



2017 ANNUAL REPORT

A young girl with a pink headband is sleeping peacefully on an airplane seat. She is wearing a white shirt with red trim. The airplane interior is visible, including a window and a pink neck pillow. The lighting is soft and warm.

OUR MISSION:

Children's Flight of Hope provides air transportation for children to access specialized medical care.

CFOH is more than a transportation organization; we're a reliable source of compassionate support during life's biggest challenges. We provide relief. We provide peace of mind. We provide **HOPE**.

VIEW FROM THE TOP

A message from Board President Rick Gardner

Children's Flight of Hope is a vital nonprofit organization that supports families facing the most difficult challenge of their lives – their child's serious and life altering diagnosis.

Instead of a schedule full of homework, dance practices and ball games, it immediately becomes one filled with surgeries, appointments, and searching for treatments.

These families are dealing with a new reality focused solely on saving, prolonging, or enhancing the quality of their child's life. But thanks to Children's Flight of Hope, they don't have to face it alone.

As board president, I am honored to be part of an organization that provides help and hope to families when they need it the most.

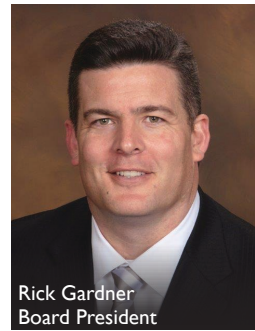
Within this report you will see not only those who have supported our mission so generously, but also the tremendous growth CFOH experienced in 2017.

With CFOH's winning combination of compassion and efficiency, our team has impacted more lives than ever before. We are excited for the future and look forward to continued success!



Find information about our:

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Rick Gardner
Board President



2017 BOARD OF DIRECTORS

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AIR TRAFFIC CONTROL

Another year of growth and impact

CFOH provided a record quantity of flights in 2017, each one transforming a child's medical outlook. We served more families while reducing our average flight cost to a new low: **\$304.83**.

Our optimized intake process ensured that every family received a personal level of care while we worked to expand our aviation partnerships. Growing programs within the aviation industry helped us provide a wide variety of nonprofit flights.

Together, we provided

854 flights

that helped

239 children

access care at

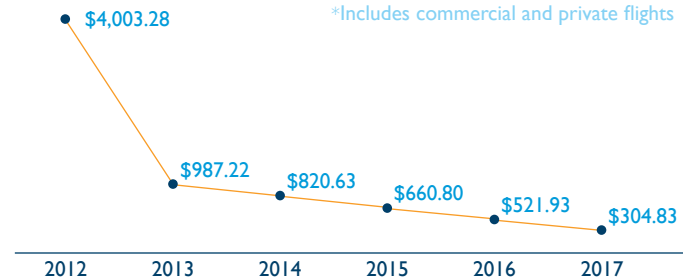
54 medical facilities

to treat

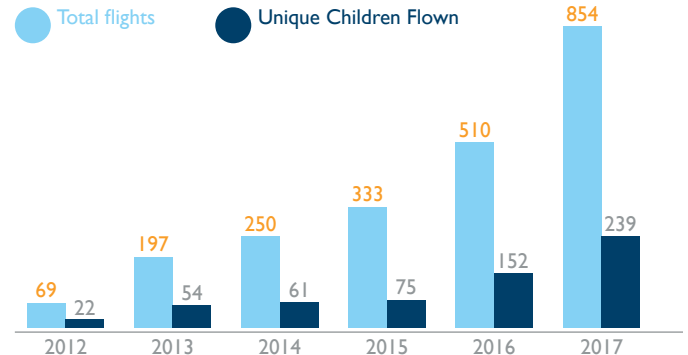
82 unique diagnoses.

AVERAGE COST PER FLIGHT*

*Includes commercial and private flights



RESULTS: FLIGHTS & CHILDREN SERVED BY YEAR



FLIGHT PLAN

How we work

CFOH is the only nonprofit that is able to offer commercial and private flights. Our variety of flight options ensure almost any child can get to the best treatment available, regardless of medical, financial, or logistical constraints.

Every client goes through a two-step verification process to establish both medical and financial need. Once accepted, we provide air travel for the duration of their treatment plan. In 2017, we provided an average of 3 flights per client.

2017 was the first full year of our partnership with American Airlines, which helped us serve more families from around the country and expand internationally. We helped families from 25 different countries access health care in the US.

How We Flew In 2017:

425 Purchased Commercial Flights

We work with the family to coordinate travel schedules and book a round-trip flight for the child and a companion.

10 Purchased Private Flights

Some children require private transport, so we work with our partners to charter a flight for a favorable rate.

384 Donated Commercial Flights

American Airlines donates airline miles for CFOH to book flights. AA also refers clients to us, some are international.

35 Donated Private Flights

Companies that have business aviation departments donate the use of their planes to CFOH.



SPECIAL EVENTS

Putting the fun in fundraising



WHEELS UP PARTY & CFOH GOLF CLASSIC

The two-day CFOH Classic combines the love of sport with celebration, kicking off with the Wheels Up party on Sunday evening and captain's choice scramble golf tournament on Monday. For the past 27 years, both events have been held at MacGregor Downs Country Club in Cary, NC. The 2017 event netted \$100,000 for CFOH.

Save the date for 2018: Sunday, May 6 and Monday, May 7



TRIANGLE HOPS FOR HOPE

This team fundraising challenge pairs Triangle-area companies with local breweries to design a custom craft beer, raise money, and compete for awards at the final beer festival. H4H 2017 brought 24 teams and breweries together at the Raleigh Beer Garden to raise more than \$70,000 for CFOH, a 57% increase from the previous year's event.

Save the date for 2018: Saturday, September 22

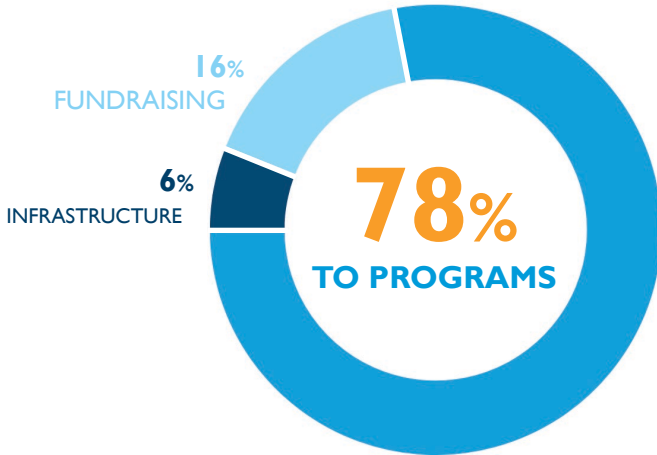
A VINTAGE AFFAIR

Started as a wine tasting and auction, AVA has grown to be CFOH's largest annual fundraiser. Our new gala theme, Denim & Diamonds, was debuted in 2017 to sparkling reviews. Playing on the upscale yet rustic nature of The Angus Barn venue, we welcomed more than 300 guests in festive attire for an evening that raised more than \$280,000.

Save the date for 2018: Friday, November 2

ORGANIZATION SPENDING

Where the money goes



LARGEST FUNDING SOURCES:

INDIVIDUAL
&
CORPORATE

FINANCE OVERVIEW

Every donation helps us reach new heights

As an independently funded nonprofit, every dollar makes a difference to CFOH. In 2017, we worked to streamline our budget to further reduce overhead expenses and maximize the impact of your donations. As a result, 78% of our annual budget went directly to supporting families and flights.

CFOH does not receive government funding or insurance reimbursement, so the 16% of our budget allocated to fundraising provides 100% of our operating and program funds.



INCOME GENERATION

How the funds come in

- 53% In Kind Donations
- 33% Special Event Revenue
- 13% Annual Fund Donations
- 1% Other

“ Children’s Flight of Hope provides a service that gives access to a world of specialized medical care that would otherwise be unobtainable for most families.

They have been a life-changing resource to children in our care and have transformed our mindset about what is possible. ”

- Josh M. Harris, MSW, LCSW
Duke University Medical Center



Sean
Age 8
Mitochondrial Disease
Four-time CFOH passenger

FLYING INTO THE FUTURE

A message from the CEO

2017 was a remarkable year for Children's Flight of Hope. Through the support of many individuals, companies, and grant makers, our dedicated team reached new heights and provided more flights to more children and their families than ever before.

While we expanded support to children from around the globe seeking specialized care here in the United States, we continued to honor our commitment to those close to home, flying more children to and from North Carolina than in any year prior.

And the beauty of it all? We can do more.

We want to do more. It is our strategic goal to fly every qualified family that comes to us in need of access to medical care that will save, prolong, or dramatically improve the quality of their child's life.

Children's Flight of Hope will continue to grow. But we will always remain committed to our guiding principles of compassion, safety, transparency, financial responsibility, and gratitude,

We keep these values and the children we serve at the center of all we do, while acknowledging those that have made it all possible.

As we shift our focus towards the future, we will continue our work to help every family that finds their way to CFOH in a moment of need. And we will keep building our community of supporters so that together, **we can do more.**

Thank you for being part of our crew and giving the gift of hope!



Haley Transou Terry
Chief Executive Officer

“

Hope is a gift.
We can all choose to have it, but most importantly, we can choose to give it.

”

DONOR CREW REPORT

Special thanks to our supporters

“Without CFOH, we wouldn’t be able to get our daughter to the care she needs for her survival. Thank you to everyone who makes this possible!”

- Eaddy, CFOH mom

2017 Giving Levels

\$20,000+

3C! Packaging
Herb & Mary Ann Fuchs
Rick & Jennifer Gardner
Barry & Nancy Goldstein
Paul & Jennifer Mills
Miracle Flights for Kids
Deborah & Harold Nunn
Abel & Barbara Zalberg

\$10,000-\$19,999

Dick & Marsha Ambrose
Causey Aviation & Vector AeroMedical
Joe Elphick
Tom & Nan Merrick
Subaru of America, Inc.
Ray Trevino
Danny & Lauren Williams

\$5,000-\$9,999

Accentuate Staffing
Bank of North Carolina
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Paul & Ann Brunswick
Callahan Construction & Development
CAPTRUST Financial Advisors
Carter Family Foundation
John Elmo & Barbara Chillot
Joe & Renee Iannone
Doug Kenyan
John & Kelly Kindt
Jackie Locklear
Jody & Wendy Luihn
James & Kate Macdonell
Medipack Pharmacy
Moe’s Southwest Grill
Michael Stewart & Melody Sanders
Pete Reckert
Jon Ruffy
Robert & Andrea Sasser
Tomislav & Gordana Vujec
Richard & Carol Whitesell

\$2,500-\$4,999

Barringer Sasser, LLP
Kate & Dana Boyette
Bradford Ordinary Fire Co.
BSI Medical Supply
Cheryl Buchanan
Bobby & Marianna Clampett
Gill & Julie Cooper
Dude Solutions
Duke Children’s Hospital
Duke University Medical Center
Enterprise Holdings, Inc.
Rob & Elizabeth Gooding
Healthcare Services Group
IBM
JVI Development, Inc.
Knier Family Foundation
Newkirk Charis Foundation
Elizabeth Patterson
Peak Resources
Preferred Apartments
John Rodgers

\$2,500-\$4,999 continued

Thomas & Linda Shell
James & Judy Smith
Sharon Smith
James & Kathleen Tobin
Travel Leaders
Triangle Community Foundation
Verizon
Stacey Wilder
Jason Williams

\$1,000-\$2,499

540 Flex Business Park
Aetna
Ed & Anne Altieri
Alex Ambrose
Apex Flex Storage
Larry & Diane Barbour
Daren & Nancy Baughman
BB&T Corporation
BB&T Insurance
Phillip & Jennifer Beane
Blue Rock Wealth Management
Robert & Constance Bonczek
Adam & Lissa Broome
Richard Bryant
Dave & Helen Burrell

Shelly Canals
CAPCommunity Foundation
Tom & Ann Carney
Carolina Hurricanes
Michael & Melissa Colantuoni
Margaret Duich
John & Rita Edmund
Brittany Ennis
Lewis Robuck Family Foundation
First National Bank
Bob Friedman
Greater Raleigh Emerald Society
Madge Greenblatt
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John & Cynthia Waite
Ivan & Antoinette Weiser
Michael & Susan Whitehead
Dereck & Jacqueline Whittenburg
Blake & Kathryn Zalberg

Flight Donors

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Barnhill Contracting
James & Sherry Bullock
The Hales Group
LORD Corporation
Pittsburgh Jet Center
Vector AeroMedical



Special thanks to all of our
VOLUNTEERS

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2017 REPORT GENEROUSLY
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