

Life Flight

Saves time · Saves lives

*Come on
board!*

LIFE FLIGHT'S
BIGGEST MISSION YET

Pub
Charity
Limited



Principal Campaign Sponsor



COME ON BOARD!

— Why get on board

Help us complete a game-changing shift to our fleet of air ambulances - replacing our two existing planes for three newer Beechcraft King Air B200C's.

Life Flight's air ambulance mission numbers have steadily increased over the last decade and will continue to climb. Demand for three planes is already there and is forecast to continue to grow once the new norm is reached post-Covid.

In the six years to 2018, our air ambulance mission numbers increased by 33% and required the service to grow from one plane to two. Soon after, Life Flight needed to temporarily lease a third plane for additional missions.

You can help 10,000 New Zealanders over the next 10 years with the best aeromedical emergency care.

— 40 years on board

For more than 40 years, since the days of our founder Peter Button and the first helicopter, Life Flight has evolved its response to the range of critical medical emergencies that require rapid patient transfer to hospital and intensive care.

Approximately 900 people, including over 200 babies and children, already directly benefit through using Life Flight's life-saving air ambulance planes every year, and these numbers are forecast to grow.



Now 30 years old, the time has come to retire our J32 air ambulances and renew your fleet.

OUR BIGGEST MISSION YET



One of the King Air's arriving in Wellington from Australia, July 2022.

— Saving more lives on board

New Zealanders need us now more than ever, and with your help we can continue to save lives 24/7. We are facing a sustained increase in demand due to these main factors:

- › Increasing critical care capacity. Our partners at Capital and Coast DHB (now Health NZ and Māori Health Authority) advise of an increased national target of critical care capacity over the next three years, which may mean an additional 20 or more critical care beds in Wellington and Hutt Valley Hospitals.
- › Continued consolidation of the health sector – many medical specialists and equipment are now only available in one or two hospitals in the country.



“More New Zealanders need fast access to intensive care. Getting our team to them and safely back to specialist services in Wellington is becoming increasingly important.

More aircraft mean we can do this faster. For some situations, time is critical. These new aircraft increase our ability to get help to people fast, when they need us most.”

— Dr Alex Psirides, Medical Director,
Wellington ICU Aeromedical Retrieval Service
Trustee, Life Flight Trust

— More equitable care on board

Unlocking emergency services to larger patients

Currently, the severely obese do not have access to air ambulance services at all and this service cannot be effectively provided anywhere in New Zealand. Life Flight's current aircraft cannot safely fly severely obese patients due to weight and size limitations.

This renewed fleet of three King Airs each have a wide cargo door and loading arm, which will enable full bariatric capability for the first time.

Adding this specialist lifting capability will enable Life Flight to meet the population's changing needs and provide equitable emergency care for larger patients.

Increasing our geographical reach and equity for all patients

Being able to reach more isolated areas, more quickly, via shorter runways and speedier transfers will be a major outcome of the fleet renewal project. The two current Life Flight planes aren't able to land at some smaller airports due to runway length and sometimes prevailing conditions.

The King Airs are able to access smaller airfields, and even land on grass, thereby widening our reach to more critical patients across New Zealand.

A recent study found that 700,000 New Zealanders have significantly limited access to emergency medical services, with Māori and older populations being disproportionately affected. This fleet renewal will make a vital contribution towards more equitable provision of emergency medical services for these Kiwis.

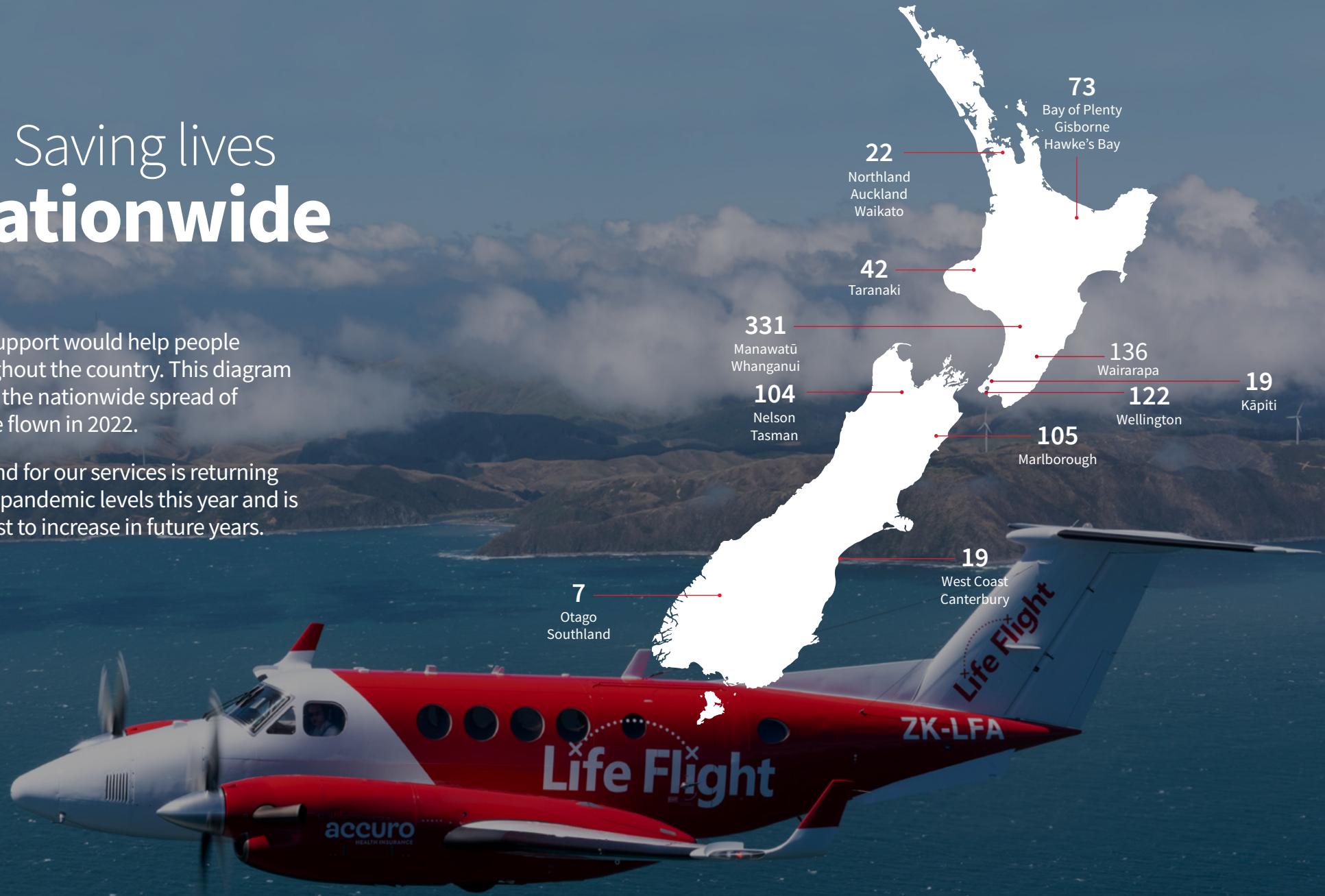


First King Air in service on 20 December 2022 with crew member Jack loading the patient for transfer.

— Saving lives nationwide

Your support would help people throughout the country. This diagram shows the nationwide spread of people flown in 2022.

Demand for our services is returning to pre-pandemic levels this year and is forecast to increase in future years.



COME ON BOARD!

— Helping people of all ages on board

About one-third of patients flown are critically ill babies and children. We can fly premature babies - at earliest 23 weeks gestation. Those tiny patients can weigh as little as 400 grams.

The planes will be fitted out to become compatible with the latest neonatal transport incubators to keep our smallest patients safe.

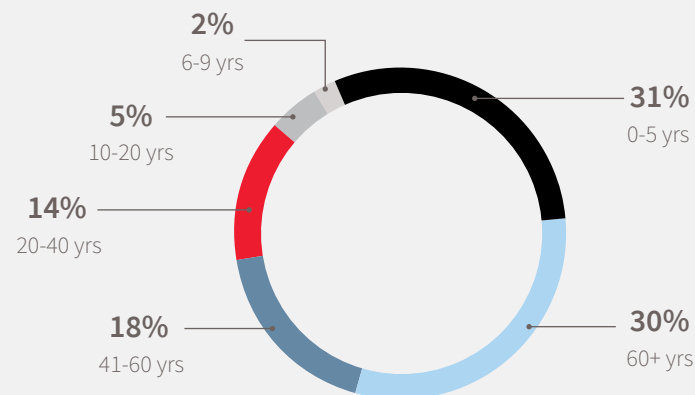
The next biggest group are the over 60s. The new fleet will enable safe transfers of those in their 90s and even beyond if required, via specialised lifting and medical equipment.

Flying whānau and support people

Keeping families together in times of trauma is very crucial for patient wellbeing, so our teams strive to do this whenever space allows. Approximately 400 whānau and support people per year will accompany patients on their life-saving journeys via the refurbished seats on board.



Ages of patients as percentage of total flown



The right fleet
to meet
**growing
needs**

FLEET REPLACEMENT PROJECT TIMELINE

JUL - OCT 2022 Aircraft 1 refurb

JULY 2022 >>

SEP 2022 >>

Aircraft start to arrive

The current two Jetstream J32 air ambulance planes are over 30 years old, with reliability declining, servicing costs increasing and sourcing of replacement parts more difficult. Less than 70 remain in service in the world and they are no longer supported by the manufacturer.

This means more time out of the air and unavailability for missions while being serviced. It is also prohibitive to retrofit automated loading and bariatric access – estimated in excess of \$1M per plane.

With valuable input from our aviation partner Field Air and from the team at Health NZ,

the Beechcraft King Air B200C plane was identified as the preferred aircraft.

The Royal Flying Doctor Service Australia had three Beechcraft King Air B200C planes come onto the market in 2021. After a thorough due diligence the purchase was finalised on 30 June 2022.



Help us become the most technically advanced aeromedical fleet in New Zealand – providing a higher level of service delivery than any other air ambulance operator in the country.

DEC 2022

Aircraft 1 into service

JAN 2023

Aircraft 2 into service

APR 2023

Aircraft 3 into service

NOV 2022 >>

JAN 2023 >>

APR 2023 >>

JULY 2023

OCT 2022 - JAN 2023 Aircraft 2 refurb

JAN - MAR 2023 Aircraft 3 refurb

SEP 2022 - JUL 2023

Pilot, ground crew, medical team training



ZK-LFA is our first King Air in service from December 2022.

Chris Gee Photography

— How the King Airs will **meet the growing need**

These aircraft are newer models (18 years old on average with low to moderate flying hours), which will enhance Life Flight's ability to provide life-saving aeromedical care to patients. They will provide the following benefits:

Speedier and safer transit



The King Airs are faster and can fly at a higher altitude, this could save around 5-10 minutes on a flight to Auckland. Vital in a life-threatening emergency.



Each King Air has a wide cargo loading door with a fully bariatric capable mechanical loading arm to power assist patient loading with only fingertip control by crew. This increases the maximum safe patient weight to up to 260 kgs.



Approximately halves loading times, reducing vital minutes to a life-saving journey. Also, this is safer for crew and patients.

Ability to land on grass and at smaller airfields:







With the King Airs we can now land at grass airfields including Ashburton, Dannevirke, Kaikohe, Taumarunui and more. Current restrictions, due to weather, payloads or runway length, will be fully removed with the new planes, so we will be able to help more patients in Paraparaumu, Masterton, Whakatāne, Whangārei, Greymouth and Wairoa.

Up-to-date aviation and aeromedical fit-out with full intensive care equipment and the ability for further customisation.

Moving from analogue cockpit to fully digital avionics.

OUR BIGGEST MISSION YET

Three identical planes also give significant economic and operational benefits:

-  Allows for seamless transfer of crew and equipment to enable Life Flight teams to operate at full intensive care level at all times.
-  Significant cost savings by having fit-out and procuring equipment for three planes at the same time.
-  Overall maintenance costs for the King Airs are currently anticipated to be as much as 30-40% lower than the J32s on an annualised basis.
-  Reduced cost per flying hour.
-  Better inter-operability with partners.
-  Increased standardisation across fleet.



Cargo loading door of the King Air giving 1.2m clearance.



Stretcher bays in King Air B200C

“These air ambulance planes will transform our service; our crews can’t wait to save more lives and provide the best care possible to all Kiwis who need them.”

— Harry Stevenson,
Head of Service Operations, Life Flight



COME ON BOARD!

— Precious cargo **handled with care**

It was supposed to be a routine ultrasound for mum-to-be Rebekah. However, it was soon discovered that twins Charlotte and Eleanor wanted to be born at just 24 weeks - 16 weeks early. Rebekah drove to Palmerston North hospital, where everything happened very quickly.

“The nurses told me a plane was on its way to take me, and the twins, each in an incubator, to Wellington Hospital”. It would be a nerve-wracking time for any mum. Still, Rebekah said, “the Life Flight crew were just kind and caring and supportive in a very stressful situation”.

Admitted to Wellington Hospital, doctors delayed the labour for almost a month, and the twins were born at 27 ½ weeks. Being

born so early, Charlotte and Eleanor had some hurdles to go through, but “they were in the very best place for them”.

Three weeks after their birth, Rebekah was able to bring her twins back to Palmerston North via Life Flight’s air ambulance plane. There, they spent another nine weeks in hospital. The flight home was more relaxed for Rebekah; her precious cargo was handled with absolute care and precision.

“The Life Flight crew were just kind and caring and supportive in a very stressful situation.”

— Rebekah

— Pip's second chance at life

It was just like any other Friday for Pip and Wayne, who were going about their usual morning routine in their Feilding home. Wayne was making some breakfast downstairs, whilst Pip was in the shower. She suddenly felt a massive pain in her head, placed a towel down and lay on the floor. Thinking it was a migraine, Pip took some Panadeine, however, after a while they called the doctor who was worried about her condition.

“Throughout the whole process, we can’t speak highly enough of the team for getting our Pip home again.”

— Wayne

“Without even seeing her our doctor said, ‘get her to a hospital, now.’”

Once at Palmerston North Hospital, Pip was triaged straightaway. Wayne soon discovered that Pip would need to be transferred to Wellington Hospital; she was suffering an aneurysm. An aneurysm is a bleed in the brain, and with a survival rate of just 60%, time is crucial to recovery.

The flight team met Pip and Wayne at the hospital and took them to the plane, where she was loaded on board on a stretcher with a pair of earmuffs to quieten the noise.

“From the minute Life Flight arrived, their whole demeanour was calm; they reassured us and talked us through the process. I know they have done this a million times, but it felt like we were the first ones; the only ones that mattered right then.”

Once admitted to the Neurology Ward at Wellington Hospital, the doctors were able to avoid full cranial surgery and stop the aneurysm with a stent.

After spending nine days in hospital Pip was able to return home.

Since Pip has arrived home, they have found out they are going to be grandparents for the first time.



James Collinson Photography

— Tilly's Life Flight

When two-year-old Tilly's blood tests showed a low red blood cell count, mum Melissa prepared herself for whatever came next.

While waiting for the results at the Hutt Hospital, Melissa recalls - "I know not to google things, but I just had this feeling, and I felt sick".

Soon after, mum Melissa and dad Sam were told their gorgeous two-year-old had B-cell acute lymphocytic leukaemia. As they began to process the shock, the teams in the background got ready to take them to Christchurch Hospital so Tilly could begin treatment straight away.

It was a stormy Wellington day when the family arrived at the Life Flight airbase, but the air ambulance crew quickly reassured them.

Melissa recalls: "it was scary, and we were thinking the worst. They made a bad situation that much better. When the nurse said that this service is based on donations, I was blown away. We couldn't believe it."

Tilly was looked after on her first-ever plane ride.

"It was sleeting when we arrived. The crew all took off their jackets and put them over Tilly as she was being unloaded from the plane, so she didn't get wet."

For the next seven weeks, Tilly and her parents were in and out of Christchurch Hospital and then returned to Upper Hutt for ongoing treatment. Despite Tilly's tough time, she manages to find time being a bubbly two-year-old.

"She had chemo a few days ago, yet here she is laughing, running around ... you wouldn't know that she is going through what she is."

Thanks to your support, more children like Tilly can receive treatment straightaway, giving them the best chance of getting better.

**"... it was scary,
and we were
thinking the
worst. They
made a bad
situation that
much better ..."**

— Melissa



— Funding across the board

There is no Government support for major capital investment like this.

Life Flight's air ambulance service is only partially funded for operating costs (up to 47%) from Government sources, mainly Te Whatu Ora and ACC.

Every year the major shortfall in operating costs is covered by our generous community. This year, as well as raising \$6M to cover our operating shortfall, we are also delivering this major fleet renewal project.

Faced with the urgency and imperative of saving lives we needed to quickly secure these replacement aircraft. That necessitated use of our reserves and borrowing. Through this campaign we aim to repay and replenish as quickly as possible.

Will you come on board?

Can you contribute to help us reach at least \$3M?

FLEET RENEWAL PROJECT COSTS

Cost of Aircraft	\$6,920,000
Refurbishment	\$750,900
Modifications & Certification	\$220,600
Total	\$7,891,500

BUDGET BREAKDOWN

Westpac Bank Loan	\$3,500,000
Capital Campaign Grants and Donations to Date	\$1,100,900
Contribution from Life Flight Reserves	\$3,290,600
Total	\$7,891,500

Come on board!

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— Consider how you would
like to get on board

Recognition opportunities are available at the following levels:

PRINCIPAL SUPPORTER

\$500,000 and above

A completely bespoke package of recognition. Your logo or name on one or more planes and inaugural flights soon after entering service early 2023.

Proud Principal Supporter on board:



MAJOR SUPPORTER

\$100,000 and above

With exterior livery recognition on or within one plane

- › Cockpit sponsors - \$250,000 per plane.
- › Patient boarding sponsor - \$150,000 per plane.
- › Incubator sponsor \$100,000.

Major Supporters on board:

Evander Management



MISSION PARTNERS

\$20,000 and above

- › Stretcher sponsors – from \$70,000.
- › Pilot seat sponsors x 3 - \$50,000.
- › Patient whānau seats sponsor x 6 \$20,000.

Proud Partners on board:





Indicative visual of plane livery showing opportunities for donor recognition.

— With our thanks, these will **be your benefits**

- › Physical honour board recognition at Life Flight base.
- › Featured on dedicated page on Life Flight website.
- › VIP launch event invites.
- › Dedicated base visit and tours.
- › Celebratory content “Proud to support” logo to showcase support, social media banner.
- › Personalised video email.

For special extraordinary efforts during campaign

- › Wall of Thanks plane and banner.

All donors to the campaign above \$1,000 will receive

- › Certificate of support.
- › Email video message of thanks.

— Yes, I'll
*Come on
board!*

My contribution now is \$ _____

Or, I'll make a pledge of \$ _____ at a future date, by _____

My gift will be made: ☐ once or by ☐ instalments

Name: _____

Address: _____

Phone: _____

Email: _____

Donation options:

Electronic transfer: Life Flight bank account 03-0578-0048481-010

In the reference field enter: Your name

Please charge to debit/credit card:

☐ VISA ☐ MASTERCARD ☐ AMERICAN EXPRESS

Card number:

Name on card: _____

Signature: _____

CVC number: The CVC number is the 3 digit number printed on the signature strip on the reverse of your card Expiry: _____

Receipt preference: ☐ Email ☐ Post

— Thank you
For coming on board!



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The Life Flight Trust is a registered charity (#CC24283) and a Fundraising Institute of NZ member.

All donations \$5 and over are tax deductible. Phone: 04 9202242