



2011 Annual Letter

Executive Summary

Our Mission: Luke's Wings is a 501c3 nonprofit organization. Recognizing the immediate need for families to be with their loved ones at such a difficult time, Luke's Wings provides families with the means to visit service members during their hospitalization and rehabilitation.

Performance Summary: Luke's Wings was incorporated in January, 2008. Between January 2008 and December 2010, Luke's Wings raised \$211,679 from donations, sponsorships, and (fundraising) ticket sales. With that revenue, Luke's Wings booked 240 airplane tickets to bring loved ones to the bedsides of our wounded warriors currently recovering all over the country. 2011 proved to be a banner year, raising \$960,976 and spending more than \$123,000 on flights for our wounded warrior families. Please see a snapshot of our annual financials on the following pages.

Planning for the future: In 2012, Luke's Wings strives to solidify and grow our team to help ensure current and future sustainability, update our website to be more sophisticated, increase our ability to collect and track donations, develop stronger relationships with the White House, partners and corporate sponsors, and gain acceptance with the Better Business Bureau, Guide Star, and the Combined Federal Campaign.

Results: Our ROI can be summed up with this one simple letter from a wounded warrior wife:

"I cannot Thank LUKE'S WINGS enough for the love and compassion you showed my family!!! It was always amazing to see our boys and thanks to you all we were able to see them ALOT!!!!!! OUR Rodrigo was selected as student of the month for his 3rd grade class and when asked what he would do if he had a million dollars he said " I would give it all to Luke's Wings so that all kids would be able to go to Washington to see their moms and dads when their daddy's get hurt!" Thank you for EVERYTHING but mostly for the valuable lesson my little boy learned about giving!" Lisa Velasco-Fierro

Financial Statements: As always, Luke's Wings remains a "full disclosure" organization with independently audited financial statements, metrics, and key performance indicators shared openly online at: <http://www.lukeswings.org/financial-statements/> and on the following pages:

We thank you for your support and we look forward to working together to serve our wounded warriors with airplane tickets long into the future.

Sincerely

A handwritten signature in blue ink that reads "Fletcher Gill".

Fletcher Gill
CEO, Luke's Wings



2011 Financial Statements

	<u>Unrestricted</u>
REVENUES	
Contributions	\$ 854,922
Proceeds from Fundraising Events	98,416
Net Proceeds from Grants	7,639
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TOTAL REVENUES	960,976
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EXPENSES	
Program Services	
Transportation	123,409
Supporting Services	
Management and General	25,573
Fundraising	109,231
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TOTAL EXPENSES	258,212
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CHANGE IN NET ASSETS	702,764
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NET ASSETS BEGINNING OF YEAR	(9,516)
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NET ASSETS AT END OF YEAR	\$ 693,248
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ASSETS

	<u>2011</u>
Assets	
Cash and Cash Equivalents	\$ 672,153
Pledges Receivable	58,117
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Total Assets	\$ 730,270
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LIABILITIES AND NET ASSETS

Liabilities	
Accounts Payable	\$ 37,022
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Net Assets	
Unrestricted	693,248
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Total Liabilities and Net Assets	\$ 730,270
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	<u>Program Services</u>		<u>Supporting Services</u>		<u>Total Expenses</u>
	<u>Providing Transportation</u>		<u>Management and General</u>	<u>Fundraising</u>	
Travel and Transportation	\$ 75,656		\$ 1,045	\$ 1,045	\$ 77,745
Salaries and payroll taxes	38,346		2,397	7,190	47,933
Fringe benefits	3,549		222	665	4,436
Fund Raising Events	-		-	43,717	43,717
In-Kind Contributions	-		-	-	-
Advertising	-		-	22,319	22,319
Internet cash processing fees	-		2,005	18,042	20,047
Commissions	-		-	5,942	5,942
Professional Fees	-		8,131	-	8,131
Local Travel	-		2,116	705	2,822
Telephone	-		2,536	845	3,381
Shipping and Postage	2,287		286	286	2,859
Office and Supplies	932		1,864	1,864	4,659
Meeting and Meals	-		692	2,076	2,768
Website	2,638		1,525	2,638	6,801
Printing	-		632	1,895	2,527
Insurance	-		1,075	-	1,075
Bank Fees	-		1,029	-	1,029
Miscellaneous	-		20	-	20
Total Expenses	\$ 123,409		\$ 25,573	\$ 109,231	\$ 258,212

Please consider that we may be the only 501c3 organization in DC that receives an annual audit, discloses their numbers right on their website, and has, for the first 3.5 years, been completely volunteer based to help ensure the maximum passthrough of your funds to your beneficiary population.

Officers and Members

Fletcher Gill, Chairman of the Board and CEO

Board of Directors: Jason Sickels, John Ennis, and Richard Ross

Board of Advisors: Lieutenant Colonel Mark Beckler, Matt Mackowiak, Theo Bell, Christine Johanson, Joshua Markuse, Lieutenant Colonel Ken Christensen, Mark Vlasik, Congressman Jon Boccieri, and Commissioner Elizabeth Ames Jones

Executive Team: Lindsay Kin, Jenn Magerer, Audrey Jones, and Rachael Glaws

Independent Contractors: Christine Strang, Laura Clary, Tammi Armstrong, and Linda Johnson

Voluntary Staff: Grace Jones, Charlotte Jarrett, Joanie Rylander