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 Committed.
We take ownership of our work.

Be Courageous.
We courageously drive change.

Be Better.
We constantly strive to better.
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

Average attendance: 6 people

Baltimore Where YA Meet:

8 activities

Partners and Collaborators:

Langway’s Trivia, Crofton Bowling, Monique for Medicinal Marijuana, Capital SUP, Sylvia Donovan, Christalene, Yogavibeze, 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 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.

Team Locations:

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

Number of Participants:

139 First Time Finishers

95 Survivor Participants

7 Teams
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.
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!

<table>
<thead>
<tr>
<th>Stays</th>
<th>57</th>
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<tbody>
<tr>
<td>Patients</td>
<td>30</td>
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<tr>
<td>Average stay</td>
<td>30</td>
</tr>
<tr>
<td>Types of cancer</td>
<td>25</td>
</tr>
<tr>
<td>States</td>
<td>14</td>
</tr>
<tr>
<td>Occupancy with full capacity</td>
<td>41%</td>
</tr>
<tr>
<td>Occupancy with pandemic capacity</td>
<td>68%</td>
</tr>
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</table>
“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.

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

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 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
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

Thank you to our foundation partners!

Amystrong 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
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.

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**4K FOR CANCER**

**Amount Raised:**

$497,059

**Number of Participants:**

- **60 Runners**
- **39 Riders**

**Top fundraiser raised:**

$11,016
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.

**Amount Raised:**

$98,114

**Number of Participants:**

- **17 Riders**
- **8 Survivor Participants**
- **6 Support Drivers**
Ulmans 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.
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!

Total Amount Raised:

$399,763

Number of Participants:

579 Attendees

43 Sponsors
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.
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.

**Total Amount Raised:**

$131,263

**Amount Raised for Ulman:**

$46,064

**Number of Participants:**

339 Participants

81 Nonprofits / Teams

6 Instructors
# STATEMENT OF ACTIVITIES

<table>
<thead>
<tr>
<th></th>
<th>Without Restrictions</th>
<th>With Restrictions</th>
<th>Total</th>
<th>Our Investments</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Operating Revenues &amp; Support</strong></td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>Contributions</td>
<td>$1,092,831</td>
<td>$324,709</td>
<td>$1,417,540</td>
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<td>Special events, net of direct expenses of $50,760 and $87,824</td>
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<td></td>
<td></td>
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<tr>
<td>Program fees</td>
<td>326,041</td>
<td>-</td>
<td>326,041</td>
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<tr>
<td>In-kind contributions</td>
<td>40,000</td>
<td>-</td>
<td>40,000</td>
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<tr>
<td>Net assets released from restrictions</td>
<td>1,024</td>
<td>-</td>
<td>1,024</td>
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<tr>
<td><strong>Total operating revenues &amp; support, net</strong></td>
<td>$301,289</td>
<td>(301,289)</td>
<td>$-</td>
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<tr>
<td><strong>Operating Expenses</strong></td>
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<tr>
<td>Program services</td>
<td>1,517,830</td>
<td>-</td>
<td>1,517,830</td>
<td>Programs 75.5%</td>
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<td>General &amp; administrative</td>
<td>251,546</td>
<td>9,880</td>
<td>261,426</td>
<td>Fundraising 11.5%</td>
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<tr>
<td>Fundraising</td>
<td>230,557</td>
<td>-</td>
<td>230,557</td>
<td>Administrative 13%</td>
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<td><strong>Total operating expenses</strong></td>
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<td>$9,880</td>
<td>$2,009,813</td>
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<td><strong>Net Assets</strong></td>
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<tr>
<td>Change in net assets</td>
<td>7,528</td>
<td>13,540</td>
<td>21,068</td>
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<tr>
<td>Net assets, beginning of year</td>
<td>2,506,523</td>
<td>633,691</td>
<td>3,140,214</td>
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<td>Net assets, end of year</td>
<td>$2,514,051</td>
<td>$647,231</td>
<td>$3,161,282</td>
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<td>Current Assets</td>
<td>Year ending 10.31.20</td>
<td>Year ending 10.31.19</td>
<td></td>
<td></td>
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<tr>
<td>--------------------------------------------------</td>
<td>------------------------</td>
<td>------------------------</td>
<td></td>
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<tr>
<td>Cash and cash equivalents</td>
<td>$1,153,860</td>
<td>$1,176,619</td>
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<td>Pledges receivable, net</td>
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<td>505,546</td>
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<tr>
<td>Other receivables</td>
<td>69,675</td>
<td>35,486</td>
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<td>Investments</td>
<td>477,170</td>
<td>404,281</td>
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<td>Prepaid expenses and other assets</td>
<td>67,727</td>
<td>85,784</td>
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<td>Property and equipment</td>
<td>2,147,620</td>
<td>2,228,490</td>
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<tr>
<td>Total current assets</td>
<td>$4,313,513</td>
<td>$4,436,206</td>
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<table>
<thead>
<tr>
<th>Liabilities</th>
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<tbody>
<tr>
<td>Accounts payable and accrued expenses</td>
<td>113,451</td>
<td>102,660</td>
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<tr>
<td>Deferred revenue - special events</td>
<td>145,175</td>
<td>267,492</td>
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<tr>
<td>Deferred rent</td>
<td>3,157</td>
<td>14,954</td>
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<tr>
<td>Capital lease obligations</td>
<td>2,872</td>
<td>11,580</td>
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<tr>
<td>Note payable, net of debt issuance costs</td>
<td>887,576</td>
<td>899,306</td>
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<tr>
<td>Total liabilities</td>
<td>$1,152,231</td>
<td>$1,295,992</td>
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<table>
<thead>
<tr>
<th>Net Assets</th>
<th></th>
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</thead>
<tbody>
<tr>
<td>Without donor restrictions</td>
<td>1,488,190</td>
<td>1,612,809</td>
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<tr>
<td>With donor restrictions</td>
<td>647,231</td>
<td>633,691</td>
</tr>
<tr>
<td>Total net assets</td>
<td>$3,161,282</td>
<td>$3,140,214</td>
</tr>
<tr>
<td>Total liabilities and net assets</td>
<td>$4,313,513</td>
<td>$4,436,206</td>
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