



ULMAN

FOUNDATION

| 2018 ANNUAL REPORT

Dear Ulman Community,

2018 was a year of undeniable growth at the Ulman Foundation. As you'll read in these pages, our programs expanded beyond their previous boundaries. Cancer to 5K reached from coast to coast, and the 4K for Cancer program shepherded an unprecedented six teams of young adults across the country. Our Patient Navigation program extended into a fifth hospital, enabling us to support even more patients in the most effective way - face to face. And, we built a house! We ended the year on a high note, permits all in place and finishing touches complete, making Ulman House ready to open in the upcoming new year.

We were only able to extend our services because many individuals, organizations, and foundations increased their financial support of our mission. It was an unprecedented year for us in fundraising, and we could not be more grateful for the generosity put forward by our community - near and far, young and old.

Thank you for digging into this report and reflecting on 2018 with us. It was, without a doubt, a year to be remembered!

Sincerely,

A handwritten signature in blue ink, appearing to be 'BY' or 'Brock Yetso'.

Brock Yetso
President & CEO

TABLE OF CONTENTS

01	Ulman House
04	Patient Navigation
08	Events
10	Support Through Sport
23	Volunteering
26	Financials

ULMAN HOUSE

ULMAN HOUSE 2018 TIMELINE

At Ulman, our community has always shared the goal of transforming lives, so when presented with an opportunity to transform a physical space with the same goal in mind, we were all in! The idea for Ulman House came about a few years back, and with it, a more substantial need for funding than we had ever faced. Under the banner of our first-ever capital campaign, we are galvanizing members of our community – new and old – to enable our third decade of advocating for young adults to be the most transformational yet.

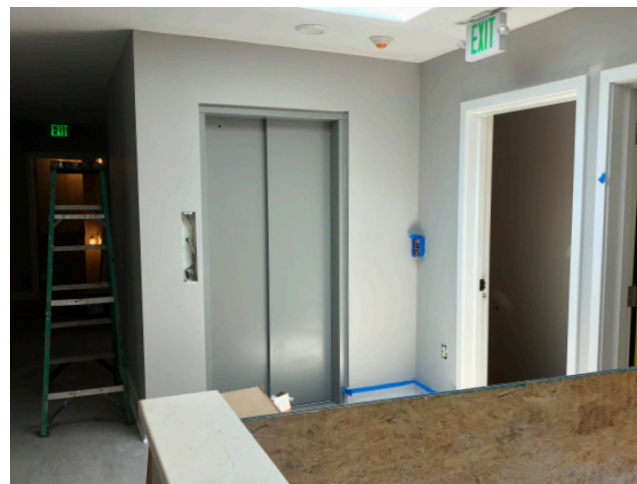


JANUARY
2018

Walls raised

FEBRUARY
2018

**Windows
are installed**



JULY
2018

**Stairs, elevator, and
ramps are installed**

SEPTEMBER
2018

**Construction
completed**

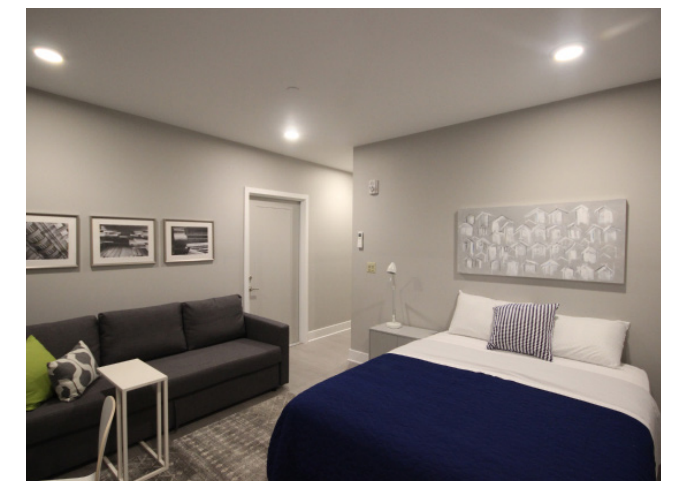


OCTOBER
2018

**Move in and
build furniture**

DECEMBER
2018

**Final prep for
residents to move in**



ULMAN HOUSE REGISTRY

641

ITEMS BOUGHT

254

SUPPORTERS

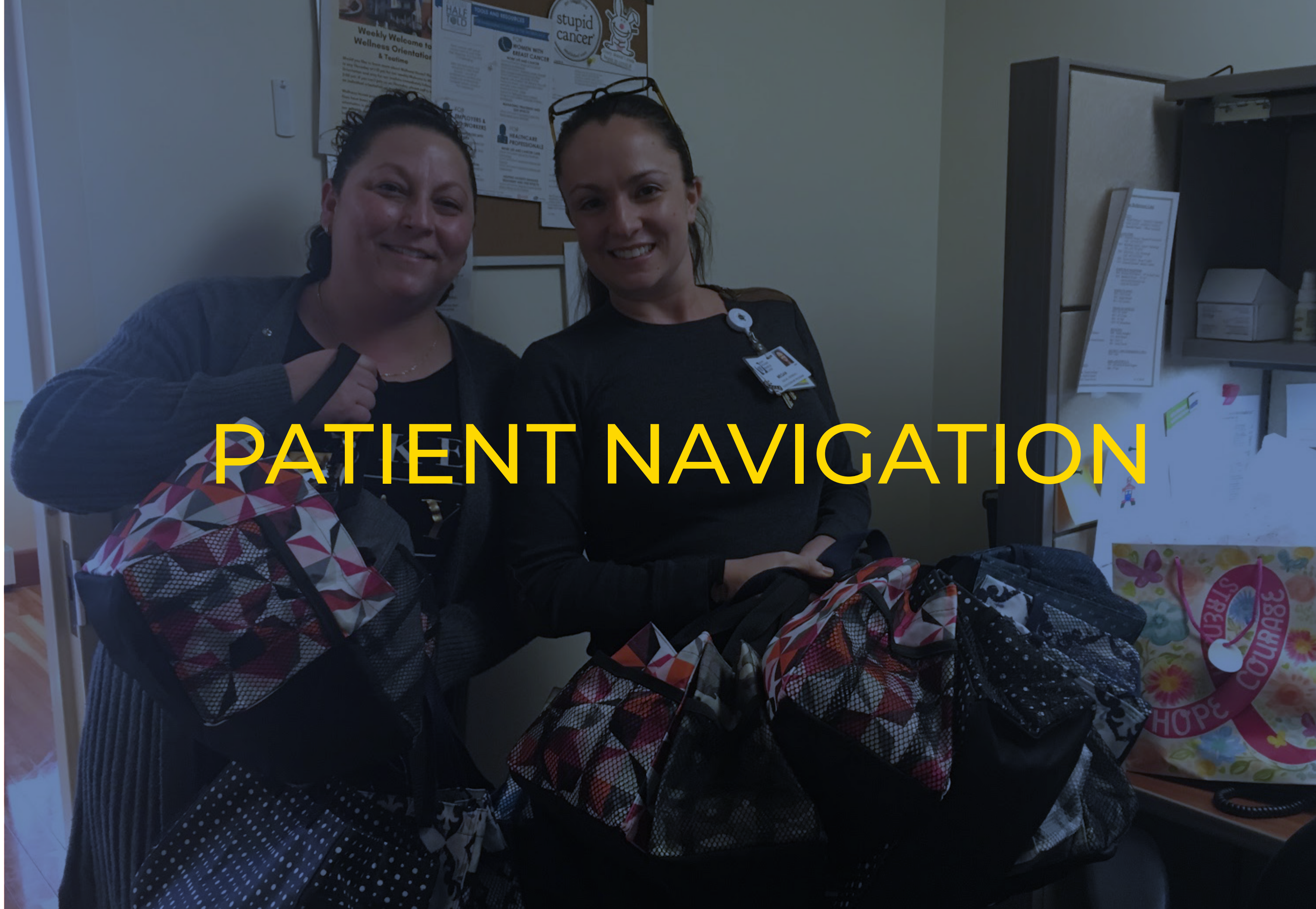
\$28,867

VALUE OF ITEMS PURCHASED

MOST POPULAR PURCHASED ITEMS

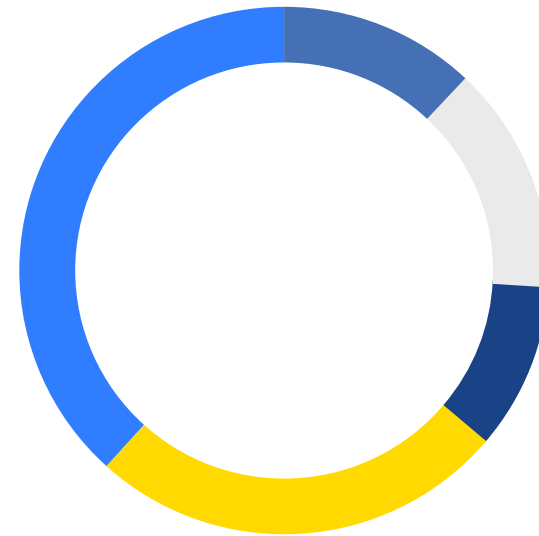


PATIENT NAVIGATION



PATIENT NAVIGATION DATA

507
INDIVIDUALS REACHED



- University of Maryland Medical Center 194
- Walter Reed National Military Medical Center 131
- Anne Arundel Medical Center 70
- Johns Hopkins Hospital 60
- Children's National Health System 52



TOP BARRIERS

1. Social Isolation
2. Adjustment to Illness/Hospitalization
3. General Financial Needs
4. Side Effects/Late Effects of Treatment
5. Mental Health
6. Limited Family/Social Support
7. Continuing or Returning to Work/School
8. Navigating Healthcare System
9. Communicating with Medical Team
10. Understanding Diagnosis/Treatment



TOP INTERVENTIONS

1. Routine Check-In
2. One on One Emotional Support
3. Encouragement
4. Ulman Program Referrals
5. Invite/Referral to Social/Educational Activity
6. Referral Assistance with Financial Support
7. Resources Related to Coping
8. Support Group Referral/Facilitation
9. Fertility Preservation Education
10. Connection to Other Patient/Survivor

PATIENT NAVIGATION HIGHLIGHTS

- 1 Our Children's National & Walter Reed navigators held the SPEAC (Survivor and Patient Education and Advisory Council) Meeting twice this year. The group works to provide feedback about the AYA cancer experience and suggestions for improvements.
- 2 At Children's National, Ulman hosted a hospital wide BINGO game twice at Seacrest Studios. AYA patients tuned in and played from their rooms and called in when they won.
- 3 Our AYA Support Group at Walter Reed met 24 times in 2018, averaging about 7 patients/survivors per gathering.
- 4 Our new Patient Navigation program at Anne Arundel Medical Center extends beyond the hospital walls. We launched a second chapter of Where YA Meet in Anne Arundel County in collaboration with a local survivor/advocate.

FERTILITY PRESERVATION IN MARYLAND



Adolescents and young adults represent a relatively small percentage of cancer patients, so concerns unique to them, like losing their fertility, are sometimes overlooked.

Recognizing the need to do more to give patients a chance of parenthood, the Ulman Foundation has partnered with local fertility organizations to provide discounts and free storage for patients and offered some financial assistance. But, there was still an opportunity to have a larger impact with fertility preservation costs continuing to rise.

During the spring of 2017, the Ulman Foundation quickly organized testimonials, found bill sponsors, and testified before a committee with the help of partners at the Alliance for Fertility Preservation.

There were many supporters in the statehouse, but the late start during the legislative season made it hard to get the support needed. The bill died in committee, but the groundwork was laid for the next legislative session.

At the conclusion of the 2017 effort, Chairwoman Pendergrass and Chairman Middleton forwarded the bill to the Maryland Healthcare Commission for its fiscal review.

In early 2018, the Ulman Foundation returned to Annapolis with their supporters and told their stories. They spoke about the decisions they were forced to make about whether they could afford to save their chance for a family – all while also facing a cancer diagnosis.

The committee and ultimately the Maryland Legislature overwhelmingly supported the bill.

On May 15, 2018, Governor Hogan signed the bill into law. Beginning in January 2019, Maryland mandates that private health insurance must offer coverage for young adult cancer patients seeking to preserve their fertility.

“Passing legislation last year will ensure more Marylanders, especially cancer patients and survivors, have the opportunity to experience parenthood. This milestone is one of the most transformational contributions Ulman Foundation has had in our 21 years of advocating for young cancer patients”

– Brock Yetso, The Ulman Foundation President & CEO



EVENTS



Blue Jeans {& Bow Ties} Ball	\$185,000	Pedal & Paddle	\$4,300
Screw Cancer Brew Hope	\$18,000	Eff Cancer Golf Tournament	\$21,000
Beard-Off	\$15,000	Corridor Classic Golf Tournament	\$20,000
Fight Night	\$116,000	Pikesville 5K	\$18,000

\$397,300
raised to help change lives

SUPPORT THROUGH SPORT

4K FOR CANCER

“EVERY DAY ON 4K, I AM THANKFUL FOR A BODY
THAT CAN STILL RUN AND FOR **A CAUSE THAT
KEEPS ME RUNNING.**”

– Emma, 4K 2018





Our riders and runners have chosen to dedicate their summers to cycling and running from coast to coast, over 4,000 miles. This dedication does not come without its challenges. Riders tackle 50-120 miles per day, while runners cover 10-16 miles per day. Our participants ensure these miles count by dedicating them to others impacted by cancer and writing the dedications on their bodies, to draw strength from daily.

4K FOR CANCER

76
RIDERS

66
RUNNERS

30
SERVICE
LOCATIONS

13
SCHOLARSHIPS
GIVEN

\$900,566
TOTAL FUNDS RAISED



I was diagnosed with carcinoid cancer a week after my 19th birthday at the end of my first semester of college. When I was diagnosed, cancer seemed to be a threat to my “normal” college student life. I struggled to tell my friends. I was afraid of what people would say, but ultimately, I was afraid to admit that this really was a BIG deal. I didn’t know how to talk about cancer or how to lean on others for support. Thankfully, I am now cancer free. And what I know now is that it is really important to talk about it. To be open to others, to lean on support networks. I believe that it is important to use life experiences, for me it is cancer, to be vulnerable with others so that they do not have to face it alone. That is what 4K means to me. 4K has motivated me to get back on my feet. I frequently think about how weak I felt after my surgeries, how I could barely lift myself out of bed, and about how running a tenth of a mile left me breathless and sore. Every day on 4K, I am thankful for a body that can still run and for a cause that keeps me running.

MEET EMMA

KEY TO KEYS

IT'S A JOURNEY THAT BRINGS TOGETHER A DIVERSE GROUP OF INDIVIDUALS TO BUILD A COMMUNITY OF SUPPORT FOR THOSE AFFECTED BY CANCER.

KEY TO KEYS

18

RIDERS

8

SURVIVOR
PARTICIPANTS

6

SUPPORT
DRIVERS

40

CHEMO CARE
BAGS DELIVERED

\$147,732

TOTAL FUNDS RAISED

KEY
HIGHWAY
to KEY WEST

An eight day bike ride from Key Highway in Baltimore, MD to Key West, FL. Participants visit cancer centers on their trip south to inspire and unite communities while raising awareness and funds for the fight against cancer.

Key to Keys is more than just a bike ride. It's not a race. It's not a competition. It's a journey that brings together a diverse group of individuals to build a community of support for those affected by cancer.

POINT TO POINT

“...WE WERE ALL EACH OTHER’S STRENGTH. I MET REAL HEROES ON THIS TRIP, IN MY EYES AT LEAST. *I NEVER KNEW SUCH A LEVEL OF LOVE, POSITIVITY, AND INSPIRATION COULD COME FROM THE POINT TO POINT EXPERIENCE.*”

– Rich, Point to Point 2018

LOCUST POINT to SOUTHERN MOST POINT

Point to Point is a journey from Locust Point in Baltimore, MD to the Southernmost Point in Key West, FL in which participants run or walk each day to raise awareness about young adult cancer and spread our mission.

Point to Point is more than an 8-day journey. The bonds and friendships formed on this team are completely indescribable. We are a team, but we are also forever a family!

POINT TO POINT

18
RUNNERS

9
SURVIVOR
PARTICIPANTS

6
SUPPORT
DRIVERS

40
CHEMO CARE
BAGS DELIVERED

\$111,084
TOTAL FUNDS RAISED

NEW YORK CITY MARATHON

"...MY PERSONAL MISSION WAS NOT TRULY COMPLETE,
THE DREAM NOT FULFILLED, *UNTIL I FINISHED THOSE
26.2 MILES IN NEW YORK CITY.*"

– Mike, NYC Marathon 2018

NEW YORK CITY MARATHON

25

PARTICIPANTS

10

4K ALUMNI
PARTICIPANTS

\$79,137

TOTAL FUNDS RAISED





When I was 13 years old, I thought I was invincible. Like many young teenagers, I had big dreams. I had little regard for anyone else's dreams but my own. Then one April morning, the unthinkable happened to those dreams. I sat in a softly lit examination room with my parents and my doctor as they told me I had cancer. Like many cancer patients and survivors can relate to, you get used to being told what you cannot or should not do as a matter of precaution. After cancer, I revised my childhood dreams and made it my mission to run a marathon. My life as a survivor has been one of intention, fueled by this second lease on life and my personal competition to defeat cancer from limiting me, while helping others find that passion for seizing the power of life after cancer, all of which I'm incredibly proud of accomplishing. But my personal mission was not truly complete, the dream not fulfilled, until I finished those 26.2 miles in New York City. The race was one of the most magical days of my life. Seeing the beautiful smiles of the Ulman Team Fight gang at mile 24 cheering me on was the shot in the arm my tired body so desperately needed. Crossing the finish was surreal.

MEET MIKE

CANCER TO 5K

"I CANNOT THANK ULMAN AND CANCER TO 5K
ENOUGH FOR THEIR **DEDICATION TO HELPING
PATIENTS NAVIGATE CANCER AND LIFE
AFTERWARDS.**"

– Holly, Cancer to 5K 2018



Cancer to 5K provides a community of support for cancer survivors through a free 12-week training program.

Regardless of age, treatment status, or physical ability, survivor participants run/walk alongside coaches and volunteer “sherpas” with the ultimate goal of completing a 5K goal race. While everyone’s cancer journey is different, many individuals benefit from a weekly exercise routine.

CANCER TO 5K

120

SURVIVOR
PARTICIPANTS

62

FIRST-TIME
FINISHERS

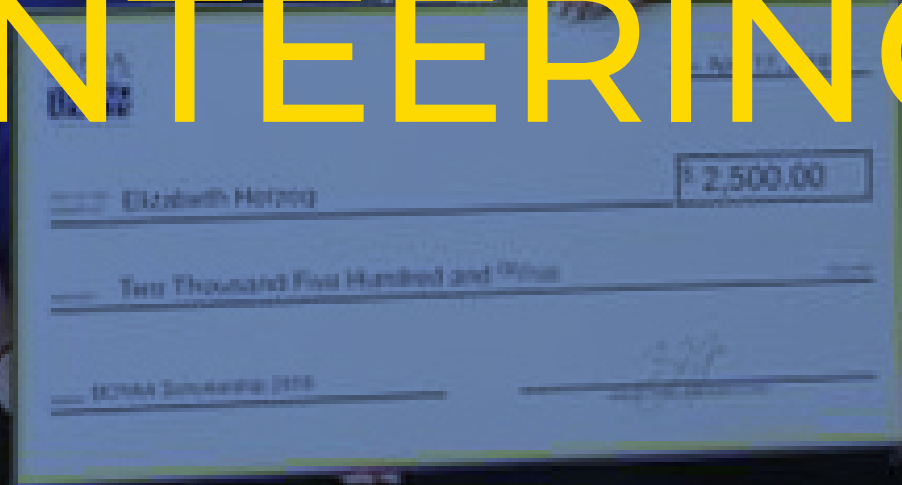
15

REMOTE
PROGRAMS

PROGRAM LOCATIONS

Boston, Long Island, New York City, Baltimore, Howard County, Anne Arundel County, Montgomery County, Washington DC, Charleston, Columbus, Chicago, Denver, Orange County, East Bay, San Francisco

VOLUNTEERING



BOYAA

BOYAA members are socially conscious young professionals who participate in service and social events to support the young adult cancer community.

37 \$15,000+

MEMBERS

TOTAL FUNDS RAISED

This year BOYAA hosted Screw Cancer Brew Hope at Cross Bar, held a pajama brunch to raise funds and adopt a family through Ulman's Holiday Gift Drive, and awarded a college scholarship.



GAMECHANGERS

GameChangers are young professionals going above and beyond. They're successful at work, committed to bettering their communities, and are leaders among their peers. The GameChangers program enables them to build upon their strong foundation through an enriching curriculum of leadership development and corporate citizenship.

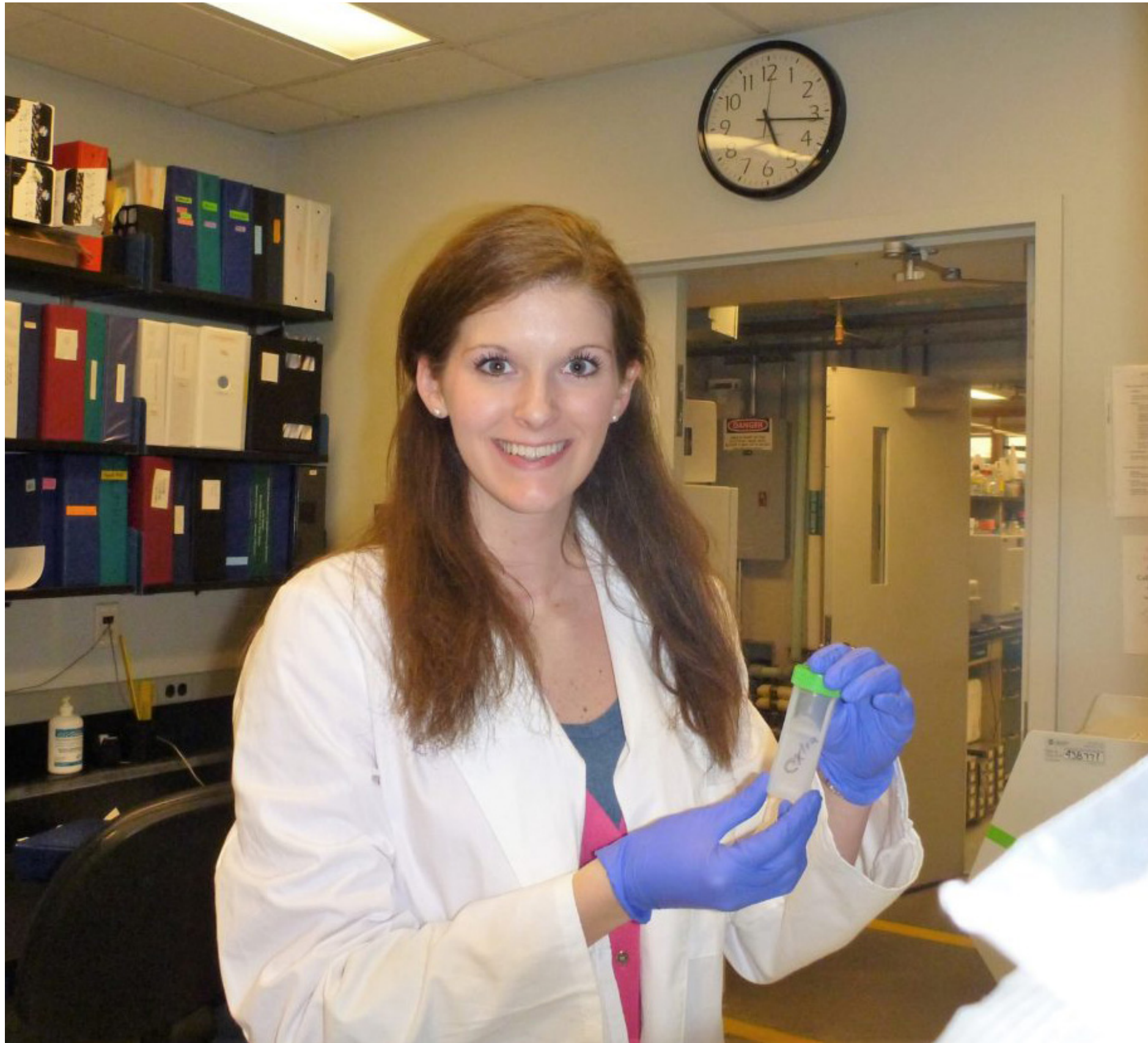
10 \$32,537

MEMBERS

TOTAL FUNDS RAISED

In addition to leadership activities, the GameChangers served by adopting a family through Ulman's Holiday Gift Drive, and making Thanksgiving dinner for patients in need.





It all started in eighth grade, when I was yelling, calling plays on the basketball court. My voice was hoarse and my teammates had trouble hearing me. A camera down my throat revealed that a tumor had spread to the nerve feeding my vocal cord. After a biopsy, I was diagnosed with thyroid cancer. I had surgery to remove my cancerous thyroid and lymph nodes the cancer had metastasized to. I woke up from the surgery to learn it had been a success, but the doctors were unable to salvage the nerve feeding my vocal cord. I had permanent vocal cord paralysis. After multiple surgeries and radiation treatment, I was declared clear of the disease. A year later, by an implant, I was given a new voice.

My passion for fighting my disease became a passion to fight the disease for others. I now conduct cancer research at the Johns Hopkins School of Medicine while getting my PhD in the Biochemistry, Cellular, and Molecular Biology program.

I am so honored to be named a GameChanger, to be recognized for my demonstrated excellence in my profession, commitment to the betterment of my community, and my displayed leadership.

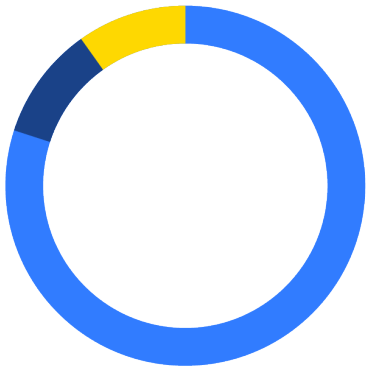
MEET **BRITTANY**

FINANCIALS

Statements of Activities

	Without Restrictions	With Restrictions	Total
Support, Gains, and Revenue			
Contributions	\$2,207,847	\$874,082	\$3,081,929
Special events, net of direct expenses	\$294,319	-	\$294,319
In-kind contributions	\$349,397	-	\$349,397
Net assets	\$666,303	(\$666,303)	-
Interests and dividends	\$14,227	-	-
Realized gain on investments	(42)	-	(42)
Unrealized gain on investments	(25,657)	-	(25,657)
Net assets released from restrictions	\$666,303	\$666,303	-
Total support, gains, and revenue	\$3,517,866	\$207,779	\$3,725,645
Operating Expenses			
Program services	\$2,273,907	-	\$2,273,907
General and Administrative	\$306,455	-	\$306,455
Fundraising	\$311,957	-	\$311,957
Total operating expenses	\$2,892,319	-	\$2,892,319
Net Assets			
Change in net assets	\$645,967	\$207,779	\$853,746
Net assets, beginning of year	\$161, 216	\$2,489,685	\$2,650,901
Net assets, end of year	\$2,112,329	\$1,392,318	\$3,504,647

Our Investments



- 80% Programs
- 10% Fundraising
- 10% Administrative

Statements of Financial Assets / Liabilities

Current Assets	Year ended 12/31/18	Year ended 12/31/17
Cash and cash equivalents	\$1,077,949	\$1,064,914
Pledges receivable, net	\$959,192	\$850,693
Other receivables	\$30,470	\$58,278
Investments	\$381,588	\$396,808
Prepaid expenses and other assets	\$66,699	\$107,783
Property and equipment	\$2,269,633	\$921,381
Total current assets	\$4,785,531	\$3,399,857
Liabilities		
Accounts payable and accrued expenses	\$137,533	\$319,617
Deferred revenue - special events	\$223,254	\$275,117
Deferred rent	\$23,456	\$28,745
Capital lease obligations	\$21,719	\$29,548
Construction loan, net of debt issuance cost	\$874,922	\$95,929
Total liabilities	\$1,280,884	\$748,956
Net Assets		
Without restrictions	\$2,112,329	\$161,216
With restrictions	\$1,392,318	\$2,489,685
Total net assets	\$3,504,647	\$2,650,901
Total liabilities and net assets	\$4,785,531	\$3,399,857