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A Record Year: Patient Flights Up 47%

In 2002, while America was in recession, layoffs were abundant, retirement funds were shrinking, and the aviation industry was feeling the pinch, Corporate Angel Network had its best year ever. Flights arranged totaled 1,588, and for the first year in our history, we put together more than 100 flights in each and every month, with a monthly average of 132. These numbers represent a 47% increase in patients helped and flights arranged over our 2001 numbers, and a 35% increase over 2000, a more typical year.

As we all know, 2001 was atypical because of the September 11 terrorist attacks on our country, and in the immediate aftermath of those terrible events, Corporate Angel Network feared that its very existence was in question. With the skies emptied of all aircraft excepting a handful of military surveillance jets, and with heightened security the new order of the day, it seemed all too likely that our participating corporations might decide that they could no longer open up their flights to "outsiders" like cancer patients, no matter how carefully vetted or how critical their need for transportation.

It did not happen that way—in fact, the number of our corporate participants increased by 6% in 2002—and our stellar performance last year is a signal tribute to our wonderful corporations. Thanks to their fortitude and generosity, we were able to help more patients, arrange more flights, garner more financial support, and log more volunteer hours than ever before.

"We're excited by this dramatic increase in the number of people we've been able to help," said Bonnie LeVar, our Executive Director, "and thankful for the generosity of our participating corporations and the hard work of our part-time volunteers. With 159 flights this January, it looks like we're off to a 'flying' start in 2003 as well."

NBAA 'Network'-ing

In early February, Liz Lockwood, Director of Volunteers & Flight Coordinator, and Helen Gibbs, Communications Director, met with many of the people who help us arrange flights on their companies' aircraft, when they attended the 14th Annual Schedulers & Dispatchers Conference, held this year in Anaheim, CA. For Liz and Helen, the magic of Disneyland was nothing compared to the magic of meeting and greeting so many 'telephone voices' face to face. This was also a unique opportunity not only to interest new corporations in joining with us (see "New Participant Has Close Ties to Network" on p. 4), but to thank our corporate participants for rallying so splendidly to our cause in 2002. We did this both informally throughout the 3-day meeting, and formally, when NBAA was kind enough to give us a spot on one of the morning programs. Liz's speech had the beneficial side effect of attracting numerous people to our booth; many either signed up on the spot or are now actively considering becoming part of the Network.

Liz Lockwood thanks our participating corporations during the Annual NBAA Schedulers & Dispatchers Conference



From the Executive Director

Corporate Angel Network had its best year ever in 2002. By the time you read this issue, we will have completed our 16,00th flight. Quite an accomplishment considering that our 15,000th was celebrated on July 26, 2002.

People ask how this is possible, citing the economy, security issues, and the corporate restructurings that often lead to consolidation or outright loss of flight departments.

There are 566 reasons why Corporate Angel Network has been so successful—500 participating corporations, 60 wonderful volunteers, and a great staff of six dedicated employees. Thank you all.

We hope to expand on these accomplishments during the current year. We need to recruit additional corporations, particularly ones that fly into areas of high demand, such as Houston for treatment at M.D. Anderson Cancer Center, Seattle for Seattle Cancer Care (aka Fred Hutchinson), and Boston for Dana Farber and Brigham & Women's Hospital.

Bonnie LeVar

AN Flight Lines

CORPORATE ANGEL NETWORK

Published quarterly by Corporate Angel Network. The national public charity partners with corporations and fractional owners to use the empty seats aboard their aircraft to fly cancer patients free of charge to recognized treatment centers. Financial need is not a factor in eligibility.

Based in White Plains, New York, Corporate Angel Network operates out of offices donated by Westchester County Airport. With the assistance of referring physicians, corporations, flight departments, and leading treatment facilities, a team of 60 part-time volunteers and six full-time staff arranges more than 1,500 flights a year.

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Latest Corporate Angel Award Honors Ford Motor Company

The Ford Motor Company and its flight department recently received a Corporate Angel Award for almost two decades of devoted service to cancer patients. Since becoming a participant in 1983, Ford has flown numerous patients to cancer treatment centers across the country. The company logged 26 such flights in 2002 alone, using both its shuttle and executive aircraft.

Established in 2001 by Chevron Texaco and *Business & Commercial Aviation*



magazine (*B/CA*), the quarterly award recognizes corporations for outstanding dedication to cancer patients through participation in Corporate Angel Network. ChevronTexaco, a longtime participant and one of our staunchest supporters, recognized Ford with a plaque, a full-page ad in the February issue of *B/CA*, and \$5,000 worth of ChevronTexaco aviation fuel.

Rick Schwartz, executive director of Ford Flight, acknowledged the award, saying, "On behalf of Ford's entire flight department, we are honored to receive this recognition. Corporate Angel Network is a great organization."

B/CA magazine, which donates its income from the ad to Corporate Angel Network, has served the business aviation community since 1958. "There are few people today whose lives have not been touched by cancer, including many at our publication," says publisher Gil Wolin. "That's why every individual at *B/CA* is proud of our involvement in Corporate Angel Network."

"For 20 years, Ford has been providing a great service to cancer patients and bone marrow donors," said Bonnie LeVar, Executive Director of Corporate Angel Network. "Ford truly understands the meaning of corporate citizenship"

Aon Newsletter Features Their 22nd Corporate Angel Flight

The November 18, 2002, issue of Aon Corporation's internal newsletter, "Inside Aon," included an article, excerpted below, on Aon's participation in Corporate Angel Network. Said Amy Walsh of Aon's Corporate Communications department, who wrote the piece, "It makes me proud to know that Aon is such a good corporate citizen." We're proud of Aon, too!

Aon Is 'Corporate Angel' to Cancer Patients

Aon has been a member of the Corporate Angel Network since 1992, providing free plane rides to cancer patients traveling to and from treatment centers. We have donated 22 flights to date, the most recent on October 24, 2002.

On that flight, a breast cancer patient from California flew home with Aon after receiving treatment in Chicago. Aon President and CEO Michael O'Halleran was also on board.

The Network makes participation easy, according to Cathy Gryczka, Aon's flight coordinator. Her department sends a weekly flight schedule to the Network, whose volunteers try to match it with patients' needs.

"We love being able to do this," Gryczka says. "Corporate Angel is a phenomenal organization. Our executives never mind sharing a flight, and we have never turned a patient down."

New Participant Has Close Ties to Network

Life is full of coincidences, and we experienced a happy one at the NBAA Conference in Anaheim. In the exhibit hall, our neighbor was Atlanta Northside Aviation, Inc., whose President and CEO, Thomas H. Huff, was interested in what we do, and eager to help us. In fact, we brought back his signed 'blue sheet' with us, and Atlanta Northside is now one of our very



Thomas Huff

newest participants.

There is more to this story, however. It turns out that Thomas is a close friend of the family of 6-year-old Alexa Rohrbach, who has flown with us more than a dozen times, starting when she was less than two. We were delighted to learn that Alexa, a neuroblastoma patient of Dr. Brian Kushner at



Alexa Rohrbach

Memorial Sloan-Kettering, is doing extremely well. "Our little miracle girl started kindergarten last fall, takes piano and ballet, and will start soccer next fall," said her mother, Robin Rohrbach, who added, "We've loved our experience with Corporate Angel and tell as many people as we can about this wonderful service—it's a 'Win-Win' situation for everyone."

Pro Bono Ad Efforts Reaping Big Results

About two years ago, a small group of our volunteers undertook to raise our public profile by obtaining pro bono or public service placements in national magazines and newspapers for the ads created for us by French/Blitzer/Scott, LLC.

Bob McCoach, Burt Houseworth, Robert Rosenbaum, and Bert Sussman set to work calling the hundreds of top circulation publications we targeted. "Cold calling" is hard and nobody enjoys it, but our

group persevered. When a contact was made, they followed up with letters, info packets, and more calls until finally, in many cases, they were successful.

Most eventually moved on to other projects. Bert Sussman soldiered on, coming in twice a week to make his soft-spoken appeals. His powers of persuasion must be phenomenal.



Bert Sussman

Our ads have recently run in *Forbes*, *Time*, *Fortune*, *Financial Times*, AARP's *Modern Maturity*, *Martha Stewart's Living and Bride*, *Parents*, *New England Journal of Medicine*, *VIBE*, *World Aircraft*, *Money*, *People, Inc.*, *Sports Illustrated*, *Business Week*, *Family Circle*, and *Newsweek*, to name only a small sampling.

Sadly for us, Bert and his wife are soon moving to Hawaii to be near their grandchildren. We will miss him. Aloha, Bert, and thanks!



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ADDRESS CORRECTION REQUESTED
