

Dear friends,

In 2019, after four years of planning, fundraising, and building, Ulman House finally became a home. Its opening in January of this year was a landmark for the Ulman Foundation - at once a major accomplishment and an embarkation into new territory. This year, we looked back proudly on all the knowledge we have amassed over the past two decades; insights and learnings which equipped us to create and launch this facility. We also looked forward with great anticipation to all we would learn through this new initiative.

Complemented by our existing programs and bolstered by our robust fundraising initiatives, Ulman House got off to a wonderful start. And just as holiday memories, handwritten growth charts, scratches on the floor, and handprints in the sidewalk all tell the story of a family home, we have begun to collect those pieces that will tell the story of Ulman House. The names on the new Why We Fight wall, the songs harmonized in the BoStrong Music Room, the meals shared around the dining room table, and the celebrations of treatment completed will define this space - this home.

Thank you for reviewing this special year with me. There are many incredible moments reflected in the pages that follow, and you may even see a friendly face or two!

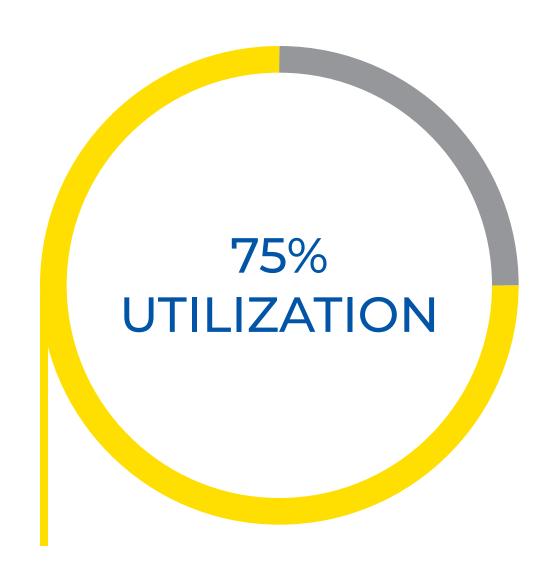
In service and with appreciation,

Brock Yetso President & CEO

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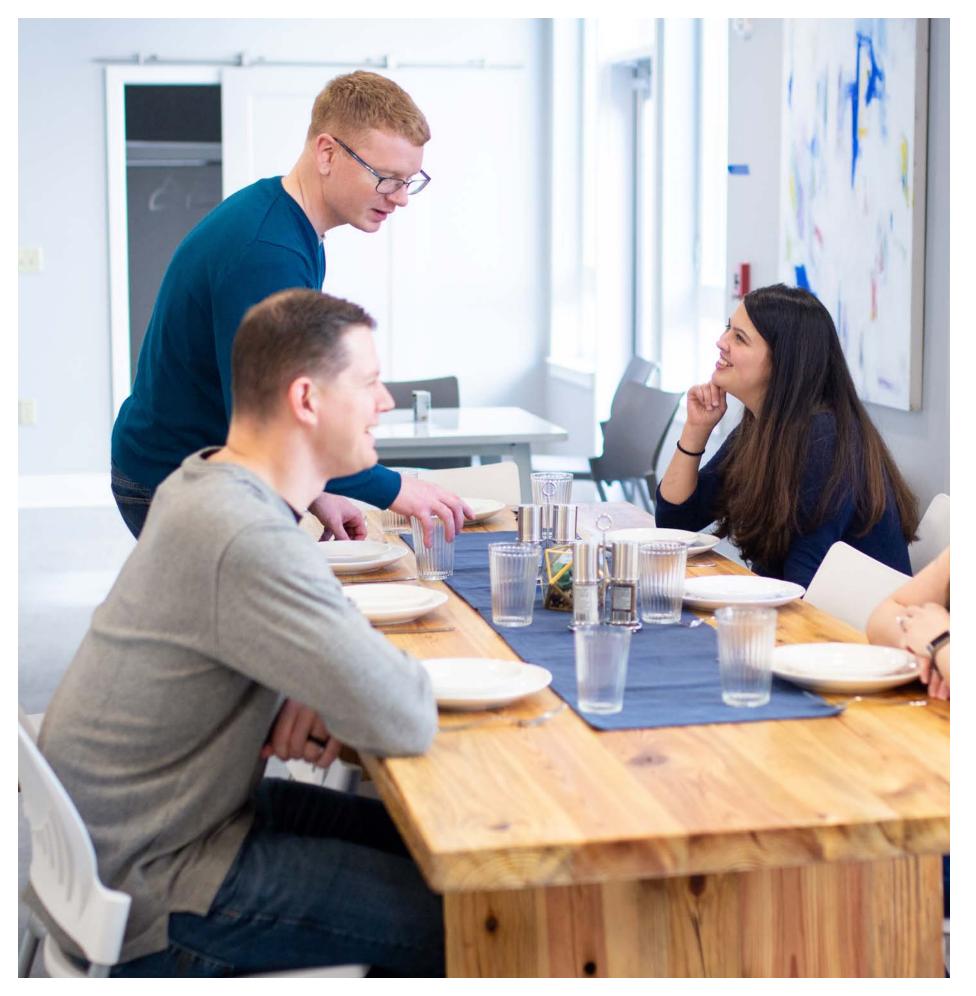


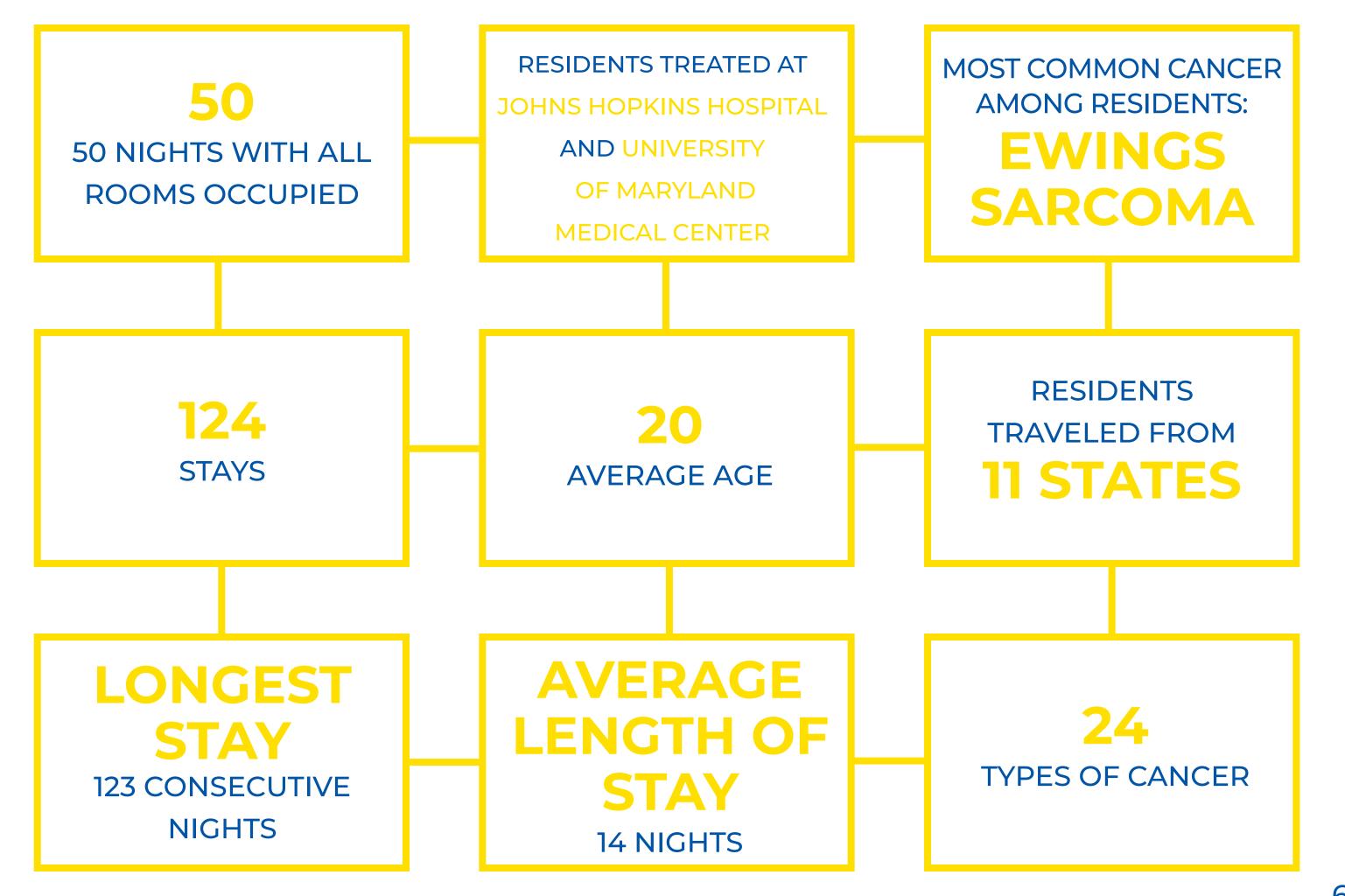


42
PATIENTS STAYED

80 CAREGIVERS STAYED

122 TOTAL OVERNIGHT GUESTS





Emily's Story

Ulman House Resident Spotlight

I never would have thought there was such an amazing foundation that would help me along this journey. Treatments were really starting to wear me out, especially living almost two hours away from the hospital. I had no idea there was a place like Ulman House, so we were thrilled when we found out about the opportunity to stay there. Even going through treatments every day, the Ulman House made me feel refreshed and cared for on another level. The people I got to meet made this journey that much more special.



Memorable Dates

January 10th Ulman House officially opens April 8th
First Ulman House
resident bell ringing,
signifying the end of
treatment

April/May
First Bo Strong
Foundation Music
Night

January 11th
First resident
checks in

April 18th Spring Fling celebration



May 10th
Ulman House
ribbon cutting/
ceremonial
grand opening

June 5th
First meditation/
mindfulness
night



Maryland First Lady Yumi Hogan cooks dinner for residents



June 3rd First therapy dog visit September 26th Fall Fest celebration December 12th Holiday celebration and resident reunion

"Facing cancer is extremely stressful. How did your stay at Ulman House imapct your level of stress?"

Segment	Value	Percent	Responses
2019 Data	Greatly reduced my level of stress	75 %	15
	Somewhat reduced my level of stress	20%	4
	Did not impact my level of stress	5%	1
	Total Responses		20

"What Ulman has done for us is: to help us use our resources to care for our daughter, to give us a place where we feel safe, and to give us a place that we don't feel alone in the really frightening battle to save her life. We are so grateful!"

"Facing cancer often puts patients and their loved ones under extreme financial strain. How did staying at Ulman House impact your financial burden?"

Segment	Value	Percent Re	esponses
2019 Data	Greatly reduced my financial burden	75%	15
	Somewhat reduced my financial burden	15%	3
	Did not impact my financial burden	10%	2
		Total Responses	5 20

"Not only did Ulman provide housing and financial assistance but indirectly, also emotional support by connecting me to a community - really a second family (navigators, other patients/caregivers) during treatment."

Ulman House guests often live outside of Baltimore and are traveling to Baltimore specifically for cancer care. How did staying at Ulman House impact your ability to access the care you or your loved one needed?

Segment	Value	Percent Resp	onses
2019 Data	Greatly increased my ability to access care	80%	16
	Somewhat increased my ability to access care	15%	3
	Somewhat decreased my ability to access care	5%	1
		Total Responses	20

"Coming from out of state, I had to have surgery and stay for a couple weeks after. I was so worried about where me and my father would stay, not knowing Baltimore at all. This place was perfect and helped me and my dad more than I can say!"

It is often difficult for patients to comply with complex cancer treatments. How did staying at Ulman House impact your compliance with your treatment protocol?

Segment	Value	Percent	Responses
2019 Data	Greatly increased my compliance	91%	10
	Somewhat increased my compliance	9%	1

Total Responses

11

"Life-changing for many!"





58 RIDERS 17,902
MILES COVERED

50 RUNNERS 186 OVERNIGHT HOST SITES

28 STATES CROSSED

7
ALUMNI PARTICIPANTS

25
SERVICE
LOCATIONS

5 SCHOLARSHIPS AWARDED

\$15,698
RAISED BY TOP
FUNDRAISER

\$193,556

RAISED BY TOP
FUNDRAISING TEAM

\$700,882 RAISED



Ryan's Story

Ryan Litwin is a three-year cancer survivor who ran across the country with 4K for Cancer's Team Boston. Ryan ran in memory of his cousin Laurie Wimler who passed away from cancer.

4K for Cancer Alumni & Cancer Survivor

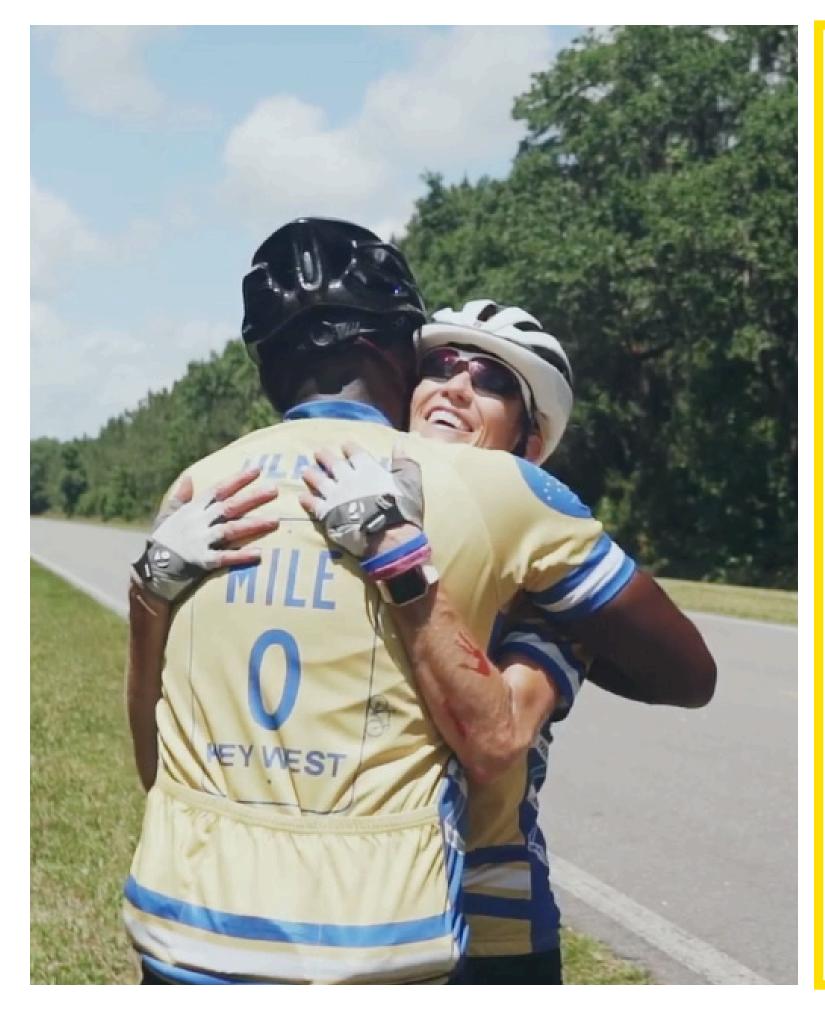


"Early on into Team Boston's cross country run, we bonded extremely quickly as a team. One of the great things about 4K is how vulnerable everyone is on the team. Everyone is willing to talk about anything with anyone, most anytime. It's incredible. In one conversation with Tyler Schoch, we talked about our running times, much like any other running conversation. Only this time, we talked about my original post treatment goals of breaking five and a half minutes in the mile. He told me that on 4K we would break that time.

On day thirty seven of 4K, we decided to give the time trial another go. When I found out the time was 5.37, I couldn't believe it. I was ecstatic, and I still am. I just couldn't believe it. I ran so much faster than I thought I was capable of, and I still felt like it could have been faster.

The entire team ran over with hugs, high fives, and so much excitement! It was absolutely incredible. 'You look so happy!' Ally told me. 'That's because I am!' I replied. 'That's the fastest I've run in years!"





19 RIDERS

4 CANCER CENTERS VISITED

8
SURVIVOR
PARTICIPANTS

8 SUPPORT DRIVERS

\$149,081 RAISED





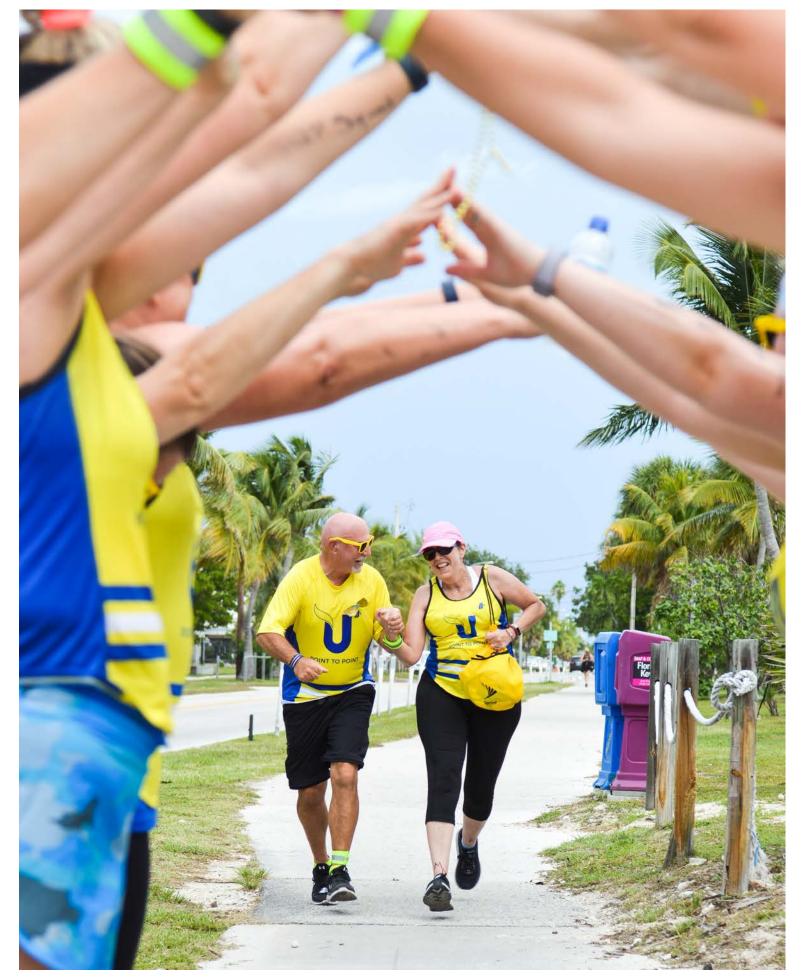
14 RUNNERS 4 CANCER CENTERS VISITED

8
SURVIVOR
PARTICIPANTS

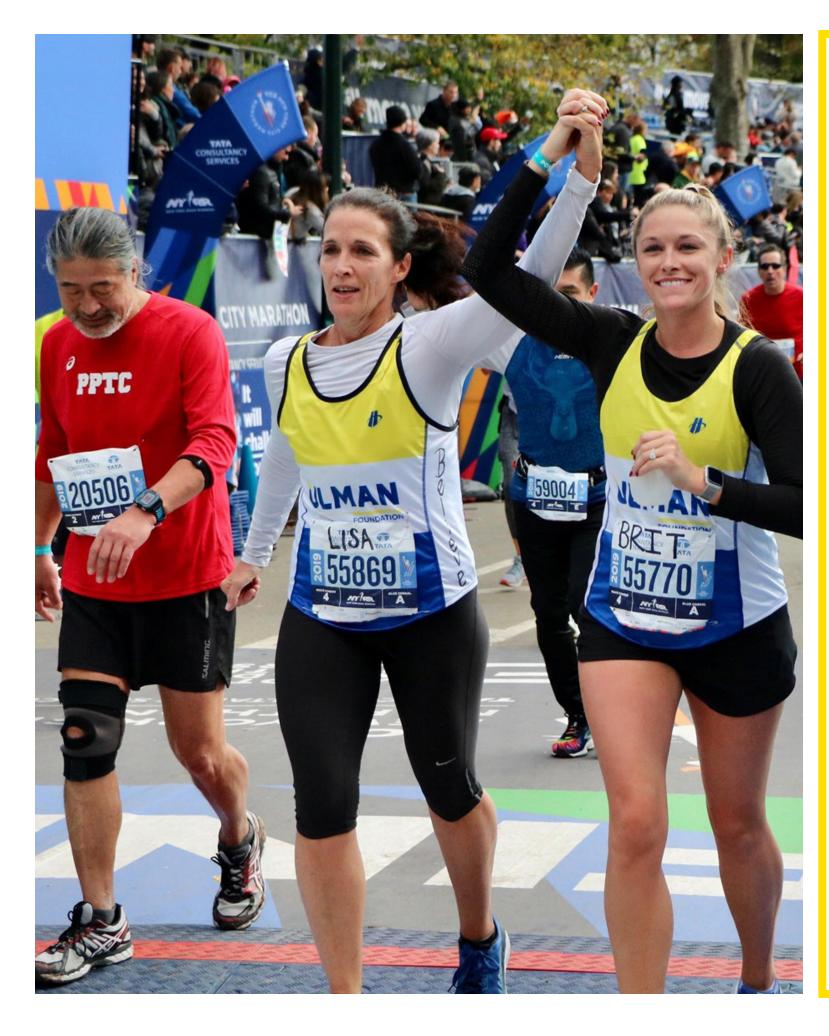
4 SUPPORT DRIVERS

\$77,613 RAISED









\$121,432RAISED

35 RUNNERS

8 SURVIVOR RUNNERS

A celebration of first-time marathoners and personal bests!





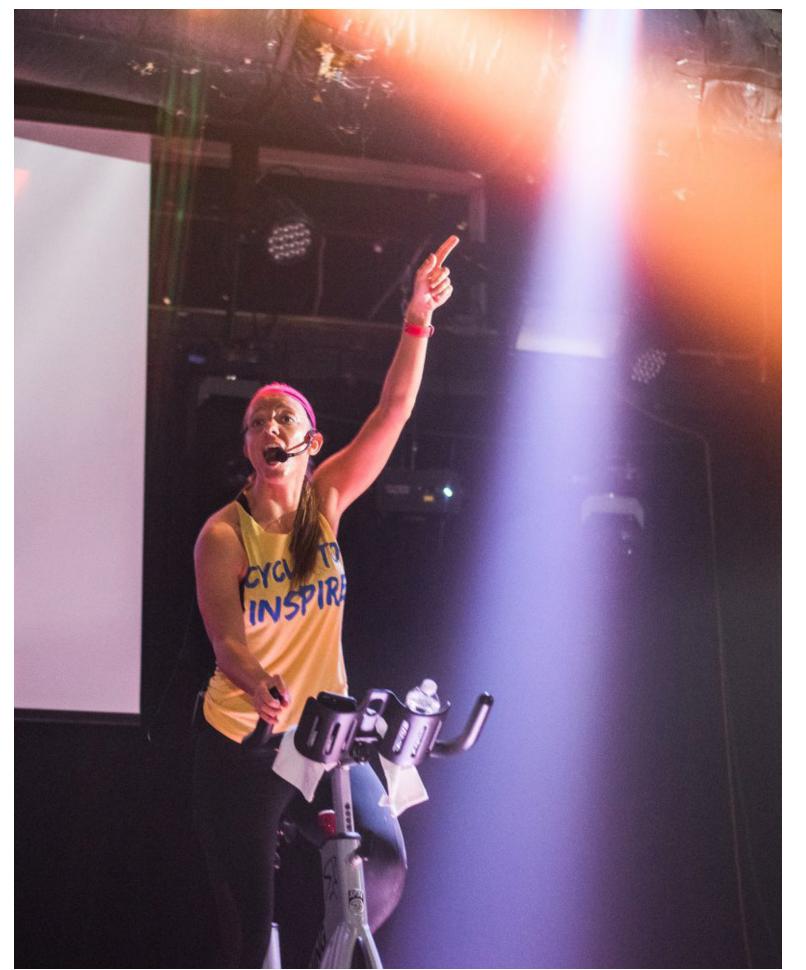
148
PARTICIPANTS

55 TEAMS

8 INSTRUCTORS

> \$55,802 RAISED









13 TEAMS

92 FIRST TIME FINISHERS

169 SURVIVOR PARTICIPANTS

TEAMS IN ANNE ARUNDEL
COUNTY, BALTIMORE, BAY AREA,
SAN FRANCISCO, BOSTON, CHARLESTON,
COLUMBUS, DC / NORTHERN VIRGINIA,
HOWARD COUNTY, ORANGE COUNTY,
MONTGOMERY COUNTY,
NEW YORK CITY, RALEIGH



PEDAL & PADDLE \$2,595

EFF CANCER GOLF TOURNAMENT \$37,425

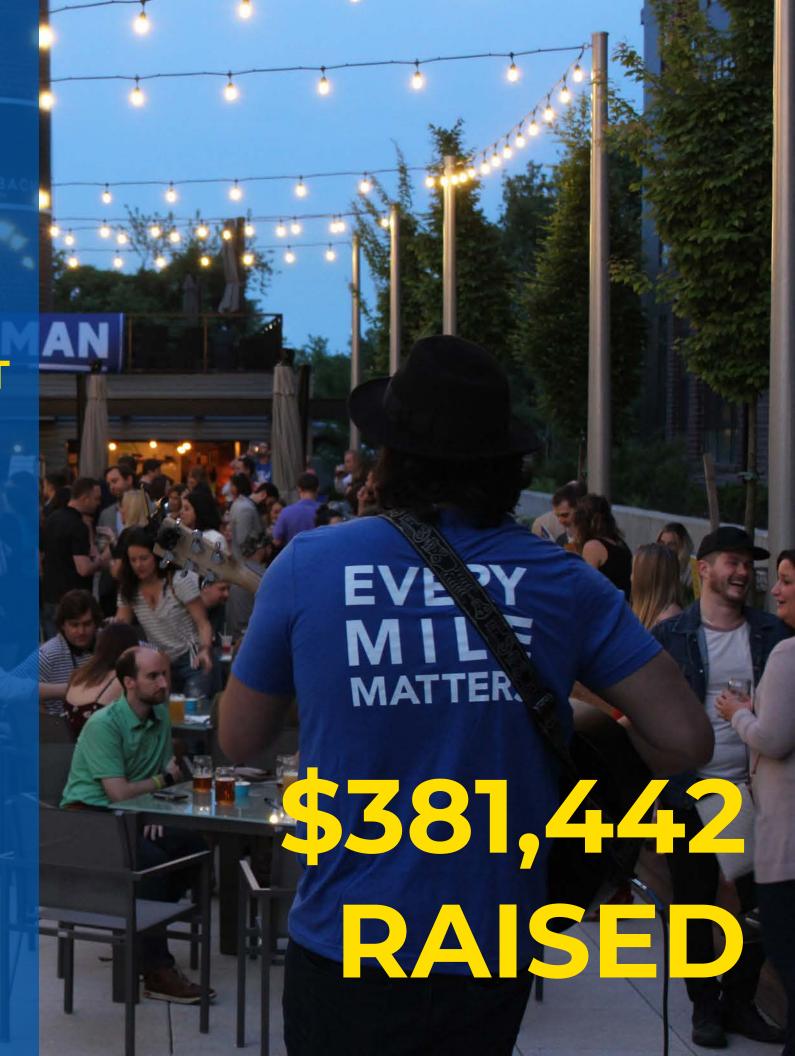
CORRIDOR CLASSIC GOLF TOURNAMENT \$20,000

PIKESVILLE 5K \$22,450

BLUE JEANS {& BOW TIES} BALL \$269,455

SCREW CANCER BREW HOPE \$20,101

BEARD OFF \$9,416







562 UNIQUE PATIENTS, NEW AND RETURNING

217 NEW PATIENTS

NUMBER OF PATIENTS REACHED PER LOCATION

UNIVERSITY OF MARYLAND

MEDICAL CENTER

ANNE ARUNDEL MEDICAL CENTER

137

JOHNS HOPKINS HOSPITAL

95

WALTER REED NATIONAL

MILITARY MEDICAL CENTER

CHILDREN'S NATIONAL

20

MEDICAL CENTER

FAMILY MEMBERS REACHED

12 REMOTE NAVIGATION

Carly's Story

"After I was diagnosed with cancer a lot of people connected me with friends and loved ones to reach out to for support. However, everyone was significantly older and they weren't dealing with the challenges I was, such as working full time while in treatment, raising a 2 year old, and putting a lot of pressure on my marriage.

When Megan reached out and told me about Ulman and the young adult support group I was skeptical but desperately trying to find someone who understood what I was going through. I found such amazing support and guidance with Ulman. Not only with their employees, but also with their volunteers and the other survivors. Ulman has helped me best navigate through my cancer diagnosis, treatments and getting me back to my life. I've just completed my very first 5K through training with Ulman's Cancer to 5K. I'm extremely grateful for this foundation and look forward to continuing to work with them."



MOST COMMON CHALLENGES FACED BY PATIENTS

INTERVENTIONS FREQUENTLY USED BY PATIENT NAVIGATORS

Social Isolation

Side Effects/Late Effects

Adjustment to Illness/Hospitalization

Mental Health Challenges

Understanding Diagnosis/Treatment

Financial Need

Communication with Medical Team

Limited Support

School/Work

Navigating the Healthcare System

Routine Check-In

Referral to Other Staff or Hospital Resources

1-on-1 Emotional Support

Referral to Ulman Foundation Programs

Referral/Assistance with Financial Support

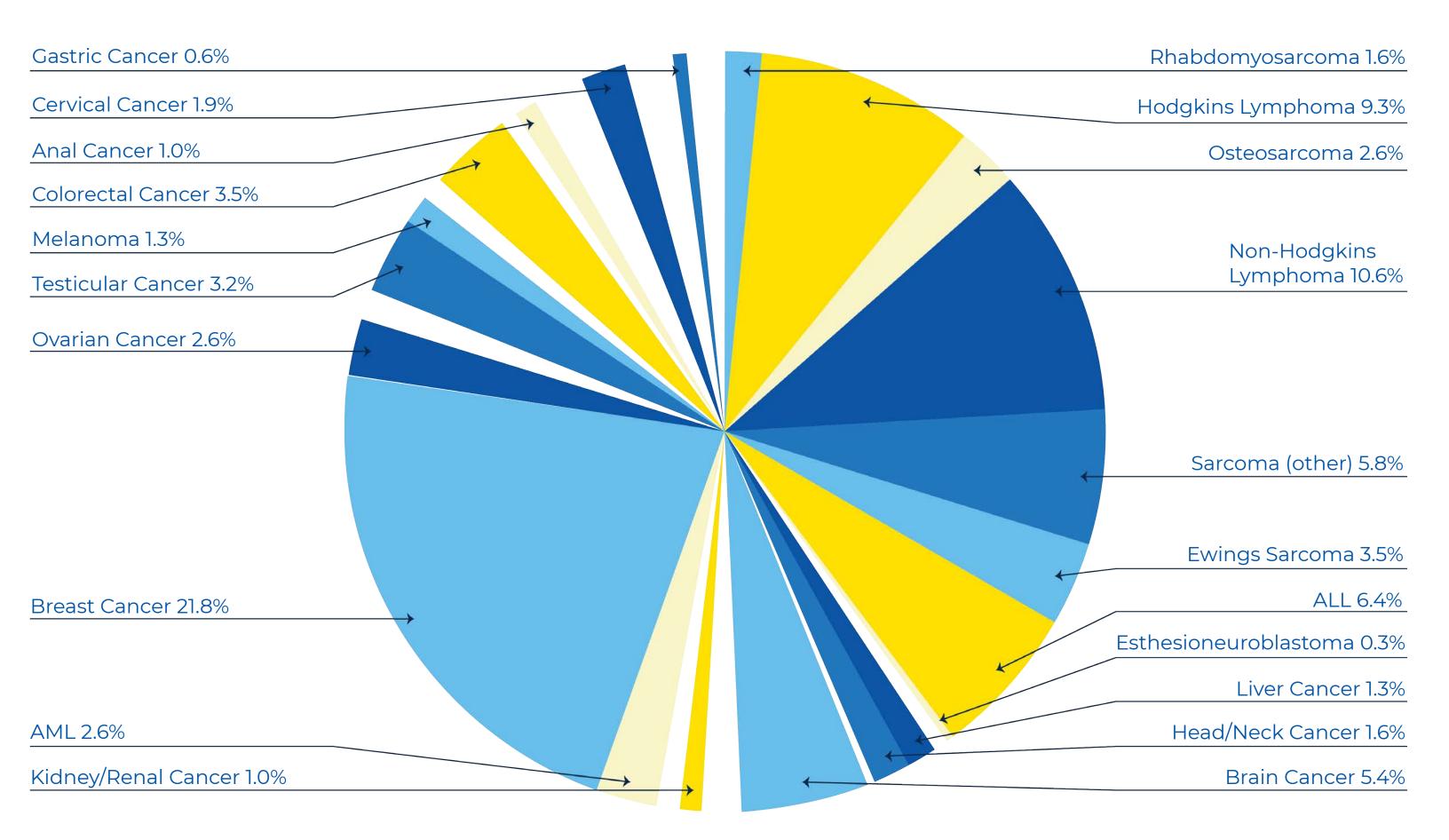
Referral to Other Organizations/Resources

Referral To/Facilitation of Support Group

Resources Related to Coping

Facilitated/Coordinated Communication Among Medical Team

Types of Cancer Experienced by Patient Navigation Clients



PATIENT NAVIGATION HIGHLIGHTS

- Our Patient Navigators represented Ulman at several national conferences, presenting to, and learning from, fellow social workers and oncology navigators. They attended the Academy of Oncology Patient and Nurse Navigation, Living Beyond Breast Cancer, Life with Cancer, and St. Jude's Palliative Care conferences.
- Patients began to take advantage of Maryland's insurance mandate for fertility preservation which resulted from 2018 legislation Ulman championed. Egg retrievals and sperm collection are now covered by insurance for cancer patients!
- The Ulman Foundation was honored with the Fire and Soul Award at Anne Arundel Medical Center for our Patient Navigation efforts.
- Patient Navigators educated colleagues at our partner hospitals, giving talks on working with transgender youth, fertility preservation, post-treatment emotional issues, and Ulman Foundation resources.
- Ulman Patient Navigator-led support groups multiplied, with new groups forming at the Wellness House of Annapolis, pop-up parent support groups at Johns Hopkins, and a new Where YA Meet series in Anne Arundel County.



239
VOLUNTEERS

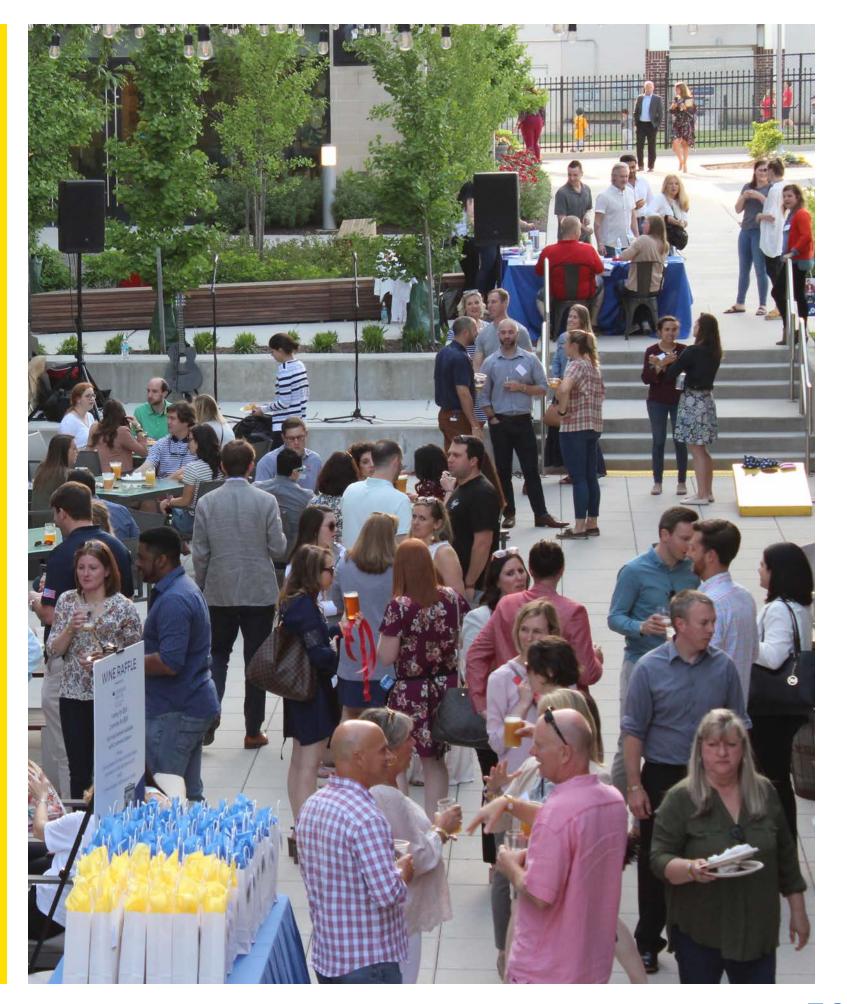
936
HOURS
VOLUNTEERING

47
ACTIVITY HOURS

604
DINNER HOURS

OUTSTANDING GROUPS/PARTNERS:

WE ARE INCREDIBLY GRATEFUL FOR
THE MANY INDIVIDUALS AND GROUPS
WHO STEPPED UP TO SUPPORT OUR
CLIENTS AND COMMUNITY THIS YEAR!





BOYAA

BOYAA hosted another hit Screw
Cancer Brew Hope that brought
together 250 friends from across
Ulman's community to raise more than
\$20,000. The event was hosted on a beautiful
evening in June at Diamondback Brewing
Company. Special guest Spencer
Wiersberg shared his story

GAME CHANGERS

This year's cohort of 15 GameChangers represented young professionals from organizations across the Baltimore area. They came together to raise \$47,822, serve a family dealing with cancer at the holidays, prepare a meal for Ulman House residents, host a Where YA Meet support group, and become ambassadors and advocates for the AYA cancer movement.



STATEMENT OF ACTIVITIES	WITHOUT DONOR RESTRICTIONS	WITH DONOR RESTRICTIONS	TOTAL
Operating Revenues and Support			
Contributions	\$1,678,539	\$159,765	\$1,838,304
Special events, net of direct expenses of \$87,824 and \$124,401	\$390,124	-	\$390,124
Program fees	\$83,346	-	\$83,346
In-kind contributions	\$10,175	-	\$10,175
Net assets released from restrictions	\$1,735,406	(\$1,735,406)	-
Total Operating Revenues and Support, net	\$3,897,590	(\$1,575,641)	\$2,321,949
Operating Expenses			
Program services	\$2,064,803	-	\$2,064,803
General and administrative	\$311,094	\$90,173	\$401,267
Fundraising	\$307,126	_	\$307,126
Total Operating Expenses	\$2,683,023	\$90,173	\$2,773,196
Change in Net Assets from Operating Activities	\$1,214,567	(\$1,665,814)	(\$451,247)
Change in Net Assets	\$1,301,381	(\$1,665,814)	(\$364,433)
Net Assets, beginning of year	\$1,205,142	\$2,299,505	\$3,504,647
Net Assets, end of year	\$2,506,523	\$633,691	\$3,140,214

FINANCIAL ASSETS AND LIABILITIES	2019	2018
Assets Cash and cash equivalents Pledges receivable, net	\$1,176,619 \$505,546	\$1,122,709 \$959,192
Other receivables, net Investments Prepaid expenses and other assets Property and equipment, net Total Assets	\$35,486 \$404,281 \$85,784 \$2,228,490	\$30,470 \$336,828 \$66,699 \$2,269,633 \$4,785,531
Liabilities and Net Assets Liabilities Accounts payable and accrued expenses Deferred revenue - special events Deferred rent	\$4,436,206 \$102,660 \$267,492 \$14,954	\$137,533 \$223,254 \$23,456
Capital lease obligations Note payable, net of debt issuance costs Total Liabilities Total Net Assets Without Donor Restrictions With donor restrictions	\$11,580 \$899,306 \$1,295,992 \$2,506,523 \$633,691	\$21,719 \$874,922 \$1,280,884 \$1,205,142 \$2,299,505
Total Net Assets Total Liabilities and Net Assets	\$3,140,214 \$4,436,206	\$3,504,647 \$4,785,531