



*Flying Families. Lifting Spirits*

*2021 Annual Report*

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# OUR ORIGIN STORY - THE LIGHT BULB MOMENT

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*In 2008, Sarah Wingfield met Luke Shirley, a wounded Service Member, at Walter Reed National Military Medical Center. Like many, Luke was taken to a hospital that would best suit his recovery needs, not the geographical location of his loved ones. As a result, his family and friends did not have the means to travel back and forth to visit him. The Wounded Warrior Transportation Assistance Program was born from that very conversation and continues to grow and support families in need of not only travel assistance, but of the emotional and physical support that comes with being present during the recovery process.*

## OUR MISSION

To support wounded, ill, and injured Veterans, Service Members, and First Responders by providing families with the means to visit during their recovery and rehabilitation through the gift of flight.



### W.W.T.A.P.

**Wounded Warrior Transportation Assistance Program** -- flying the loved ones of combat-injured Service Members.

### S.O.T.A.P.

**Special Operations Transportation Assistance Program** -- flying the loved ones of combat-injured Special Operators in partnership with the Special Operations Care Coalition.

### H.T.A.P.

**Special Operations Transportation Assistance Program** -- flying the loved ones of Veterans in hospice saying their final good-byes as a last salute.

### M.I.T.A.P.

**Major Illnesses Transportation Assistance Program** -- flying the loved ones of Service Members and Veterans receiving in- patient care for service-connected, chronic illness.

### F.O.T.A.P.

**Fallen Officer Transportation Assistance Program** -- flying the loved ones of Law Enforcement Officers and First Responders that are injured or killed in the line of duty.

# A LETTER FROM THE CEO

On behalf of Luke's Wings, I wish you and your loved one's health and happiness as we emerge from the COVID-19 pandemic. Our hearts and prayers extend to those who were impacted and who may have suffered losses in your families. We wish you all the best as you work to recover.

At Luke's Wings, our mission has always been to keep families together by providing travel planning and complimentary airfare to those in need at critical moments. Since January of 2008, we've proudly said "yes" to every flight request that met our mission and fell within our defined program lines. Since 2008, Luke's Wings has provided almost 15,000 airplane tickets in support of Wounded Warriors, Veterans, Fallen Officers, and their families during recovery.

As the Founder and Chief Executive Officer of Luke's Wings, I reassure all of our donors, beneficiaries, and stakeholders that I take full responsibility for the performance of our staff and our organization writ large. We remain agile and therefore prepared to meet the demands of today and the needs of tomorrow. To this end, I share with you our 2022 Initiatives as follows:

- **People** (securing mature, experienced, and qualified, long-term human capital).
- **Process** (defining internal controls, processes, policies, and procedures to help ensure financial security, donor fiduciary, and operational efficiency/effectiveness).
- **Programs** (enforcing program requirements through discipline in review and approval; establishing an optimal support network).
- **Performance** (increasing our overall donation revenue to surpass our target 70/30 passthrough ratio).

Luke's Wings is committed to improving operations through our performance. We continue reuniting Heroes with their families every day. Please be with us now. Donate to our great cause. Join us at our fundraisers, but most importantly, contact us any time you need the love and contact of your family at [lukeswings.org](https://lukeswings.org).

With respect, gratitude, and immeasurable thanks,

Fletcher Gill  
Co-Founder & CEO  
Luke's Wings







## BOARD OF DIRECTORS



JASON SICKELS

U.S. ARMY STAFF SERGEANT  
JAMES PIERCE (RET.) CHAIRMAN

FLETCHER GILL



JOHN ENNIS



EMILY FLETCHER



MATT SUTTMILLER



CHASTINE BOBBITT

*"These are friends, beneficiaries and loyal supporters who will bring a unique perspective on each of our stakeholder groups. With their support, we can continue to look forward to supporting our wounded, ill and injured for years to come."*

- FLETCHER GILL, CEO OF LUKE'S WINGS



## STAFF



SHANNON KILLIAN  
*Director, Family Communications and  
Logistics*



JESSE MCCLAIN  
*Director, New Donor Development*



ANNA CONRAD  
*Coordinator, Family Communications and  
Logistics*



RILEY VEAZEY  
*Operations Coordinator*



JARED IRWIN  
*Manager, New Donor Development*



*"I wish you could have witnessed the excitement and joy your gift of travel brought... without you and your amazing mission, this NEVER would have happened. Thank you so very, very much."*

– MELISSA M., SPOUSE OF U.S. ARMY STAFF  
SERGEANT JONATHAN M. (RET.)







U.S. Marine Corps E-5 Sergeant Craig Meissen & his family

## TOTAL FLIGHTS

*Since 2008 Luke's Wings has provided over*

14,000+  
*individual tickets*



## 2019 - 2021 FLIGHT STATS

2019

1,329 FLIGHTS BOOKED

2020

555 FLIGHTS BOOKED

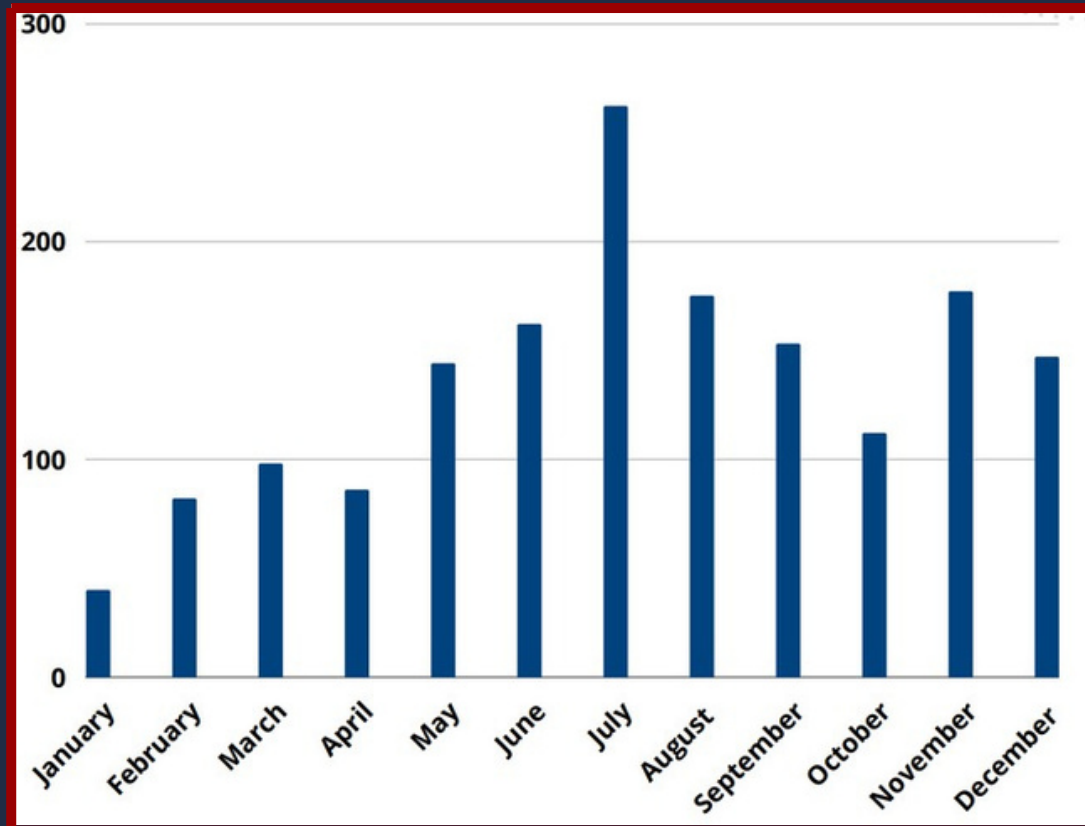
2021

1,605 FLIGHTS BOOKED



# DELTA MILES

## MONTH TO MONTH EXPENDITURES



2021 TOTAL MILES USED: 17,846,500

*Luke's Wings is one of fifteen Delta Sky Wish Partners nationwide. This partnership allows people to donate unused miles that we can then utilize to reunite Heroes with their families. Once miles are donated to Luke's Wings they never expire.*

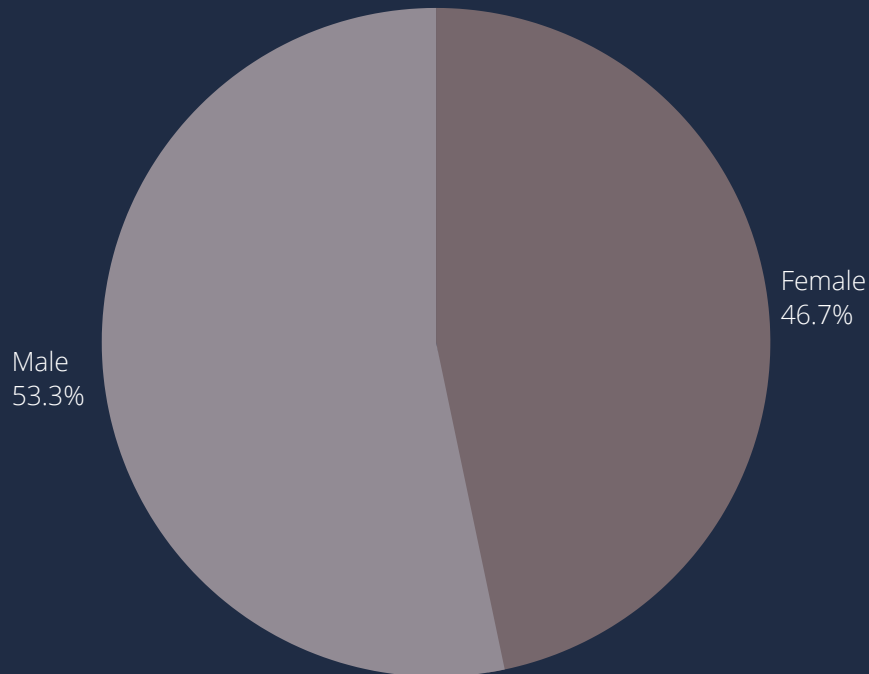


# TRANSPORTATION REQUEST DEMOGRAPHICS

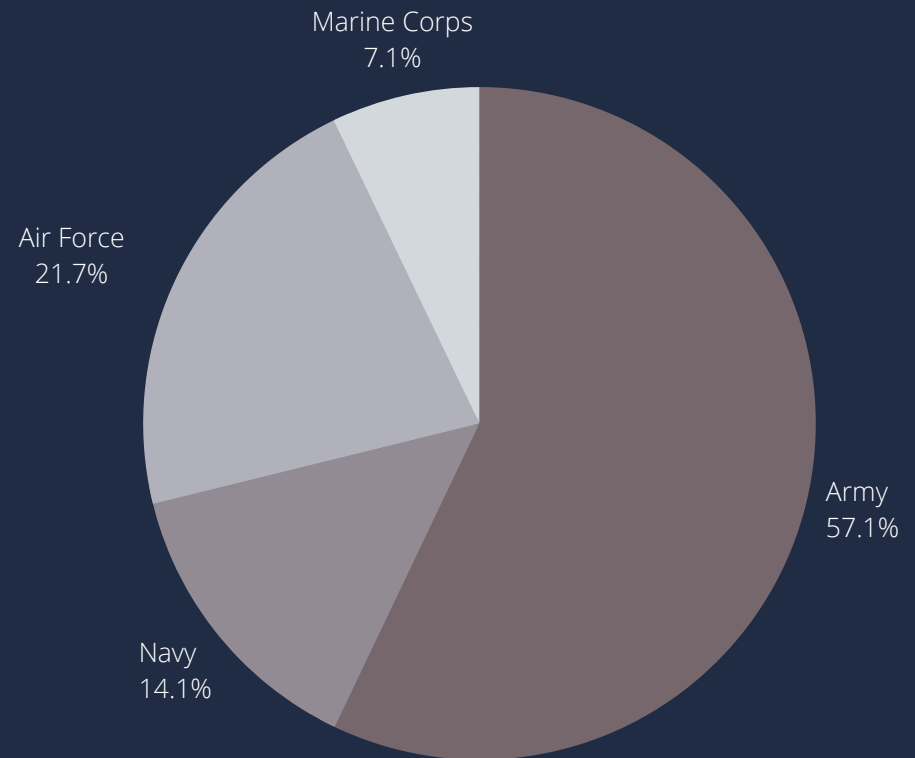
*Statistics based on 2021 Year End Totals:*

*- Total flights: 1,605*

## Gender



## Branch of Service





"Luke's Wings helped us just focus on surviving. These experiences have changed me as a person but I don't think I have changed. I think I'm more of who I already was. So when I dive deep inside myself, I love it. I love what I see. When I look at you, if I see any differences, I keep looking further until the differences disappear and I see the same thing inside of you and I love you just the same. Let's help Luke's Wings create moments for people just like us. Thank you."

– GUNNERY SERGEANT  
EDWARD S. (RET.)





## WORKING TOGETHER FOR A COMMON MISSION

*Luke's Wings has established multiple partnerships to better serve our community.*

### EXAMPLES: AIRLINE PARTNERS

*Luke's Wings partners with major airlines in efforts to book as many flights for military families in the most cost-efficient manner.*

#### SPIRIT AIRLINES

*Since 2013, Luke's Wings has partnered with Spirit Airlines to provide flights to military families, free of cost! With over 380 flights donated overall, Spirit has helped make countless memories for military families.*

#### DELTA AIRLINES

*For the 8th year in a row, Luke's Wings was named one of 15 Delta SkyWish Partners. Through this partnership, individuals donated countless miles to keep our families flying.*

### EXAMPLES: PROGRAM PARTNERS

*Luke's Wings partners with symbiotic organizations to provide flights and enhance their mission of supporting the military community.*





## ORGANIZATION HIGHLIGHTS



### 2021 FLIGHT BREAKDOWN

*Wounded Warriors: 453*

*Special Operators: 107*

*Veterans in Hospice: 48*

*Cancer: 117*

*Other: 33*



### PATRIOT AWARD

*Luke's Wings Co-Founder & CEO, Fletcher Gill, received the Patriot Award, the highest honor the USSOCOM can bestow on benevolent organizations and their representatives for their exceptional and enduring assistance.*



### SPECIAL RECOGNITION

*Tiger Woods and The TGR Foundation, with the support of long-time supporters, Lockheed Martin, selected Luke's Wings as the Military Charity of the Year. Luke's Wings accepted this honor at a special luncheon with Tiger Woods himself, beneficiaries and supporters.*



### FLIGHT MILESTONE

*As of December 31, 2022, Luke's Wings has provided over 14,000 flights to wounded warriors, special operators, veterans in hospice care, and their loved ones to bring emotional and psychological support in their most needed time.*





*"Thank you, Luke's Wings, for everything.  
You helped make our Christmas  
spectacular! It truly meant the world to  
have our kids come and visit us over the  
Holidays. I wish you could have witnessed  
the excitement and joy your gift of travel  
brought... without you and your amazing  
mission, this NEVER would have  
happened. Thank you so very, very much."*

*- DANA S., MOTHER OF U.S.  
ARMY SERGEANT FIRST CLASS  
ORLANDO S.*





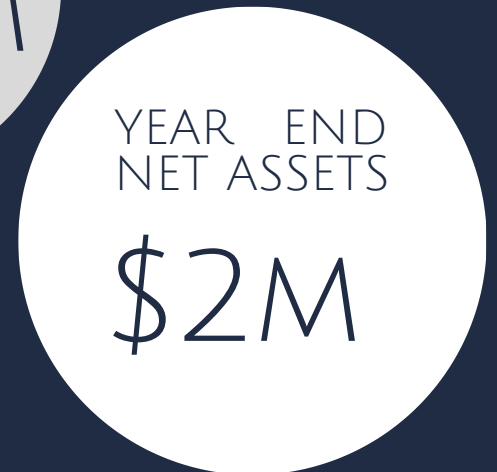
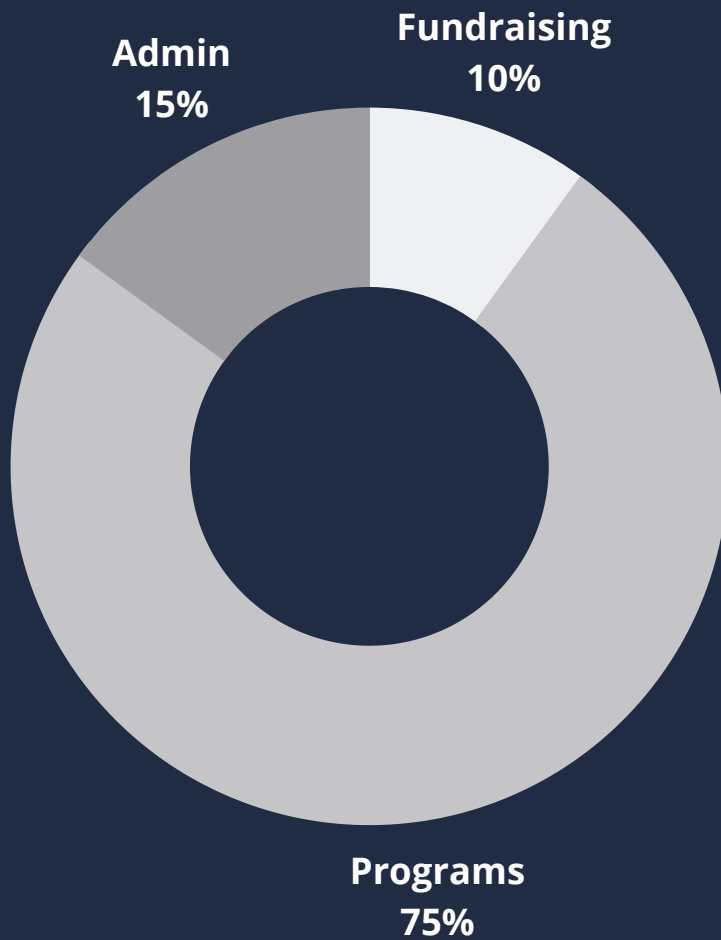


*"It would have been easy to quit, but the wings behind Luke's Wings has helped me soar again, and I would just like to say thank you. Thank you, Luke's Wings."*

– U.S. ARMY STAFF SERGEANT  
ROBERT F. (RET.)



## ANNUAL FINANCIAL GOALS







## EXAMPLES – CAPTAIN'S WINGS SPONSORS

SRS DISTRIBUTION INC.

SRS RAISE THE ROOF FOUNDATION

DELTA AIR LINES

JOHN STIGER FERRY FOUNDATION

VETERAN ENTERPRISE SOLUTIONS INC.

E-9 CORPORATION

RUMSFELD FOUNDATION

ALLSTATE INSURANCE

COMBINED INSURANCE

ARNOLD SCHWARZENEGGER

HOWARD BUFFET



*“My husband’s mother has a great fear of flight and for your organization to allow us to fly to see her prior to his surgery has us in the greatest state of gratitude. We thank you so much for this opportunity!”*

– MILENA M., SPOUSE OF U.S. ARMY SERGEANT  
FIRST CLASS LIZANDRO M.

# SERVING THOSE THAT SERVE

## FUNDRAISING AND SOCIAL EVENTS

*Luke's Wings hosts events throughout the year to support the nation's selfless servants.*



### **Spring: Heroes Gala**

*This black tie event celebrates our beneficiaries in their recovery and honors our sponsors and community partners.*

*Sponsorships beginning at \$5,000.*



### **Summer: Heroes Golf Classic**

*The Pro-Am Heroes Golf Classic brings together PGA Tour players, Wounded Warriors, sponsors, and community partners.*

*Sponsorships beginning at \$500.*



### **Fall: Heroes Walk to Fly**

*Starting at Walter Reed Army Medical Center, this walk through downtown Bethesda, MD ends with a family-friendly block party.*

*Sponsorships beginning at \$500.*



### **Winter: No Service Member Spends Christmas Alone**

*This annual giving campaign ensures no Service Member is alone during the holiday season. Donors may sponsor a family, purchase custom ornaments, or directly fund a flight.*



# SERVING THOSE THAT SERVE

## WAYS TO GIVE BACK

### ★ BECOME A FLIGHT SPONSOR ★

*Make a one-time or reoccurring donation at our secure  
online site: <https://lukeswings.org>*

*Payments may also be processed over the phone or via  
checks made payable to Luke's Wings.*



### ★ DONATE YOUR DELTA MILES ★

*Visit [www.delta.com](http://www.delta.com) and donate your unused miles directly to Luke's Wings.*

# SERVING THOSE THAT SERVE

## CORPORATE SPONSORSHIP OPPORTUNITIES

- ★ **Podcast sponsorship**  
*Audience of 5M-10M: \$50,000*
- ★ **YouTube Episode**  
*Audience of 1M-2M: \$50,000*
- ★ **TV Commercial**  
*Airs on FOX, NewsMax, and OAN: \$250,000*
- ★ **News Segment Mention & YouTube**  
*Fox: \$50,000*  
*OAN: \$25,000*  
*NewsMax: \$10,000*
- ★ **Digital Marketing Campaign**  
*\$15,000*



## REFLECTING ON THE PAST 14 YEARS

*In our founding year of 2008, we provided just 19 flights. Eleven years later, we are proud to have provided over 14,000 since. Below, please enjoy a snapshot of our history and all of the wonderful times we had!*

