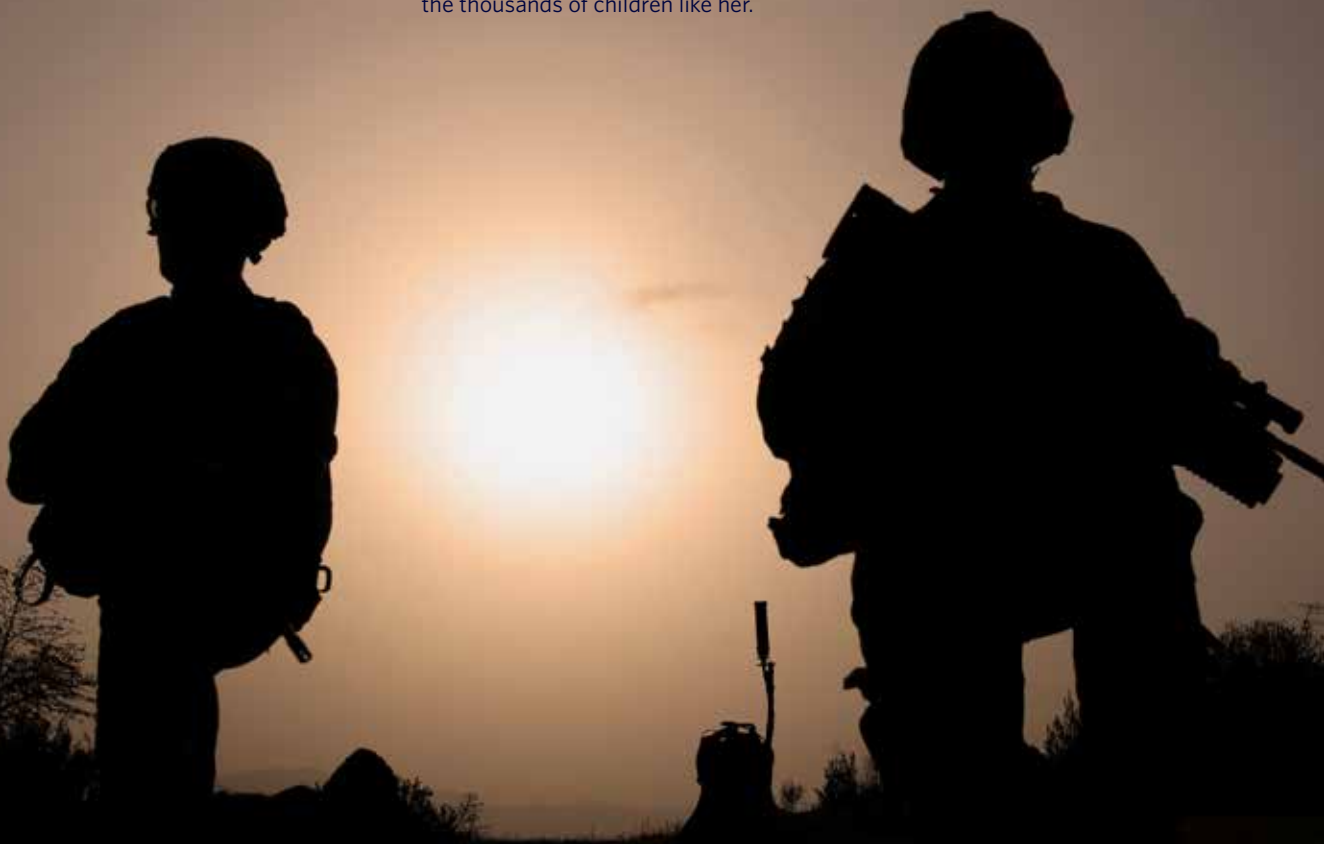




SGT Delaney Gibbs KIA  
in Panama 1989

# Dedication

Five days before Christmas in 1989, Sergeant William Delaney Gibbs from the Army's 7th Infantry Division was killed in action during Operation Just Cause in Panama, leaving behind a young wife and an unborn daughter. Our Co-founder and CEO, David Kim, served with Sergeant Gibbs and was inspired by his sacrifice to establish Children of Fallen Patriots Foundation as a way to honor the sacrifice of our fallen heroes and to help Delaney Gibbs' daughter and the thousands of children like her.



## CHILDREN OF FALLEN PATRIOTS FOUNDATION

**HEADQUARTERS**  
44900 PRENTICE DRIVE  
DULLES, VA 20166

**FALLENPATRIOTS.ORG**  
866-917-CFPF (2373)  
CONTACT@FALLENPATRIOTS.ORG