

Be Human.

Be Better.

Be Courageous.

Be Committed.



Dear Friends,

How to sum up 2020 in a few paragraphs? It was a year unlike any we've experienced in recent history. The COVID-19 pandemic forced us to retreat to our homes and hide behind masks and computer screens, giving us all a little taste of the social isolation and lack of control many adolescent and young adult cancer patients regularly face.

Questions plagued us, and making decisions whose impact would be felt more than a day or so into the future became nearly impossible for many months. It often felt as though the world and life as we knew it was crumbling around us.

Even in the midst of the storm of 2020, the firm groundwork we have laid over the years held strong. Solid partnerships, devoted volunteers, wise financial management, and - most importantly - the Ulman Foundation values reinforced the efforts of our team. When we felt shaken, our team contemplated how we could **Be Courageous, Be Committed, Be Human, or Be Better**, and we'd find firm footing.

Our entire community - you included - displayed these values throughout 2020 too. Within these pages, you'll read about how Ulman clients, supporters, volunteers, and staff used our shared values as a foundation and support.

Thank you for taking a few minutes to reflect on a year we'll never forget, and to share with me a bit of gratitude for the values that kept us grounded.

Sincerely,

Brock Yetso

Be Human.

We believe that people, perspective,
and teamwork matter.

Be Courageous.

We courageously drive change.

Be Committed.

We take ownership of our work.

Be Better.

We constantly strive to better.



Service & Care Delivery

PATIENT NAVIGATION

622 Patients Served



- Johns Hopkins Hospital **149**
- Anne Arundel Medical Center **175**
- University of Maryland Medical Center **281**
- Walter Reed National Military Medical Center **17**

Top Barriers

1. Social isolation
2. Side effects/late effects
3. Understanding diagnosis/treatment
4. General financial need
5. Mental health
6. Navigating the healthcare system
7. Limited support
8. Communication with the medical team
9. Work/school Issues
10. Insurance/medical coverage assistance

Top Interventions

1. One-on-one emotional support
2. Referral to Ulman Foundation programs
3. Encouragement (around treatment, disclosure, etc.)
4. Referral to other organizations/resources
5. Resources for coping with diagnosis, treatment, and side effects
6. Referral to other staff/hospital resources
7. Facilitate communication/coordination among medical team
8. Referral/facilitate support groups
9. Referral or invite to social or educational activity
10. Referral/assistance with financial support

WHERE YA MEET

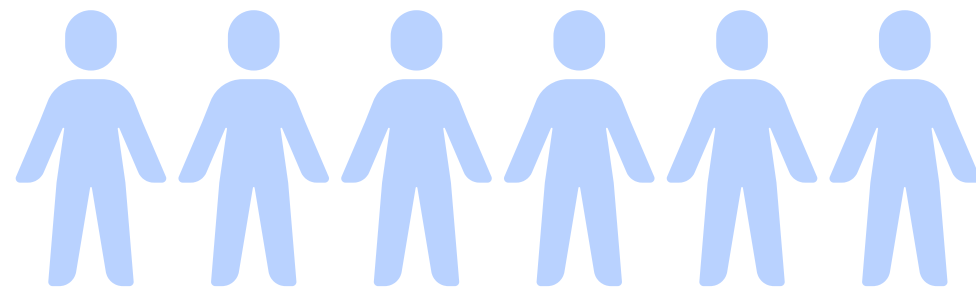
Annapolis Where YA Meet:

12 activities

Baltimore Where YA Meet:

8 activities

Average attendance: **6 people**



Partners and Collaborators:

Langway's Trivia, Crofton Bowling, Monique for Medicinal Marijuana, Capital SUP, Sylvia Donovan, Christalene, Yogavibez, Liane Lewis for Nutrition, Meghan Siegel of AAMC, ReVital Physical Therapy, AAMC DCI, Shelley Brown for ROI Mindfulness, Jessica Hensley Yoga4Cancer, Bo Strong Music Night, and Rage Room



Where YA (Young Adults) Meet is a monthly young adult activity/support group where we do a lot of fun things to build connection, and sometimes we talk about cancer! Community was more important than ever this year, and the Where YA Meet crews worked hard to maintain theirs, creatively taking part in activities that could be done at a safe, but very social distance!

CANCER TO 5K

Number of Participants:

139 First Time Finishers

95 Survivor Participants

7 Teams

Team Locations:

**Anne Arundel County, Baltimore, Boston, Charleston,
Howard County, New York City, and Raleigh**

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. Cancer to 5K teammates didn't let COVID-19 stop them from reaching their goals in 2020; teams used various combinations of socially-distanced in-person practices and online accountability to stay fit and connected through a challenging time.



THANKSGIVING MEAL DELIVERY



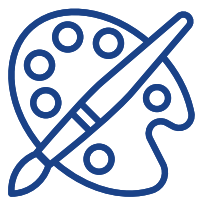
Meals delivered to 10 families

ULMAN FAMILY GIFT DRIVE



Gifts delivered to 25 families, 98 individuals total

THE ATO PROJECT



Launched a new program that uses art as a medium for connection, introspection, and growth.



Ulman House



57

stays

58

caregivers

30

patients

30

days
average
stay

14

states

25

types of
cancer

At Ulman House we provide free lodging for adolescent and young adult cancer patients and their caregivers. We're proudly located in East Baltimore, steps from our city's world-renowned hospitals, and Ulman House is uniquely designed with young adults in mind.

In just our second full year of operations, we faced the COVID-19 pandemic, which inflicted challenges we never could have foreseen.

While many healthcare hospitality homes closed their doors completely, the Ulman House team innovated to ensure that our (bright yellow!) door remained open. We reduced our capacity to allow each resident their own room in case a full quarantine was called for. We strictly limited visitors and invited volunteers to serve in new ways, outside of Ulman House's walls. Additionally, we implemented an even deeper and more frequent cleaning and sanitation protocol. We still managed to serve an urgent need for 30 patients, and to fit in a little bit of fun, too!

68%

68% occupancy with pandemic capacity

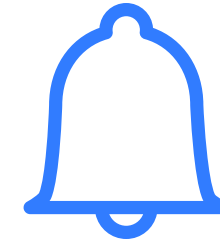
41%

41% occupancy with full capacity



"Ulman House made it possible for me to receive the treatment I needed, and greatly reduced my financial burden. They've made it possible for me to go to Johns Hopkins for my treatment, and Johns Hopkins saved my life. Ulman House saved my life too."

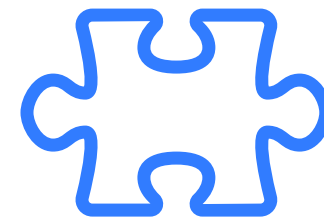
— Ulman House resident



8

Bell Ringings

The Ulman House team loves to attend the celebratory bell ringings that mark the end of a course of treatment for cancer patients.



11

Activities

We had to get creative, but we managed to plan some socially-distanced activities to keep spirits high amid the challenges of COVID and cancer.



5

Birthdays

A birthday during cancer? A cause for celebration greater than any other! Birthdays get very special treatment at Ulman House.



5

Support Slaps

What's a Support Slap? Glad you asked! It's the Ulman House tradition of giving support in non-traditional ways. Anything goes!



Fundraising

PROGRAM STATS

Individual Giving

Amount raised - \$488,382

Number of donors - 1,822

We launched Yellow Door Corps, our leadership giving circle, this year to recognize the generosity of individual donors who give \$5,000 or more annually, and to enable them to engage deeply with our community. Gratitude abounds for the following inaugural Yellow Door Corps members:

Matt & Katie D'Urso

Chris Myers

Bob & Eveline Roberts

Meghan Rodgers

Brian & Bobbie Sclar

The Scruggs Family

Grants

Amount raised - \$196,240

Thank you to our foundation partners!

Amyststrong Foundation

Community Foundation of Anne Arundel County

Delaplaine Foundation

Enterprise Holdings Foundation

France-Merrick Foundation

The Geaton and Joann DeCesaris Family Foundation

Herbert Bearman Foundation

The Kahlert Foundation

Maximus Foundation

Qlarant Foundation

SECU Foundation

4K FOR CANCER

Amount Raised:

\$497,059

Top fundraiser raised:

\$11,016

Number of Participants:

60 Runners

39 Riders

Our riders and runners decided to spend their summers cycling and running from coast to coast, and trained for a journey of 4,000+ miles, before the COVID-19 pandemic forced them to stay closer to home. As 4Kers always do, this year's runners and riders took the challenge in stride, and connected virtually with teammates from 26 states to share daily dedications, log the miles they covered independently, and from friendships from afar.



KEY TO KEYS

Amount Raised:

\$98,114

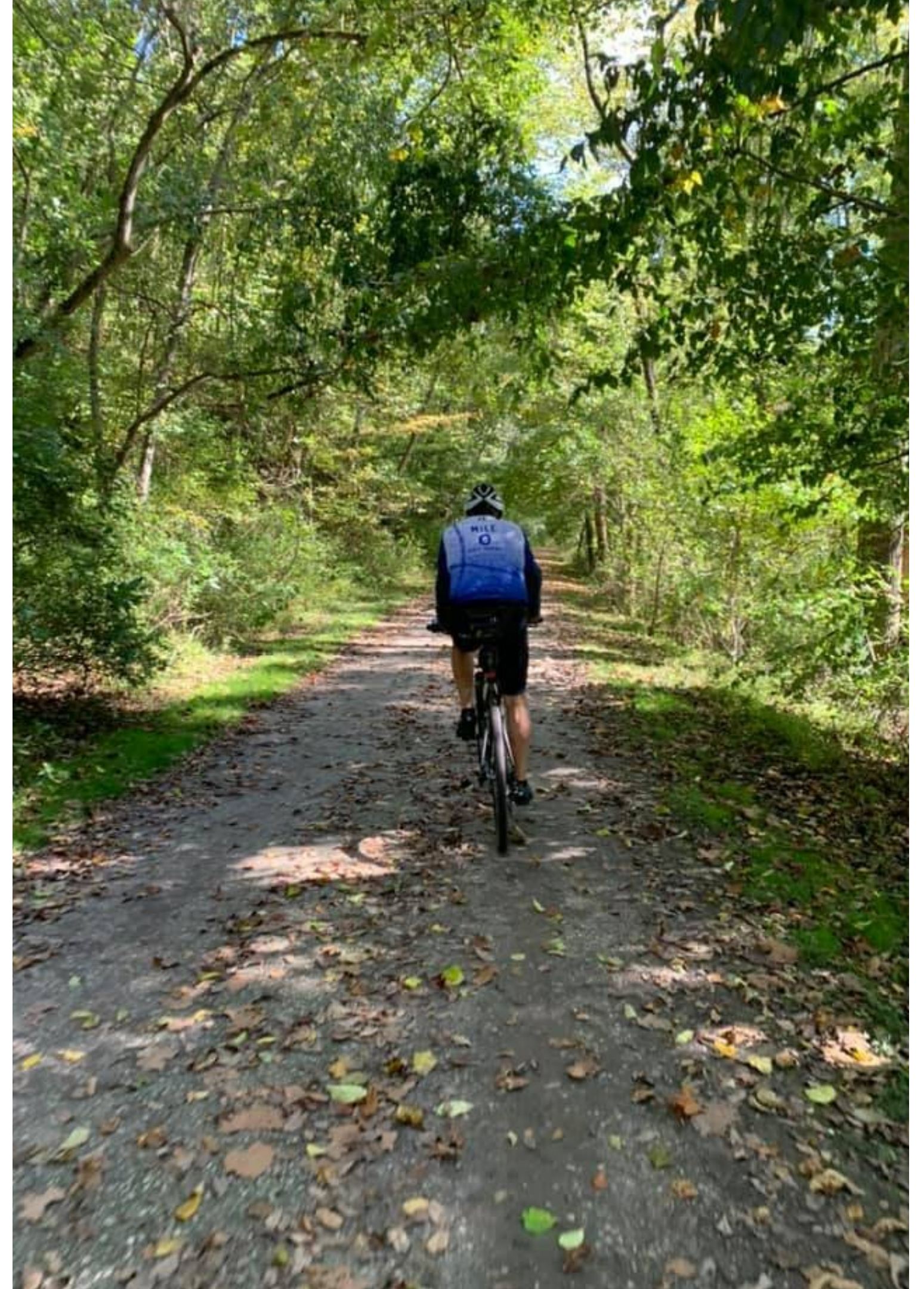
Number of Participants:

17 Riders

8 Survivor Participants

6 Support Drivers

Our annual eight-day bike ride from Key Highway in Baltimore, MD to Key West, FL took place on the roads and trails of Maryland this year, as a pandemic precaution. Participants donned face masks with their riding kits and met up in small groups for rides through the parks of Howard County, among the farmland of Pennsylvania, and along the Chesapeake Bay shoreline before logging on for team camaraderie and stories of survivorship, sorrow, and support each evening. Many team members gathered for a long group ride on Maryland's Eastern Shore to cap off a memorable week.



GAMECHANGERS

Amount Raised:

\$54,644

Number of Participants:

20 Young Professionals

Ulman GameChangers are young adults who have demonstrated excellence in their profession, shown a commitment to the betterment of their community, and displayed leadership among their peers. Honorees participate in a curriculum designed to serve the young adult cancer community and provide opportunities for personal and professional development. The resilience of the 2020 GameChangers cohort was on display through the height of the COVID-19 pandemic, as they maximized virtual meet-ups, creatively met the multiplied needs of AYA patients living through cancer and COVID, and raised their fundraising game even in the midst of the pandemic's economic downturn.



Events



BLUE JEANS {& BOW TIES} BALL

Total Amount Raised:

\$399,763

Number of Participants:

579 Attendees

43 Sponsors

This year's Blue Jeans {& Bow Ties} Ball was one to remember! Held just before "coronavirus" entered our vocabulary, it surpassed our fundraising expectations and put us in a strong position to take on the tumultuous year ahead. Lindsey Gardner, former Ulman House resident, shared her story of hardship and resilience, and her message stuck with us as we waited on better days in the months to come. We are grateful for the leadership of co-chairs Charlie & Ashley Hatter and Alex & Christina Smith, and remember fondly this powerful evening of philanthropy and fun!



DJ KOPEC QUARANTINE DANCE PARTY

Total Amount Raised:

\$103,535

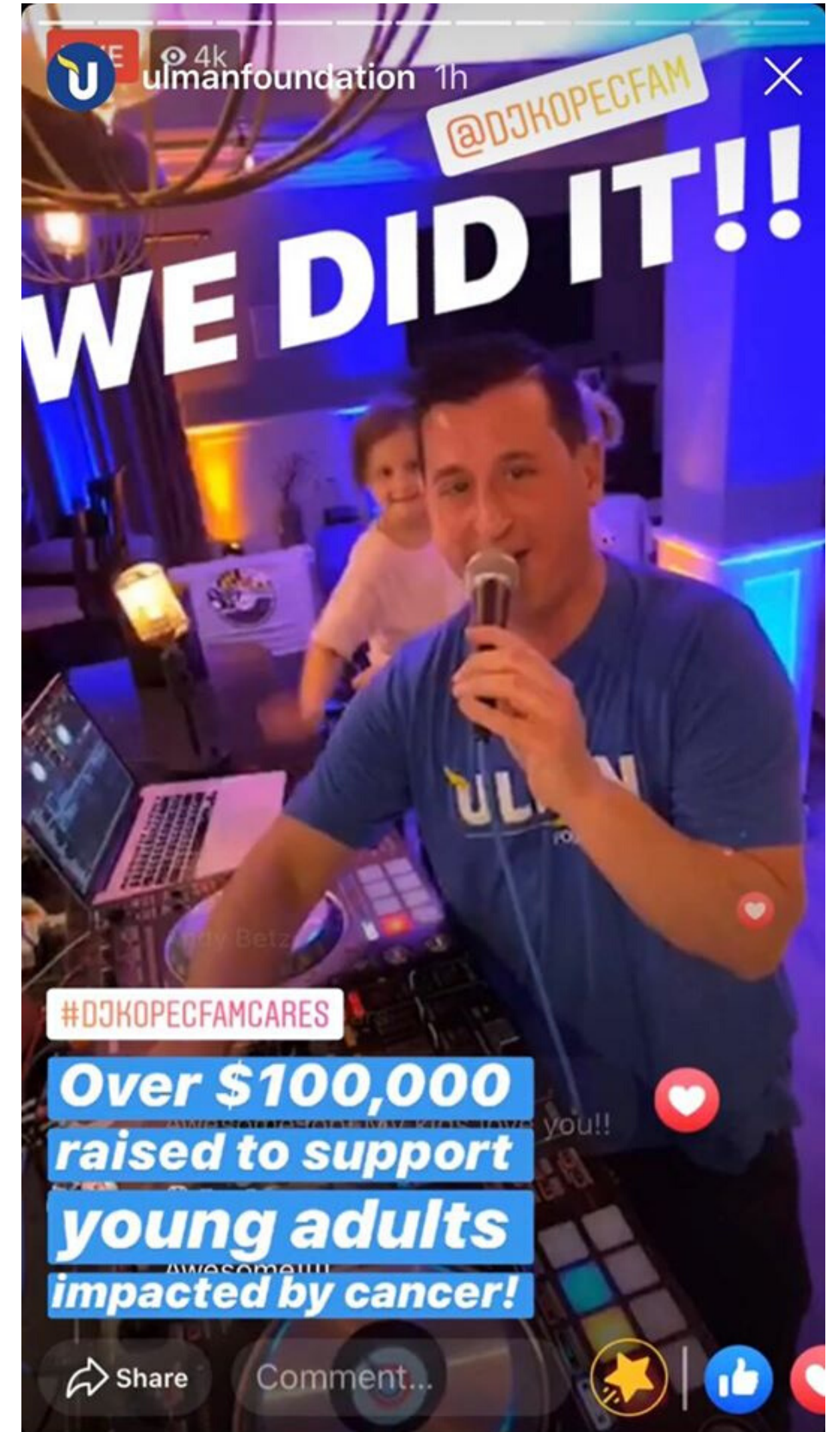
406 Donors

20% of donations earmarked to help patients with COVID-related expenses

In early 2020 Chris Kopec pulled out his DJ equipment to end the first week of his family's COVID-19 social distancing on a high note with a "quarantine dance party from the basement." Little did he know these dance parties would go viral in a few short weeks.

Since that first Facebook live, DJ Kopec's success has skyrocketed -- he has 6 million views on Facebook, has donated 60,000 pounds of chicken to those in need, and has supported essential employees in countless ways during this crisis.

We were honored that the DJ Kopec Fam chose to support the Ulman Foundation during his virtual Super Hero Quarantine Dance Party on April 18, raising \$103,535 with the help of an anonymous \$25,000 match.



MOVE MARYLAND

Total Amount Raised:

\$131,263

Amount Raised for Ulman:

\$46,064

Number of Participants:

339 Participants

81 Nonprofits / Teams

6 Instructors

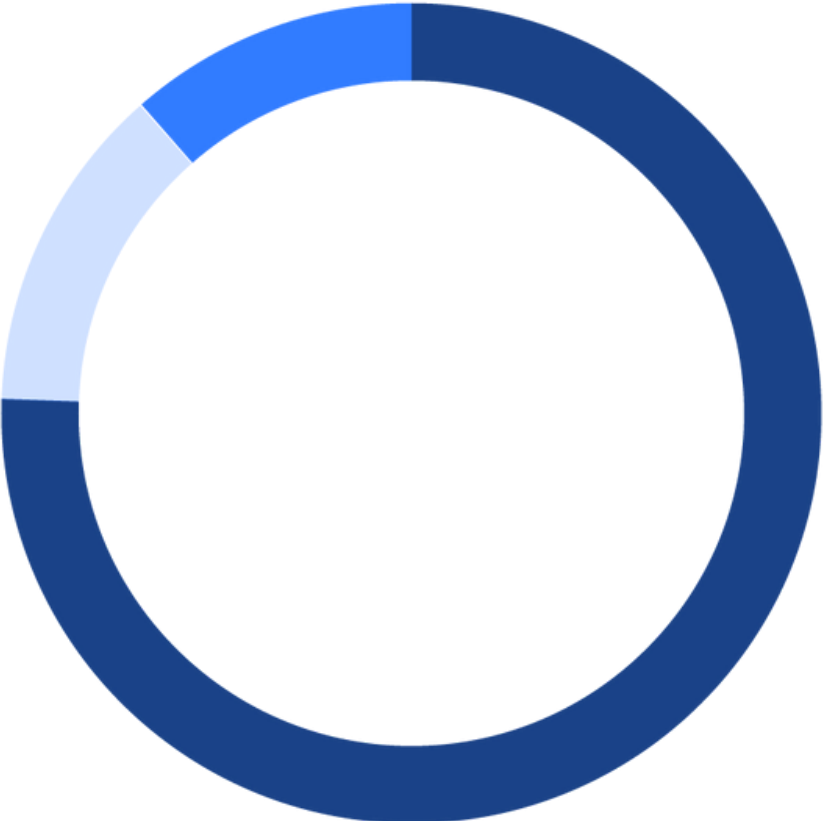


In response to the pandemic, Ulman led a state-wide collaborative event bringing 81 organizations, hundreds of participants, and thousands of donors together for a day of wellness to move Maryland's nonprofits forward! MOVE Maryland leveraged the power of community to inject Maryland's nonprofits with funding to continue their essential work through the COVID-19 pandemic, thereby improving the physical, emotional, and economic wellbeing of our state's residents. MOVE Maryland took place on November 7, and included four virtual wellness classes for all ages and abilities, encouraging messages from notable speakers, live music from DJ Kopec, and nonprofit and sponsor highlights.

A man and a woman are sitting on a grey couch, laughing heartily. They are holding a large, blue, three-dimensional letter 'U'. A yellow swoosh graphic is positioned above the 'U'. The background features a light blue wall with three framed pictures. The woman is wearing a grey cardigan over a white top and jeans, and has a ring on her finger. The man is wearing a grey sweater and jeans. The overall scene is bright and cheerful.

Financials

STATEMENT OF ACTIVITIES

	Without Restrictions	With Restrictions	Total	Our Investments
Operating Revenues & Support				 <div><div></div> Programs 75.5%</div> <div><div></div> Fundraising 11.5%</div> <div><div></div> Administrative 13%</div>

STATEMENT OF FINANCIAL ASSETS / LIABILITIES

Current Assets	Year ending 10.31.20	Year ending 10.31.19
Cash and cash equivalents	\$ 1,153,860	\$ 1,176,619
Pledges receivable, net	397,461	505,546
Other receivables	69,675	35,486
Investments	477,170	404,281
Prepaid expenses and other assets	67,727	85,784
Property and equipment	2,147,620	2,228,490
Total current assets	\$ 4,313,513	\$ 4,436,206
Liabilities		
Accounts payable and accrued expenses	113,451	102,660
Deferred revenue - special events	145,175	267,492
Deferred rent	3,157	14,954
Capital lease obligations	2,872	11,580
Note payable, net of debt issuance costs	887,576	899,306
Total liabilities	\$ 1,152,231	\$ 1,295,992
Net Assets		
Without donor restrictions	1,488,190	1,612,809
With donor restrictions	647,231	633,691
Total net assets	\$ 3,161,282	\$ 3,140,214
Total liabilities and net assets	\$ 4,313,513	\$ 4,436,206