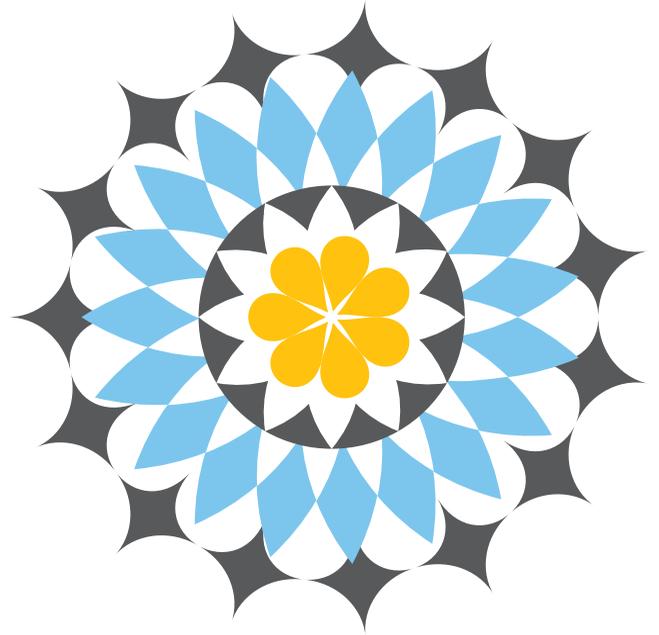




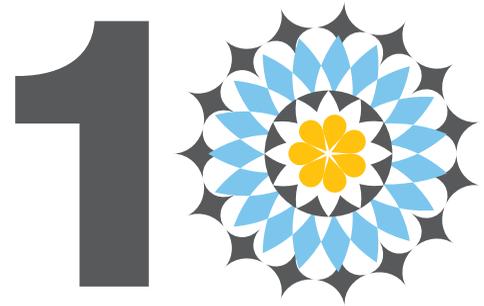
2016 ANNUAL REPORT

1



THE POWER OF TEN

A Decade of Being There



THE POWER OF TEN

“

Lazarex patients have lived over 413,250 days through participation in FDA clinical trials AFTER they were told nothing else could be done. This equates to 1,133 years!

”

The Power of Focus

Mission At Lazarex Cancer Foundation we are improving patient access to cancer clinical trials.

Vision The vision of Lazarex Cancer Foundation is that everyone affected by cancer will have hope, dignity, support and the most advanced treatments made available to them at all stages of their journey.

Aspirations We believe that every person is inherently valuable and deserving of life. A cancer diagnosis is indiscriminate and poses a daunting challenge.

Therefore, at Lazarex Cancer Foundation we aspire to:

Advocate to defend or maintain a cause or proposal; to support or promote the interests of another

Support to hold up or serve as a foundation; to provide a basis for the existence or subsistence of another

Persevere to persist in anything undertaken; continue steadfastly; to maintain a purpose even in the face of difficulty, obstacles or discouragement

Impact to have a strong effect on someone or something; to make an impression by an idea, cultural movement or social group

Respond to take action as a result of something that has happened or been done; to react to a stimulus or to a person, especially in a favorable way

Evolve to undergo gradual change to develop slowly, often into a better, more complex, or more advanced state





Ten years ago Lazarex Cancer Foundation was founded so that people with cancer who lacked resources could benefit from breakthrough treatments in clinical trials. Fast-forward to 2016 and Lazarex has completed a decade of service and assistance giving over 2,000 cancer patients access to clinical trial treatments. As a publicly funded nonprofit, this would not have happened without you. You are the power of Lazarex. From your

generosity flow the gifts of life, time, possibility, and more effective cancer treatments. We closed 2016 having helped 752 patients. By May of 2017 we've already reached our budgeted capacity. The need for our services is far greater than then we can ever hope to meet with our current program model. Our challenge going forward is to create effective sustainable change within a system that is only beginning to see that the patient has to be built into their models for research and treatment. We aren't just treating cancer. We are treating cancer in people. To achieve sustainability, as we continue our core program services, we are launching the IMPACT initiative, a 3-year pilot study with a comprehensive approach to improving patient enrollment, retention, minority participation and equitable access in oncology trials. The goal is to shift the cost burden from the patient to the appropriate stakeholders and achieve a successful financial model. Thank you for taking this journey with us. Thank you for your trust and your support.

Dana Dornsife **PRESIDENT & FOUNDER**



Gratefully,

Dana L Dornsife

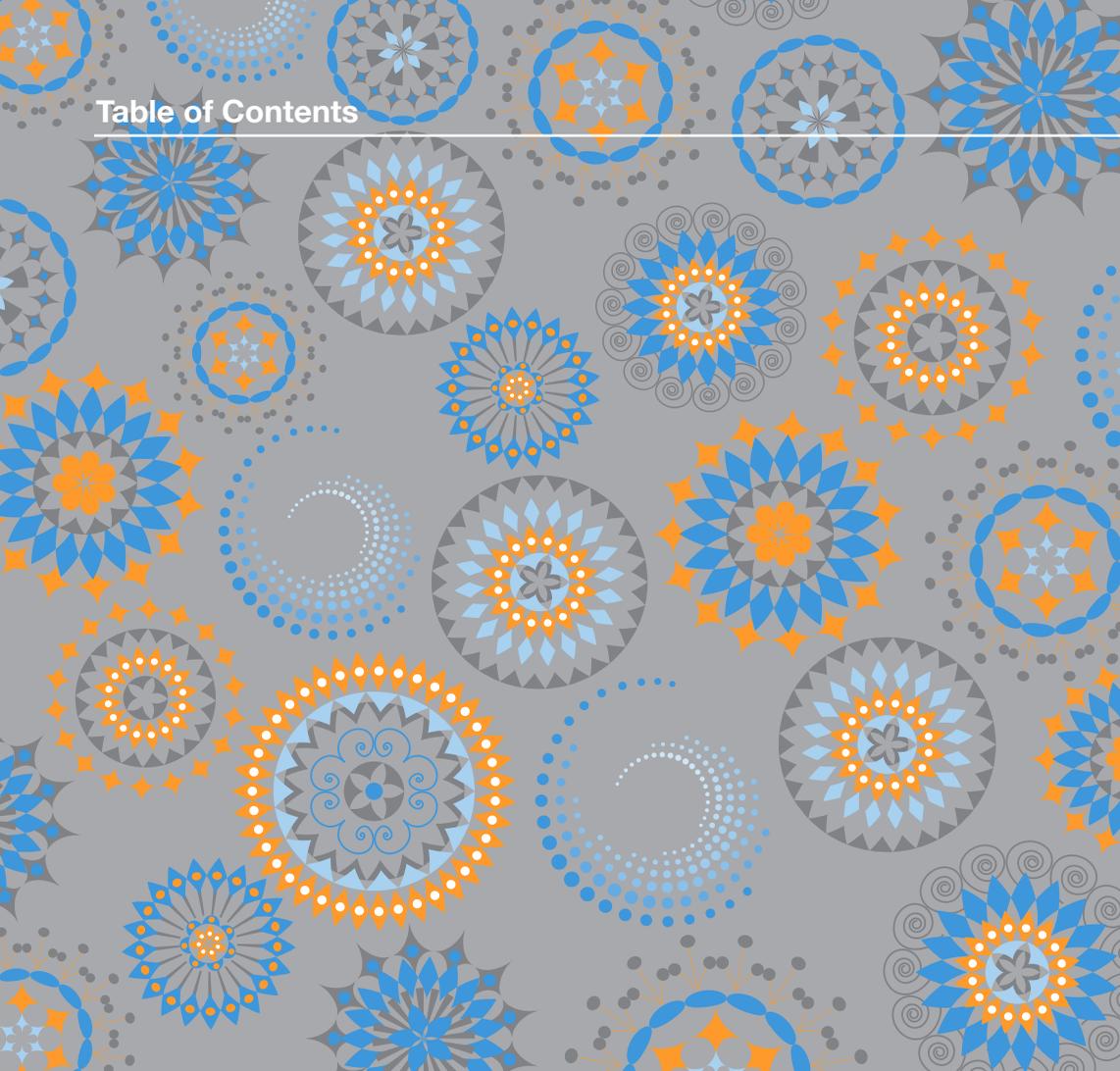


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The Power Of Patients Every day our patients fight for life, for themselves and for others, when they participate in clinical trials. While remission may be the ultimate goal, most milestones are measured in moments like a child's birth, a graduation or a wedding; or days to bask in the presence of life - time with loved ones, to

prepare, make amends, live or die with grace and dignity. When patients participate in clinical trials their legacy is a future with more effective cancer treatments. Our role, our mission, is to make sure they can access the trial treatments that are available now.

Patients Have Taught Us So Much

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Human Trials Patients are essential to new treatment research and FDA approval. Yet less than 5% of patients participate in cancer clinical trials and up to 50% of trials fail to complete due to inadequate enrollment. LCF is addressing this intractable issue through our program services and IMPACT initiative, bringing patients and clinical trials together.

Patient Opinion Leaders Patients are emerging as health care influencers through the power of social media, blogs, forums, conferences and political engagement. They are shaking up the status quo in the healthcare industry and participating in medical congresses to share their views. Patients become participants, not just recipients.

2016's Cancer Moonshot Summit invited patients and caregivers to attend and participate in the breakout sessions and forums. While LCF president Dana Dornsife gave her presentation from a satellite summit at USC Norris, LCF patients attended the summit in D.C.



LCF patients Mike Snyder and J.R. attended the 2016 Cancer Moonshot Summit in Washington D.C.

The Power of Patients

“ By sharing their stories, patients use their voice to amplify the human side of the cancer experience and the need for better answers. ”



Storyboard used at the Cancer Moonshot Summit in Washington D.C.

At Lazarex Cancer Foundation (LCF) we believe that everyone – regardless of age, gender, race, ethnicity or financial status– should have equitable access to the medical advances available through cancer clinical trials. Many minority communities are underrepresented in clinical trials, making it difficult for doctors to de-

velop the most effective treatments for them. We focus on removing the barriers to participation for all cancer patients, making equitable access a reality.

Trial Identification Choosing to participate in a clinical trial is an important personal decision for each individual cancer patient. We encourage patients to speak to their doctor and family

members about deciding to join a trial. If a patient decides that they would like to explore their clinical trial options then our patient navigators work with them on an individual basis to identify appropriate cancer clinical trial opportunities given their diagnosis, treatment history, and personal circumstances.

Financial Assistance For Patients In Cancer Trials

When a patient is in need, LCF provides financial assistance for the patient to participate in a clinical trial, defraying the associated costs such as travel, lodging, rental cars, diagnostics, etc. LCF also provides funding for a travel companion to provide emotional and logistical support while the patient is in treatment, away from home, family and friends.

Community Outreach And Engagement Cancer clinical trials can provide an alternative to hospice when a patient fails standard of care. Lazarex provides resources to both the medical community and patients, helping to make trial participation possible. We work with the community at large to raise awareness about cancer in general, diet and lifestyle risks, and health and well-being practices. We address the importance of screenings for early detection and educate the public about clinical trial participation as a treatment option.

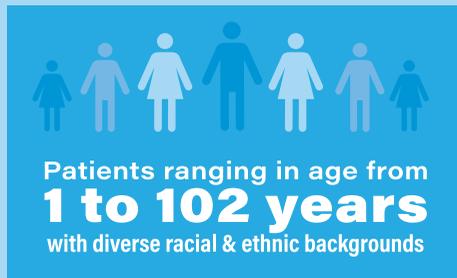
Program Services: Experience Coupled With Passion

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Mona, a Lazarex Very Important Patient and Guest.

A Decade of Results: A Glance At What We Have Accomplished



We have served patients with all classifications of cancer in hundreds of clinical trials at 199 investigational sites nationwide



Relationships with 43 of 48 NCI designated Comprehensive Cancer Centers
7 of 15 NCI designated Cancer Centers
149 other Cancer Centers
...that is 199 Clinical trial sites in total



Number of people we reach with community engagement, outreach and advocacy



We have assisted 2179 patients with patient navigation and financial assistance for FDA clinical trial participation

\$11,212,307



expended on **PROGRAM SERVICES**



8644
VOLUNTEER HOURS valued at
\$345,228*

FULL COVERAGE:
LCF FOUNDERS

cover our annual overhead, so

100%

of every direct donation goes to

PROGRAM SERVICES

The Power of Donors



POWER DONOR



Derek Maunus

Donor since 2007

Day Job: President of Gillig, LLC

The leading manufacturer of heavy-duty transit buses in the United States, GILLIG buses are designed and built in Hayward, California, and are known for their unmatched quality. GILLIG is a family owned, company that has been in business for 125 years, committed to connecting

communities. GILLIG considers its people, employees and their families, to be its greatest resource. When challenges arise, like cancer, the company does all it can to offer support. So it was a natural fit to support Lazarex Cancer Foundation, where people, in this case cancer patients, are the central focus and communities and families benefit as a result. GILLIG has supported Lazarex Cancer Foundation for 10 years. It is with deep gratitude that we acknowledge GILLIG for its commitment and trust.



Dr. Crnkovich's involvement with Lazarex stems from his volunteer reviews of cross-sectional imaging studies for the initial patients treated on a specific clinical trial. He has seen the ravages of the disease process on thousands of patients by way of their imaging studies, and he has experienced firsthand the sense of despair when a loved one receives the initial cancer diagnosis: Dr. Crnkovich diagnosed his own father with stage IV lung cancer in 1992. His father succumbed to the cancer three weeks later.

Asked and Answered In 2007, the conversation began with a simple question from Dana Dornisfe: "Frank, we are putting together an organization to help end-stage cancer patients. Will you help us?" I immediately



The Power of Volunteers

responded "yes" and have been a board member since the inception of Lazarex Cancer Foundation. As a radiologist and a son, I have witnessed and personally experienced the ravages of a cancer diagnosis on patients and families. All of us at some time will experience cancer personally and/or will have a family member or close friend touched by it. All of us have a vested interest in current and future treatment options. The best way to promote "breakthrough" therapies is by participating in clinical trials. The "next best" treatment drug or protocol is just around the corner, but can only be discovered through patient participation. Over the course of the past ten years, I have encouraged family members and friends to support Lazarex and its mission. The ability to assist those in need at a time when they are most vulnerable is the right thing to do. Assistance comes in many forms: contributing financially to Lazarex, volunteering for a Lazarex event, or creating awareness of the Lazarex mission. Each of us has something to offer and much to gain from contributions of time, treasure, or talent. So, I have a simple question: "Will you help us with the mission of Lazarex?"



.....
POWER VOLUNTEER

Dr. Frank Crnkovich

BOD member and donor since 2007

Lazarex gala regular

**Fundraising participant in several
Team for Life races like the Rock n Roll
San Jose Half marathons and the
Big Sur Int'l marathon**

**Day Job: Medical Director of Health
Images at South Park, an outpatient
imaging center in Colorado**

Improving Patient Access To Cancer Clinical Trials IMPACT is a 3-year pilot study with a comprehensive approach to improving patient enrollment, retention, minority participation and equitable access in oncology trials.

The Problem Clinical trials are the vehicle the FDA uses to bring new drugs to market safely. Patient participation is crucial to the successful completion of a trial, yet the barriers to trial participation – primarily ancillary costs – lie squarely on the shoulders of patients.

Bridging The Gap Over the past 10 years, Lazarex has developed successful programs to address and remove these barriers. Currently, Lazarex stands alone in offering a complete solution to this problem and while this is a noble undertaking it is not a sustainable one.

Understanding the Impact Of A Program

in [1 ] tion

Dana meeting with Greg Simon, Executive Director of the White House Moonshot Cancer Initiative in Washington D.C.



Solving The Problem In 2013 Lazarex and Massachusetts General Hospital joined forces to form the Cancer Care Equity Program - a 3 year pilot study focused on removing financial barriers to clinical trial participation for cancer patients and improving access to cancer clinical trials for underserved populations. Now re-branded as IMPACT, the study achieved a 29% increase in overall participation, and doubled minority participation in cancer clinical trials. Parlaying this success, Lazarex has expanded IMPACT to over 20 cancer centers nationwide to coordinate efforts amongst all stakeholders: academia, medicine, policy makers, industry, public health and community organizations nationwide. These institutions are representative of the best in cancer care and public health programs. The IMPACT program facilitates a coordinated effort amongst these stakeholders to create a “boots on the ground” action plan, bringing significant and sustainable change to the status quo of clinical trial recruitment, retention, minority participation, completion, and translational science - providing equitable and timely patient access to cancer discovery.



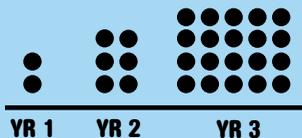
Completing trials on time and on budget



Preserving patent years before drugs go generic



Providing compelling financial motivation for industry support



Removing barriers for patients, increasing trial participation, diversity and completion rates



Drugs to market faster reducing failure rates



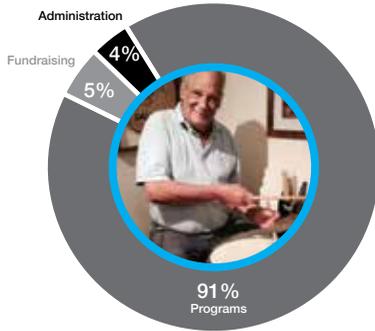
Creating timely and equitable access to new drugs people need to fight their cancer



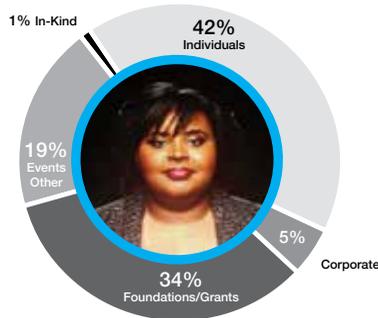
“ We don’t think of clinical trials as the end of the road. We think of them as a new beginning. ”

The Power of Numbers

EXPENSES BY CATEGORY



INCOME BY CATEGORY



2016 FINANCIAL STATEMENT

FY 2016

FY 2015

INCOME

Individual Contributions	1,066,841	1,025,994
Corporate Contributions	120,350	114,521
Foundation/Grant Contributions	883,752	613,975
Other Income	491,547	732,049
Total Cash Income	2,562,490	2,486,539

In-Kind Contributions	2,550	9,900
Total Income (Cash and In-Kind)	2,565,040	2,496,439

Cost of Goods Sold	110,219	134,934
Gross Profit	2,454,821	2,361,505

OPERATING EXPENSES

Total Program Costs	2,360,091	1,952,825
Fundraising	133,331	187,962
Administration	110,255	127,610
Total Operating Expense	2,603,677	2,268,397

Change in Net Assets	<114,609>	100,792
Net assets	498,947	398,122
Total Net Assets at End of Year	384,338	498,914

2016 Snapshot: We've Been Busy...Socializing With Purpose

Community & Outreach Events:

23

15 Revenue Generating
LCF Volunteer Events

FUNDRAISING EVENTS:

20

10 Community Fundraisers
Held for Lazarex

4 IMPACT EVENTS with Impact

6.2 LCF-MGH meet w Moonshot Cancer Taskforce Exec Director Greg Simon in DC

6.29 Dana Dornsife presented IMPACT to VP Biden from the Cancer Moonshot Satellite Summit at USC Norris Comprehensive Cancer Center. LCF patients represented LCF at the DC Summit.

9.8 Rep Eric Swalwell (CA) and Rep Pete Sessions (TX) submit bipartisan letter to FDA to improve access to cancer clinical trials. (LCF helped draft the language)

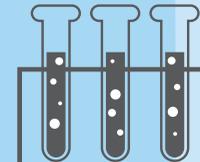
9.26 CA Bill AB 1823 signed into law to help increase patient enrollment, retention, and minority participation in cancer clinical trials, especially among women and under-represented communities. This makes CA the first state in the country to legally recognize the financial burdens afflicting cancer patients seeking treatment in clinical trials (sponsored by Lazarex Cancer Foundation, authored by Assemblymember Susan Bonilla, and co-authored by Assemblymember Marie Waldron).

10,970 
 /LazarexCancerFoundation

 **4,029**
/LazarexCF **FOLLOWERS**

IN THE NEWS: **15x**

5 Donor Development Events



SEPTEMBER.28

Donor Lab Tour at
UCSF Helen Diller
Family Comprehensive
Cancer Center

We Need Each Other As a public non-profit, Lazarex could not offer the assistance we do without your generosity. You have been our constant companions as Lazarex has navigated through the com-

plex world of patient advocacy in clinical trials – literally making tomorrow’s medicines available today to over 2,000 patients who had no other options but who wanted to stay engaged in their fight with cancer. Many have achieved

remission, some have been declared cured, but they all had hope at a time when they desperately needed it.

Our journey now looks very different than it did when we began 10 years ago. The next decade presents a new challenge for us – fixing the problem of patient access to clinical trials permanently and doing it in a financially sustainable way! We have already begun to lay the foundation for this ground breaking work with our IMPACT initiative. We are uniting stakeholders and reframing how patients are engaged in the drug development and approval processes.

Our goal is to increase minority participation and provide equitable access to medical breakthroughs for every cancer patient, to improve cancer clinical trial enrollment and retention, and get more cancer treatments to market faster to benefit all.

Is this a heavy lift? Without a doubt – but little has changed with the process since President Nixon declared the “War on Cancer” in 1971. Nelson Mandela said “It always seems impossible until it is done.” With your help, Lazarex will continue to bridge the gap in cancer care for patients while we fill the gap with IMPACT. Let’s make the impossible possible - it’s about time to get it done isn’t it?

What the Future Holds

po[1 ]tial



Chad, a Lazarex Very Important Patient.

Board of Directors



Dr. Frank Crnkovich
Board Certified Radiologist



Vance K. Farrow
*Industry Specialist -
Health Care, Nevada
Governor's Office of
Economic Development*



Dr. Beverly Moy, MPH
*Clinical Director, Medical
Oncologist, Massachusetts
General Hospital*



Marya L. Shegog,
*PhD, MPH, CHES
Community Activist,
Community Based and
Non-Profit Agencies*



Elizabeth Dale
*Executive Vice President
of Institutional
Advancement, Jefferson*



Greg Francisco
*Health & Wellness
Consultant, Healthwise
Fitness & Consulting*



Karen Sessions
*Chief External Affairs Officer
for 5 Bars, LLC based in
Irvine, CA*



Frank Varenchik
*CFO & Treasurer,
Lazarex Cancer Foundation
Certified Public Accountant*



Martha M. Escutia
*Vice President,
USC Government Relations*



Clay Jackson
*Senior Wholesale
Banking Leader*



Kenny Simansky
*Vice Dean for Research, Drexel
University College of Medicine*

*Learn more about our team
at www.lazarex.org*

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Dana Dornsife, *President*

Frank Varenchik, *CFO and Treasurer*

Tami Keeler, *Office Manager, Secretary*

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Chief Medical Officer

Lew Cohen

Dave Dornsife

Kelly Mulligan

Roger Schwab

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Development Committee

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Eileen Chew

Kelly Mulligan

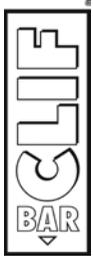
Roger Schwab

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Dana and David Dornsife
College of Letters, Arts and Sciences

 **EPEIUS**
BIOTECHNOLOGIES



USC Norris
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Cancer Center
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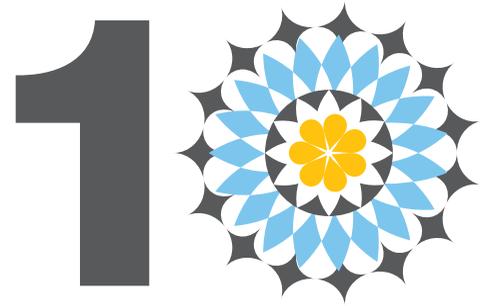


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 **ifference foundation.**
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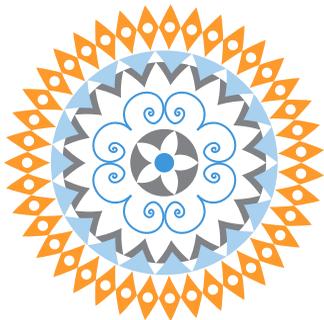
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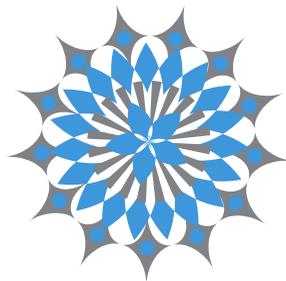
THE POWER OF TEN

“ *Over the years we have learned that our mission is a movement to elicit change, and we achieve this one patient at a time.* ”



Our public charity status is what allows us to provide financial support directly to individuals. Without it, we cannot support our patients. Because Lazarex is a public charity we are dependent upon the community to raise our much needed funds. The rest must come from donors like you! Be a part of this transformative movement. ***Give. Today.***

We extend our gratitude to Pace Lithographers for being one of our working donors; they printed this annual report gratis with love and attention.



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Lazarex
CANCER FOUNDATION
IT'S ABOUT LIVING