



FOLDS *of* HONOR

ANNUAL REPORT

2018

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WELCOME LETTER

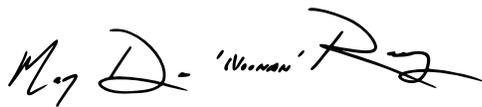
Dear Patriots,

It is with deep gratitude that I share the 2018 Folds of Honor annual report. On behalf of the entire Folds of Honor team, we are thrilled to report that 2018 was a record year for our organization with \$20 million deployed, resulting in nearly 4,000 life changing scholarships distributed! I'm in awe each day of how God is richly blessing this mission. As the Bible states, "everyone to whom much was given, of him much will be required" (Luke 12:48). It is in this spirit that we owe it to you to be open and transparent about our stewardship with your donations. We are proud to have achieved a perfect Four-Star rating on Charity Navigator and a Platinum rating on GuideStar - two of the leading rating services for charitable organizations. It is important that you know that we are operating a best-in-class nonprofit and your donations are having immediate impact on thousands of military families. I hope you find the annual report both informative and uplifting.

I'm proud of our team and so very grateful that you have partnered with us on this mission.

Onward with Valor!

Godspeed,



*Founder & CEO, Folds of Honor
PGA of America Member*



**MAJOR DAN
ROONEY**





FOLDS of HONOR

of HONOR

FOLDS of HONO

Viel Family: Children's Fund Recipient

CORPORATE SUPPORT

Folds of Honor depends on the generous support of corporate partners to fulfill its mission and raise awareness for the organization. Many corporations, events, retailers and foundations have gone above and beyond in support of Folds of Honor. This year, Folds of Honor has the privilege of saying, "thank you," to thousands of partners, big and small, including:



FINANCIALS

Folds of Honor pledges to operate in a respectful manner to every partner, donor and family that it supports. The organization is proud to be considered a high-performing nonprofit that has achieved the highest rating by GuideStar and Charity Navigator.

The Charities Review Council recommends that at least 65 percent of a nonprofit's three-year average annual expenses are used to directly support programming, with an ideal range between 70 and 90 percent. Folds of Honor is proud to report a cumulative average ratio of 86 percent of annual expenses supporting our scholarship program. This average can be derived from pages one and 10 of the Folds of Honor Form 990. Financials were prepared by an independent accountant and reviewed by an Audit Committee.

In 2018, Folds of Honor awarded approximately \$20 million in educational scholarships to nearly 4,000 students, representing a 19 percent increase from 2017 and a new fundraising record for the organization. The organization has also seen a 26 percent increase in applications from 2017.

Scholarships are valued at \$5,000 and are awarded to qualifying spouses and children of fallen or disabled U.S. service members. Since its inception in 2007, Folds of Honor has awarded nearly 20,000 total scholarships in all 50 states.

Texas marked the top state for the number of 2018 scholarships with 398 recipients, followed closely by North Carolina with 388 recipients and then Florida with 278 recipients.

While the foundation celebrates a record fundraising year, the need for scholarships is still increasing. More than 700 eligible, qualified applicants went unfunded in 2018, which is more than any previous year in the organization's history.

INDEPENDENT AUDITOR'S REPORT

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of Folds of Honor Foundation as of December 31, 2017 and 2016, and the results of its operations and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Tulsa, Oklahoma | August 1, 2018

Eide Bailly LLP



To reach the Platinum level on GuideStar, Folds of Honor added extensive information to its nonprofit profile on GuideStar: basic contact and organizational information, in depth financial information, qualitative information about goals, strategies and capabilities, and quantitative information about results and progress toward its mission.



To reach four stars on Charity Navigator, Folds of Honor exceeds industry standards and outperforms most charities. Charity Navigator's rating is based on two distinct components - financial health and accountability/transparency. Charities must excel above industry standards in both areas of evaluation in order to achieve Four-Star status.

\$20 MILLION
IN EDUCATIONAL SCHOLARSHIPS TO
4,000 STUDENTS

19% INCREASE
FROM 2017

**SETTING A NEW
FUNDRAISING RECORD**

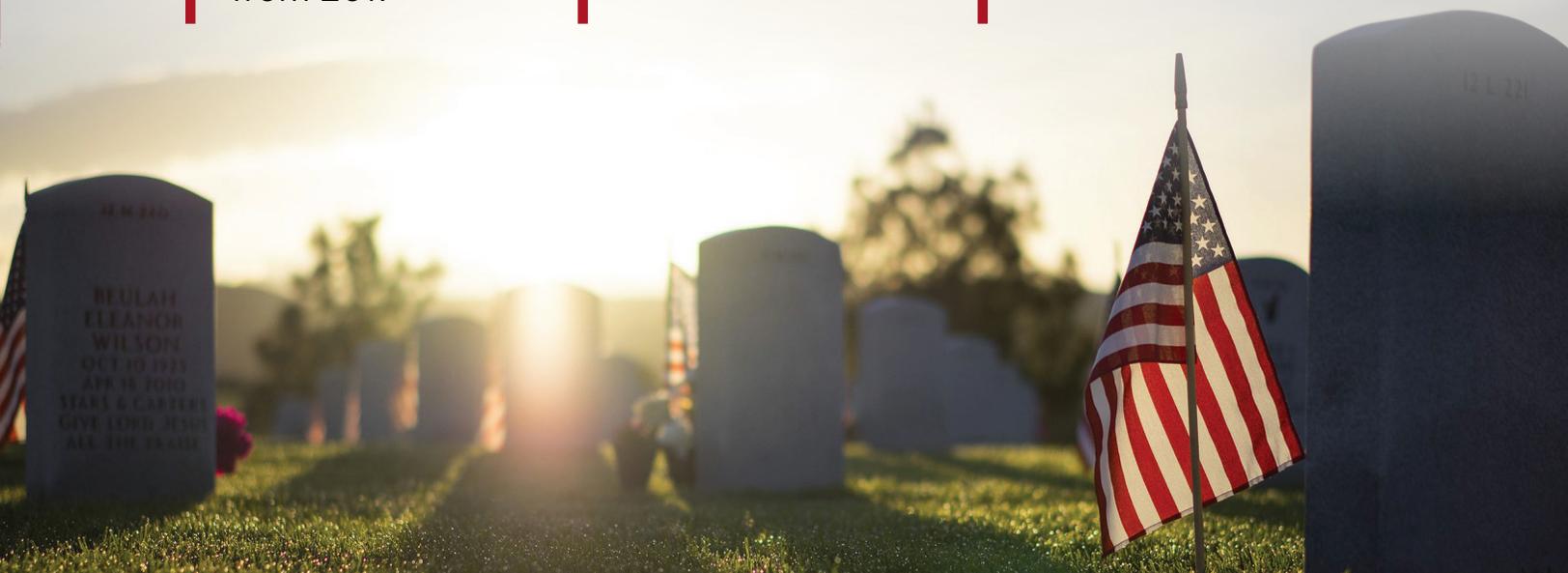
26%
INCREASE

in applications
from 2017

700

eligible, qualified
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unfunded in 2018

**THE NEED FOR
SCHOLARSHIPS
IS STILL
INCREASING**



INDIVIDUAL DONORS

WHAT IS A WINGMAN?

A wingman is a pilot who supports another pilot in a potentially dangerous flying environment. A Folds of Honor Wingman dutifully supports the pursuit of education for our military families affected by war.



A Wingman commits to providing aid in the form of a recurring donation, starting at \$13/mo.

WHY 13?

The flag of the United States of America is folded 13 times before it is handed to the family at the burial of their fallen service member.



In the folded flag, we see the heavy price of freedom. Yet, it's also a symbol of hope. Folds of Honor chose this logo because it reflects the foundation's mission to honor the sacrifice of America's heroes, while giving hope to the bearers of their legacy.





**THEIR NEED IS GREAT.
THEIR BATTLE IS OURS.
JOIN OUR RANKS.**

BecomeAWingman.org



Campbell Family: Children's Fund Recipients

SCHOLARSHIP RECIPIENTS

The families that Folds of Honor serves are at the core of its mission. Each scholarship recipient has a different story, and each story is a constant reminder that freedom isn't free. Folds of Honor is honored to give back to the families of those who have paid the ultimate sacrifice for our country. Here are just a few stories of the countless people who Folds of Honor serves each day.

SAMI ANDERSON

ILLINOIS



Sami Anderson leaned on Folds of Honor to achieve her law degree while caring for her husband, Garrett, who was severely injured during his deployment in Iraq in 2005.

Garrett Anderson was deployed to Iraq in May 2005, shortly after he and Sami were married. He was scheduled for an 18-month deployment while Sami was enrolled in law school and on track to graduate at the end of 2006.

In October, only five months into his deployment, Garrett was wounded in action. Due to the severity of his physical injuries, Garrett would require at least one year of hospitalization to address major injuries to his face, arm and brain. Garrett lost his arm in the blast and suffered a mild traumatic brain injury. He also required facial reconstruction surgery and was left paralyzed on one side of his face. Sami quickly decided to withdraw from law school to take care of her husband at Walter Reed Medical Center in Washington, D.C., putting her degree on hold.

During Garrett's recovery, Sami was introduced to a hospital volunteer who was a retired administrative law judge for the Department of Veteran Affairs. He advocated for Sami and secured a seat for her at Columbus School of Law at The Catholic University in Washington, D.C. so she could continue her degree as a visiting student, something that had never previously been allowed. Sami took hold of the visiting student status in early 2006 and began a full course load to complete her degree while continuing to care for Garrett.

With help from countless hospital volunteers, financial support from Folds of Honor and flexibility from her professors, Sami graduated with a law degree in May 2007. She sat for the bar that following summer and was sworn in as an attorney in November.

Sami opened her own law practice in 2008. She quickly committed to using her own personal experiences with the VA and her law degree to provide pro bono legal services to other injured veterans. A year later, she received the Minuteman Award, the highest civilian award granted by the National Guard for volunteer service. Sami was also recognized in the November 2011 Illinois Bar Journal feature, "Serving Those Who Serve," for her pro bono work. In 2015, Sami was named the Elizabeth Dole Foundation Fellow for Illinois.

Today, Sami resides in Champaign County with Garrett and their two daughters, Skyler and Alex, who are also scholarship recipients. She continues to advocate for veteran families in her own career and travels across the country to promote the work of Folds of Honor and the impact it has on her family.

With support from Folds of Honor, Sami was able to participate in her husband's recovery process, all while taking a full course load.

**ANGELA
MESCHKE**
MINNESOTA



People who know Angela Meschke describe her as a “hardworking patriot,” a recognition that is made clear through the things she has already accomplished at a young age. During high school, Angela was involved in tennis, softball, band and Clay Target League, all while working at a local restaurant. Through her hard work and dedication, she was still able to find free time to serve in the Minnesota Army National Guard. Angela graduated from high school and finished her National Guard training in 2017, and she is now a Folds of Honor scholarship recipient pursuing a Bachelor of Science in Nursing at the College of Saint Scholastica.

Angela was inspired to serve because both of her parents served in the military. Even the sight of the American flag fills her with pride, honor and respect as she thinks back to the sacrifices made by her parents to fulfill their deployment obligations. Angela’s mother, Sharon Meschke, is a former Captain in the Minnesota Army National Guard. Captain Meschke served for more than 15 years before being injured in the line of duty during Operation IRAQI FREEDOM. This mission, lasting 23 months, was the longest single deployment of any branch of the military during the Iraq war. Through her service, Sharon earned the Combat Action Badge and a Bronze Star. Angela describes her mother as “the strongest, most dedicated role model” she knows and is grateful to uphold her honor and legacy.

The sight of an American flag fills Angela with pride, honor and respect as she thinks back to the sacrifices made by her parents.

**TYLER
OTIS**
ARIZONA



Tyler Otis enrolled at Northern Arizona University as the first person in his family to attend college. Tyler's family has an extensive military background, and both of his parents were injured in the line of duty. His parents are his inspiration and encouragement to pursue higher education.

Tyler is pursuing a degree in Forestry with a mission to become a Game Warden to protect Arizona's parks and forests. He enjoys spending time outside hiking, fishing and hunting, but he's had to cut back on these activities to work 30 hours a week to pay for his educational expenses. When Tyler received a Folds of Honor scholarship, a burden was lifted. He was given more time to help his community, get invested in his major and focus squarely on his education. Being in a military family has given Tyler life lessons that he would not have learned anywhere else. He believes that because both of his parents served in the military, he has an advantage, as he has learned to tackle problems head on and persevere when times get tough.

Tyler's mother, U.S. Army Private Vickie Otis, was injured shortly after enlisting. His father, U.S. Army Master Sergeant Martin Otis, served more than 19 years as a unit supply specialist, receiving numerous medals and awards before also being injured in the line of duty. MSG Otis was stationed in Berlin when the order was given for the Berlin Wall to be torn down in November 1989, and subsequently served in the 150-mile-long demilitarized zone in South Korea.

Coming from a military family has advantages, teaching problem-solving and perseverance.

Tyler is proud of his parents' willingness to risk their lives to defend the United States of America. Today, they still share stories of their time overseas and MSG Otis' love of Korean and German cuisine.

RACHEL FAULKNER- BROWN

GEORGIA



Rachel Faulkner-Brown is a newlywed and carpool mom with a story of heartbreak and healing. In 1994, Rachel met her first husband, Todd. They dated throughout college and married in 1998. The pair loved each other deeply and began talking about children. On September 16, 2001, however, Rachel's 27-year-old, healthy and active husband passed away unexpectedly from an aneurism. Rachel's life was changed forever.

In 2003, Rachel married Blair Faulkner, a highly decorated fighter pilot with 2,735 flight hours and numerous instructor awards. Blair served as a member of the Alabama Air National Guard from 1989-1994, a KC-135R navigator with the 117th Air Refueling Wing in Birmingham from 1996-99, an A-10 fighter pilot with 706th Fighter Squadron in New Orleans from 2000-05 and, lastly, a T-38 instructor pilot.

In 2008, Blair went to work to teach and mentor a next generation fighter pilot, 2nd Lt. Matthew Emmons. Blair never came home that day. Their T-38 malfunctioned and crashed on landing at Columbus Air Force Base in Mississippi, killing both pilots. Rachel and Blair had a five-month-old little girl and a two-year-old little boy at the time, and once again, she knew her life would never be the same.

People dealing with personal tragedies need to hear God's message of love, hope and peace.

Rachel leaned on faith, friends and family, as well as Folds of Honor, to help her heal. Not only has Folds of Honor helped pay for her children's education, but the foundation has also given Rachel an outlet for helping other military families. She now travels the country as a speaker for Folds of Honor representing Gold Star families. Her two kids, Davis and Campbell, explain the scholarships as a wonderful way that people give back to their father who gave his life for our country.

In spite of losing two husbands, Rachel loved marriage enough to give it another chance. In 2016, she married Rod Brown. She continues to share God's message of love, hope and peace whenever she can and promote the Folds of Honor mission.

**KELLI
CAMPBELL**
KANSAS



In January 2016, Kelli Campbell and her four children endured the ultimate sacrifice for our country. They lost U.S. Marine Major Shawn Campbell — a doting dad, soccer coach, music lover, pilot and husband — when a routine night training mission off the coast of Oahu turned into the untimely death of 12 Marines.

After her husband’s death, Kelli couldn’t fathom doing day-to-day life while mourning her loss. Kelli’s best friend called Folds of Honor for help. In less than six months after Shawn’s death, Kelli’s school-aged children became scholarship recipients, and the family moved to Kansas City to be closer to other Folds of Honor families. They provided a lifeline and support system for the Campbells. The funds that Folds of Honor provided Kelli’s family created a sense of relief for a grieving mother and a sense of security for a family who sacrificed more than anyone should ever have to.

Folds of Honor created a sense of relief for a grieving mother and a sense of security for her family.

Today, Kelli has found new purpose by telling Shawn’s story and raising money for the same organization that helped her get back on her feet after his death. Kelli has played an instrumental role in growing the Folds of Honor chapter in Kansas City and promoting the mission.



SPORTS

Folds of Honor grew out of one small sporting event: a golf tournament hosted by Major Dan Rooney, an Air Force F-16 Fighter Pilot and a PGA Professional, in Grand Haven, Michigan in 2007. Major Dan hosted the event after his own return home from Iraq where he came face to face with the other side of the war. Major Dan was on board the same flight as a young soldier, Corporal Brock Bucklin, who was returning home to his family in a casket.

Major Dan's heart ached as he saw the deceased Corporal's wife, young son and twin brother awaiting the flag-covered casket, and he wanted to do something for them. Major Dan was instantly inspired to find a way to help families like the Bucklins in times of severe loss and heartbreak.

That one small golf tournament in Michigan was the start of Folds of Honor and what is now known as Patriot Golf Day, golf's largest grassroots fundraising event. Since that small beginning, countless sports communities have come together to join the cause and drive a major source of revenue for Folds of Honor. From PGA Professionals to NASCAR to Major League Baseball, committed athletes across America have done amazing things to raise money for military families.

*Grand Haven, Michigan, golf tournament was the start of what is now known as **Patriot Golf Day**, the nation's largest golf fundraiser.*



PATRIOT GOLF DAY

Patriot Golf Day continually stands out as one of the primary sources of revenue for Folds of Honor, **RAISING NEARLY \$47 MILLION** for the organization since 2007.

The fundraiser is jointly supported by the PGA of America and the United States Golf Association (USGA). Over the last 10 years, golfers nationwide have been instrumental in raising donations through Patriot Golf Day events, resulting in nearly 20,000 scholarships to benefit Folds of Honor—in all 50 states and 41 PGA Sections.

Patriot Golf Day began in 2007 as a fundraising initiative over Labor Day weekend, and it has since evolved into a year-long annual event. Through Patriot Golf Day events, golfers are asked to add an extra dollar to their green fees to fund Folds of Honor. Private clubs, daily-fee courses, individual golfers and PGA Professionals are all encouraged to host Patriot Golf Day events throughout the year, at a time that stimulates the highest participation. The campaign is led by Golf Legend Jack Nicklaus, who serves as The Honorary Chair of the event.



RESULTING IN NEARLY

20,000
SCHOLARSHIPS

GET INVOLVED

Golf properties across the country can get Involved in Patriot Golf Day by registering at

FoldsofHonor.org/get-involved





THE PATRIOT CUP INVITATIONAL



PATRIOT CUP INVITATIONAL

Every Memorial Day weekend, players from the PGA TOUR and PGA TOUR Champions, military golfers, celebrities, media personalities and actors from across the country flock to the Folds of Honor headquarters in Owasso, Oklahoma, for the Patriot Cup Invitational. The annual golf tournament and national gala benefits Folds of Honor and provides a platform for the organization to thank many of its Wingmen and introduce them to the very families that they serve.



Country music star John Rich performs at the National Gala & Freedom Concert

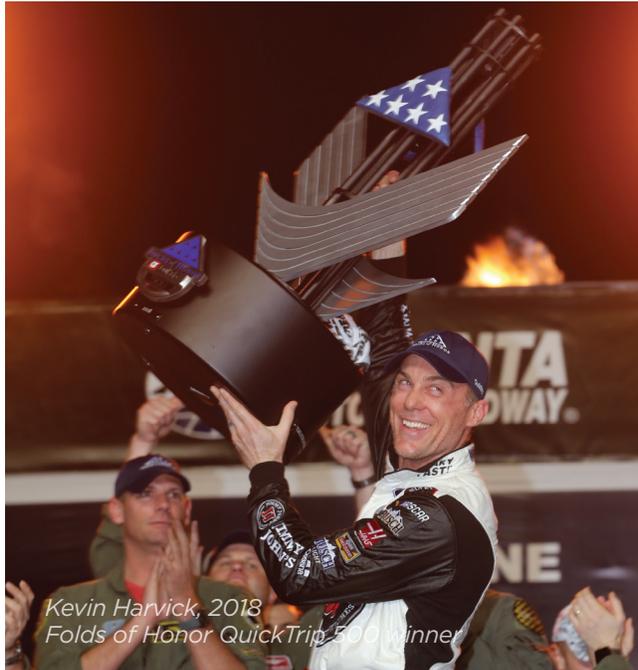


PGA CHAMPIONSHIP

Each year at the PGA Championship, Folds of Honor representatives gather to celebrate and thank PGA Professionals for their ongoing support of the mission. It's a time for the Board of Directors to make plans for Patriot Golf Day and connect with golf industry influencers and media.

This year, at the 2018 PGA Championship at Bellerive Country Club in St. Louis, PGA TOUR player Gary Woodland showed his support for the Folds of Honor mission in the most visible way. He donned the Folds of Honor logo and brand from head to toe, creating national attention for the organization en route to his impressive 6th place finish.





Kevin Harvick, 2018
Folds of Honor QuikTrip 500 winner

NASCAR

In 2015, QuikTrip donated its title sponsorship of one of NASCAR's biggest events, the Atlanta-based Folds of Honor QuikTrip 500, to Folds of Honor. Since that time, the event has driven massive awareness and donations for Folds of Honor, spurring a major increase in scholarship applications.

MLB, NBA, NHL

Folds of Honor partners with Budweiser to raise money during various MLB, NBA and NHL games. The teams and fans from these leagues contribute to Folds of Honor in many ways, including special warm-up jerseys, check presentations, surprise meet and greets for scholarship recipient families, first pitch activations, donations from beer sold at games, team store signage and more.



CHAPTER GROWTH

Local chapters have become the lifeblood of Folds of Honor. Not only does each location raise funds and awareness for the mission, but the people of these passionate chapters have also provided support and care to recipient families across the area. They provide a network of support and understanding for scholarship recipients during the most difficult times, which underscores the Folds of Honor mission. Folds of Honor recognizes these local leaders and their respective teams who are responsible for the growth and success of the 14 chapters of the organization, many of which are scholarship recipients themselves.



1 **Kansas City**
Overland Park, Kansas
ESTABLISHED June 2011
PRESIDENT Larry Pfeiffer

2 **Chicago**
Chicago, Illinois
ESTABLISHED May 2012
PRESIDENT Karen Haworth

3 **Central Texas**
Austin, Texas
ESTABLISHED April 2013
PRESIDENT Ben Wheatley

4 **North Texas**
Dallas, Texas
ESTABLISHED Nov. 2013
PRESIDENT Mike Beltz

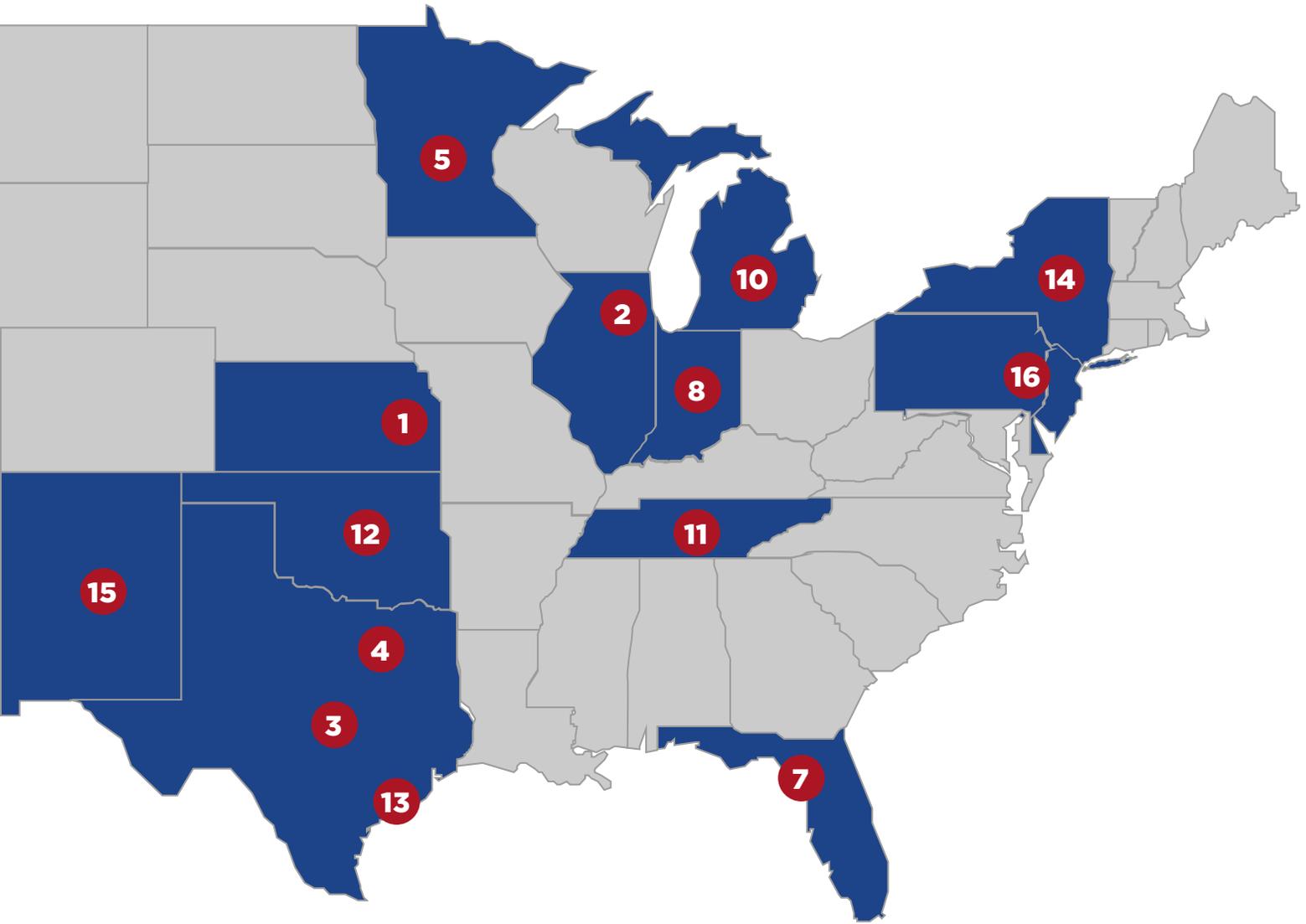
5 **Minnesota**
Wayzata, Minnesota
ESTABLISHED May 2014
PRESIDENT Perry & Anne Schmidt

6 **Southern California**
Newport Beach, California
ESTABLISHED March 2015
PRESIDENT Randall Hunt

7 **North Florida**
Longwood, Florida
ESTABLISHED May 2015
PRESIDENT Scott Morris

8 **Indiana**
Carmel, Indiana
ESTABLISHED Nov. 2015
PRESIDENT Mike Daggett





9 **Arizona**
Phoenix, Arizona
ESTABLISHED August 2015
PRESIDENT Tim Greer

13 **Houston/South Texas**
Houston, Texas
ESTABLISHED March 2018
PRESIDENT John Nemecek

10 **Michigan**
Grand Haven, Michigan
ESTABLISHED July 2016
PRESIDENT John Somers

14 **New York**
Albany, New York
ESTABLISHED March 2018
PRESIDENT Tom O'Connor

11 **Nashville**
Nashville, Tennessee
ESTABLISHED February 2018
PRESIDENT Lee Brice

15 **New Mexico**
Albuquerque, New Mexico
ESTABLISHED April 2018
PRESIDENT Jim Quick

12 **Oklahoma City**
Oklahoma City, Oklahoma
ESTABLISHED October 2017
PRESIDENT Ryan Lewellyn

16 **Eastern PA-NJ**
Lehigh Valley, Pennsylvania
ESTABLISHED April 2018
PRESIDENT Beth Simmons

BOARD OF DIRECTORS

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OWASSO, OK

DR. JOHN ROONEY

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STILLWATER, OK

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INVERNESS, IL

JEFF BABINEAU

Chief Communications Officer, SKYiGOLF
ORLANDO, FL

CHUCK O'DELL

VP of Sales & Marketing, QuikTrip
TULSA, OK

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PGA of America Member & Past President
BEND, OR

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ST. LOUIS, MO

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*Area Executive Vice-President & Senior
Director Transportation Practice, Arthur J.
Gallagher & Co.*
MISSION HILLS, KS

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PAUL LEVY

Past President, PGA of America
INDIAN WELLS, CA





Read Family: Children's Fund Recipient



FOLDS *of* HONOR