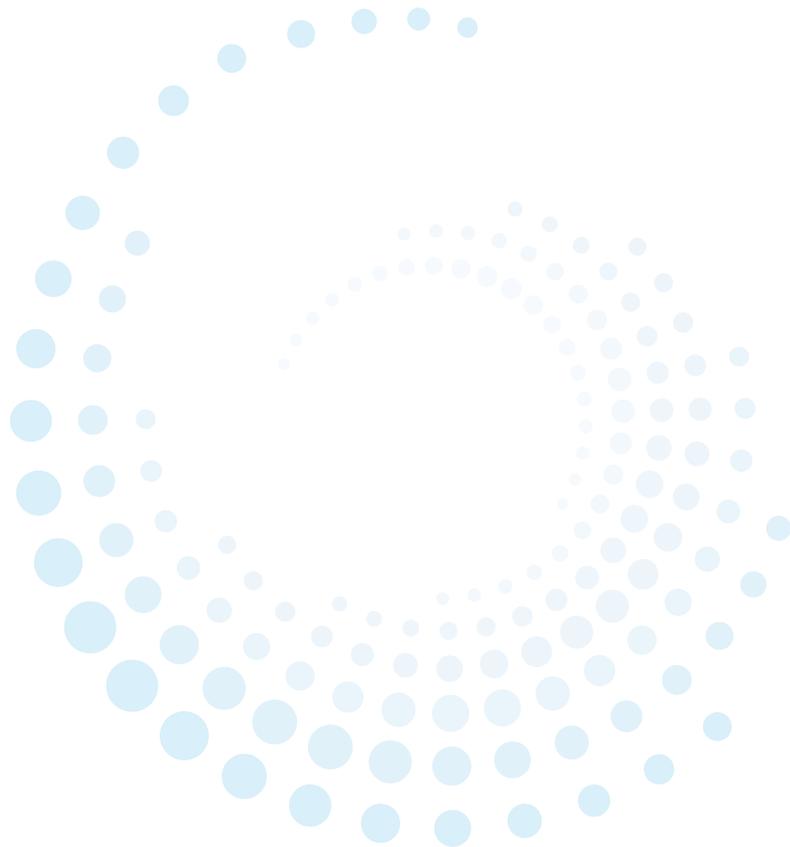


2015 Annual Report



It's
About
Living

Lazarex

CANCER FOUNDATION



*What would you do
with one more day?*

“ Lazarex patients have lived
280,035 days through
participation in FDA clinical
trials AFTER they were told
nothing else could be done.
This equates to 767 years! ”



MISSION At Lazarex Cancer Foundation we improve the outcome of cancer care, giving hope, dignity and life to advanced stage cancer patients and the medically underserved by providing assistance with costs for FDA clinical trial participation, identification of clinical trial options, community outreach and education.

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.

With Gratitude From Our President



Dana Dornsife

PRESIDENT &
FOUNDER

To our past, present and future valued patients and supporters,

Incredibly, Lazarex Cancer Foundation is turning 10! For the past 10 years we have led the charge of aiding advanced stage patients on the frontlines of their battle with cancer. The valor of our patients in clinical trials has been boldly matched by the backbone of our donors, navigating uncharted territory to provide equitable and timely patient access to cancer discovery.

Our journey has led us to understand that together we can remove the barriers to oncology clinical trial participation, promote and maintain patient involvement in trials, reduce health disparities, increase awareness and optimize the diversity of the patient pool for evaluating the safety and efficacy of new therapies. Lazarex continues to be the only organization offering a comprehensive solution for these unmet patient needs.

Thanks to the generosity and confidence of our supporters, we have helped almost 1,700 patients participate in FDA clinical trials. Our collective legacies for the future are the more effective cancer treatments that are being approved, while the individuals we support have more time to live this amazing gift called life.

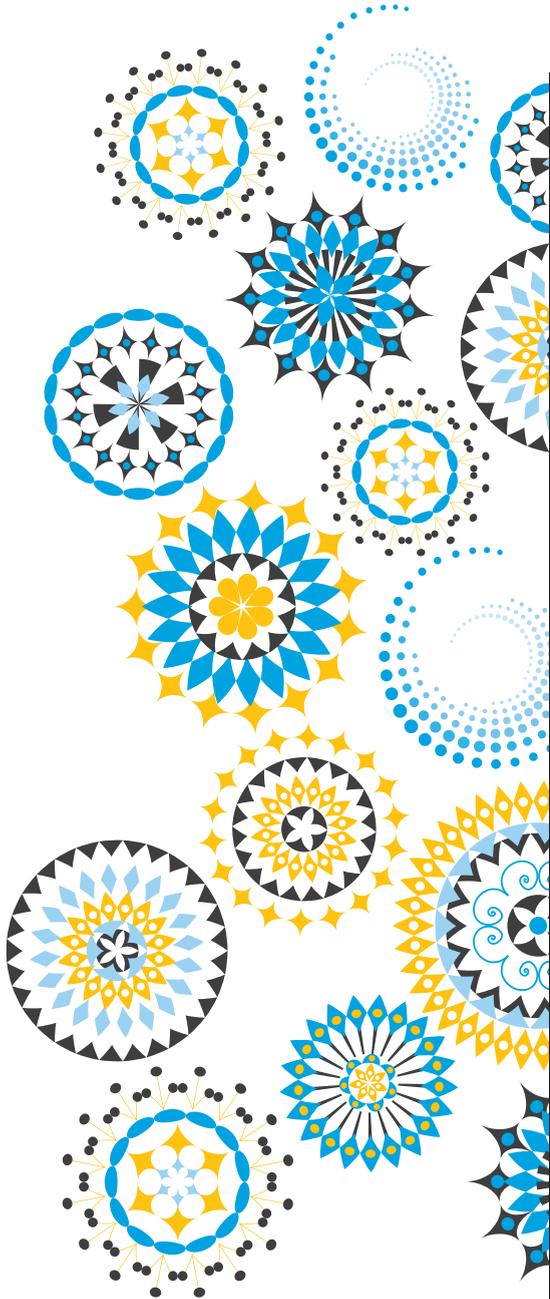
As we enter the next decade, we have come to realize that Lazarex has a noble mission but it is not sustainable. We are a bridge over a giant cavern in advanced cancer care that many agencies are only just beginning to acknowledge. The need is much greater than we can ever hope to meet with our current program model.

To achieve sustainability, while we continue to pursue our core mission, we are launching the **IMPACT** initiative, **I**mproving **P**atient **A**ccess to **C**linical **T**rials. **IMPACT** will unite the best in cancer care, research, academia, public health, industry and policy. This convergence has the gravitas to shift the cost burden from the patient to the appropriate stakeholders and achieve a successful financial model.

There are people with us today who would not be here without our efforts and your support – because hope breeds possibility. Thank you for helping us build this bridge and lay the stepping stones for our future success.

Gratefully,

Dana L Dornsife



Mission & Vision Are Clear	2
With Gratitude From Our President	3
So Much More Than A Donor	5
Making The Impossible Possible	7
Recognizing Results	8
A Life Transformed	9
Love In Action	11
Creating Sustainable IMPACT	13
By The Numbers	15
Looking To The Future	16
Our Compass	17
Paving The Way	18

do·nor
(dōnər), *noun*



Dr. Robert Johnson

MD/PhD

a person who is vital to the life of our mission, someone caring enough to give of themselves to help those in need. *synonym:* A Cancer Crusader

Dr. Johnson, an MD/PhD graduate of the University of Pennsylvania School of Medicine, received his clinical training at Massachusetts General Hospital. He was appointed a faculty member at Harvard Medical School, and was then recruited as an Associate Professor of Medicine and Biochemistry, Biophysics, and Physiology to Penn, both while an Associate Investigator of the Howard Hughes Medical Institute.

Over the years, Dr. Johnson has been affiliated with several pharma companies: Merck & Co., Chiron, and Kosan Biosciences, where he served as Chief Medical Officer and CEO. He is currently a consultant for the biopharmaceutical industry where his present activities include being a consultant to and a Scientific Advisory Board member of Epeius Biotechnologies.

In his own words: “Margaret and I were attracted to Lazarex for their efforts in helping advanced stage patients access oncology clinical trials; Lazarex is a pioneer, enabling patients to participate in trials who otherwise could not do so because of the ancillary costs.

We appreciate the vision of increasing cancer clinical trial enrollment and retention by eliminating disparities and removing barriers to participation, providing equitable access for all cancer patients, in particular amongst underrepresented and underserved populations. We look forward to continuing our involvement and support.”

Robert Johnson, team captain for the “Breathless Amazement” team, with the “Cirque Desore Legs” team members Lisa Chan and Allison Harris at the 2015 Big Sur Int’l Marathon.



A Renaissance Cancer Crusader

We are grateful to Dr. Johnson and his wife, Dr. Margaret Liu, for their ongoing and generous financial support of Lazarex. Their generosity, however, has transcended the financial realm! The mission of Lazarex has always resonated with Dr. Johnson. Like a true renaissance man, he has embraced all that is Lazarex.

Since 2011, Dr. Johnson has served on our Advisory Council and as our Chief Medical Officer. He continues to play an integral role in the evolution of our program services, has inspired the birth of our transformational program – IMPACT, and is a constant presence at our Lazarex and Team for Life events.

Dr. Johnson continues to unselfishly use his knowledge, experience and professional network to propel us forward while providing a steadfast vision of what is possible. He strives to help us achieve our goals, enrich our patient support programs and develop a platform through our IMPACT program to realize financial sustainability. For all of this, we are deeply grateful to Dr. Robert Johnson and recognize him as a true Renaissance Cancer Crusader.

Robert and his wife, Margaret, at the 2015 Lazarex gala “A Thousand Points of Life” with Jack & Carole Kay Lynn and Bob & Patty Gonser.



Relationships
with 39 of 45
NCI designated
Comprehensive
Cancer Centers,
8 of 17 NCI
designated
Cancer Centers,
74 undesignated
Cancer Centers;
121 Clinical trial
sites in total



How do we break down barriers?

“ There are people with us
today — who would not be here
without our efforts — because
hope breeds possibility. ”

lifeLINK Removes Barriers

Provides financial and navigational assistance directly to cancer patients for clinical trial identification and participation, removing major barriers for patients with all types of cancer from all walks of life. lifeLINK is a resource for physicians and their cancer patients.

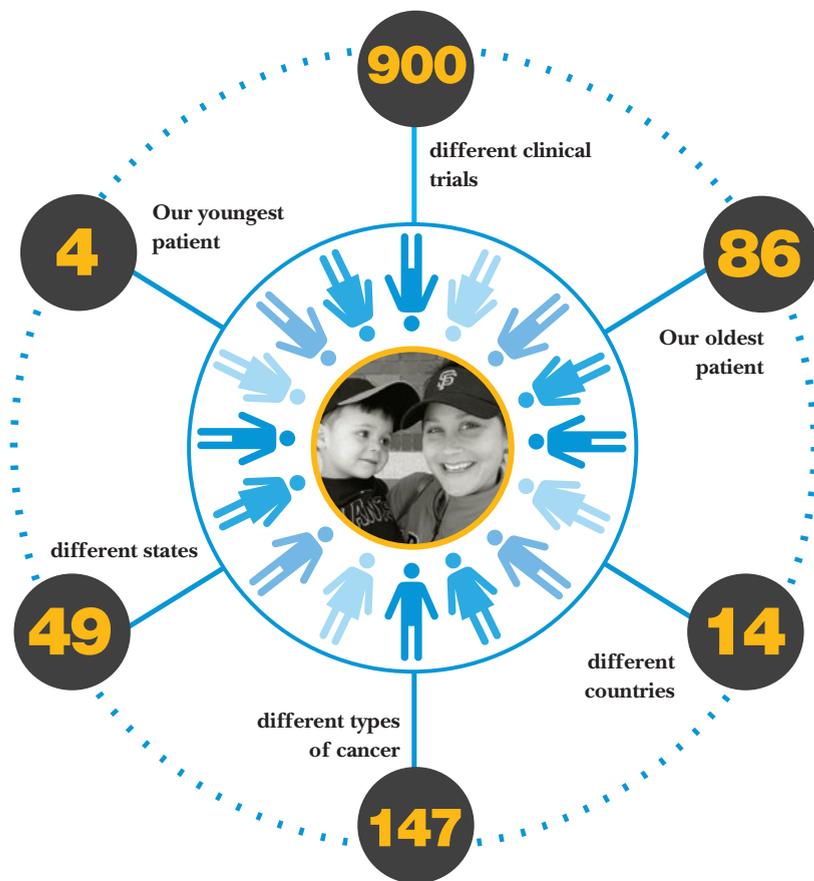
communityLINK Educates

Educates the public about cancer basics and the importance of clinical trials, screenings and early detection through participation in community events and extends our community virtually through social media engagement. We develop partnerships with other organizations to build a more complete network of support and cancer care resources for our patients and introduce Lazarex program services to the medical community as a resource for their patients.

diversityLINK Opens Eyes & Doors

Recognizes the health disparities afflicting low income and medically underserved populations. We work within the community to promote early detection and screenings, improve survival rates, dispel misinformation about clinical trials to increase participation and encourage discussion about cancer, especially amongst those who view cancer as a taboo subject.

Recognizing Results



DONATE

85% of donations applied directly to program services

\$8,852,858.19



dollars expended on PROGRAM SERVICES

Our founders cover our annual overhead, so

100% of every direct donation goes to our program services

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

296,560



PATIENTS with financial assistance & patient navigation for FDA clinical trial participation

pa·tient
(paSHənt), *noun*



Brittani Powell

**GIANT CELL TUMOR
OF THE
CERVICAL SPINE**

a person receiving medical treatment who deserves hope and dignity. Someone in need of Lazarex.
synonym: A Cancer Warrior

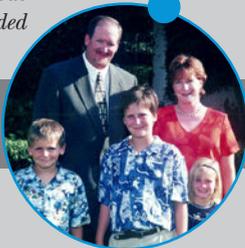
Brittani was an active 12 year old living in Sacramento with her sister and her mom when she was diagnosed with Giant Cell Tumor of the Cervical Spine in July of 2009. Brittani's course of treatment included 6 painful surgeries and 4 months of chemotherapy during which she lost 40 pounds. After each surgery and the chemotherapy regimen the tumor grew back immediately and aggressively. Brittani started losing her ability to walk and her pain increased even more. Brittani's mom was told to 'let nature take its course.'

Online research led to a clinical trial in Los Angeles, CA that was having great results with the type of tumor Brittani had. She was accepted into the trial but the travel expenses from Sacramento to Los Angeles presented a challenge to an already hefty financial burden, jeopardizing her participation.

A case worker referred Brittani's mom to Lazarex Cancer Foundation. Her application for financial assistance was accepted and in the spring of 2010 Brittani began treatment. Soon after, they started to see amazing results. Brittani no longer had severe pain and began regaining her ability to hold objects and to walk. After 6 months, the tumor could

Lazarex was
founded

2006



2007



We serve our first
patient, Ian

Team for Life
is born

2008

Team
for
Life

Brittani with her mom Marilyn, her sister Brianna, and SF Giants' Jeremy Affeldt who was the keynote speaker at Lazarex's 2013 gala on Treasure Island.



not be seen on the CT scan! Brittani was able to start going to school again in the fall of 2010.

Brittani continued her clinical trial participation into 2015. In September 2015 she began her first year of college at Sacramento State. She would like to become a doctor. Brittani was declared cancer free and her clinical trial drug has received FDA approval.

A Cancer Warrior with a Smile

Our VIPs (Very Important Patients) are cancer warriors on the front lines in the battle against this disease. Clinical trials are the last lifeline for those diagnosed with advanced stage cancer. The medical breakthroughs in cancer treatment are making more and more stories like Brittani's possible. Patient participation in clinical trials is essential to moving the FDA approval process forward.

8 drugs have received FDA approval with the participation of our patients!

10
A L I F E
transformed

2009

First time a drug gets FDA approval with an LCF trial participant

\$1,000,000
in Program Services



Brittani becomes an LCF patient



vol·un·teer

(välən'tir), *noun*



Carol Meyer

**DATABASE
MANAGEMENT AND
SPECIAL PROJECTS**

a person who freely undertakes a task. Someone who chooses to support the Lazarex mission and staff. *synonym:* A Cancer Game Changer

Carol Meyer has been a full time volunteer in the Lazarex office for the past 5 years, supporting her staff colleagues in various capacities. Looking to serve in an organization committed to supporting others, Carol is grateful to have found Lazarex and her work here honors her Dad, a 22 year cancer survivor. She believes strongly in the Lazarex mission, and the opportunity for all cancer patients to receive lifesaving and life extending treatments through clinical trials.

Carol is responsible for all constituent database management and various special projects in support of development and fundraising.

Carol holds undergraduate and graduate degrees from the University of California, Berkeley and California State University, East Bay, and she has over 10 years experience in the financial services industry. Her favorite role, however, is Mom; she is the parent of a daughter, Kristiana and a son, Jackson.

In her own words: “Working with Lazarex is my way of ‘paying it forward’. My dream is that through the efforts of Lazarex and others, one day my children’s generation will no longer think of cancer in any way other than completely curable. A cancer diagnosis will just be a blip in the amazing road of a long life.”

Jessica achieves remission!



2010

“Unbroken” Louis Zamperini earns standing ovation at sold out LCF gala



100th patient receives financial support

2011

2012



Carol and her son Jackson at the 2015 San Francisco Half Marathon. They raised funds for Lazarex and ran in honor of Carol's dad, a cancer survivor.



An Active Cancer Game Changer

Lazarex is privileged and deeply grateful to enjoy the support of the many individuals who volunteer their time and talent, enabling us to raise funds and awareness in communities wherever we support cancer patients fighting for life.

Their help is essential to the fulfillment of our mission. Lazarex volunteers truly are love in action and ambassadors of hope.

Carol Meyer is a full time volunteer whose commitment and dedication exemplify her tremendous heart and her passion for the Lazarex mission. She is a valued and much appreciated member of our staff.

In 2015 Lazarex volunteers donated 8,632 hours valued at \$355,966*

LOVE
in Action
12

*This value was calculated based on figures published by Independent Sector, by state and task performed. The value of volunteer time is based on the average hourly earnings (as determined by the Bureau of Labor Statistics). Independent Sector takes this figure and increases it by 12 percent to estimate for fringe benefits.



Lazarex - MGH Cancer Care Equity Program launched

2013



MASSACHUSETTS
GENERAL HOSPITAL
CANCER CENTER



Jeremy Affeldt, SF Giants & World Series Champ becomes LCF ambassador



“ We have proven that we can fill the gap in cancer care for patients participating in clinical trials. Now, we need to sustainably transform *bench to bedside* in order to fix the problem. Permanently! ”

Sustainability: iMPACT!

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. 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.

In 2013 Lazarex and the Massachusetts General Hospital Cancer Care Equity Program joined forces to establish a pilot program focused on removing financial barriers to clinical trial participation for cancer patients and improving access to cancer clinical trials for underserved populations. Based on the success, we have greatly expanded the pilot into a nationwide effort - IMPACT - Improving Patient Access to Clinical Trials. IMPACT brings together the significant resources of industry stakeholders: academia, medicine, policy makers, industry, public health and community organizations nationwide.

The IMPACT program facilitates a coordinated effort amongst these stakeholders to create a replicable, “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.

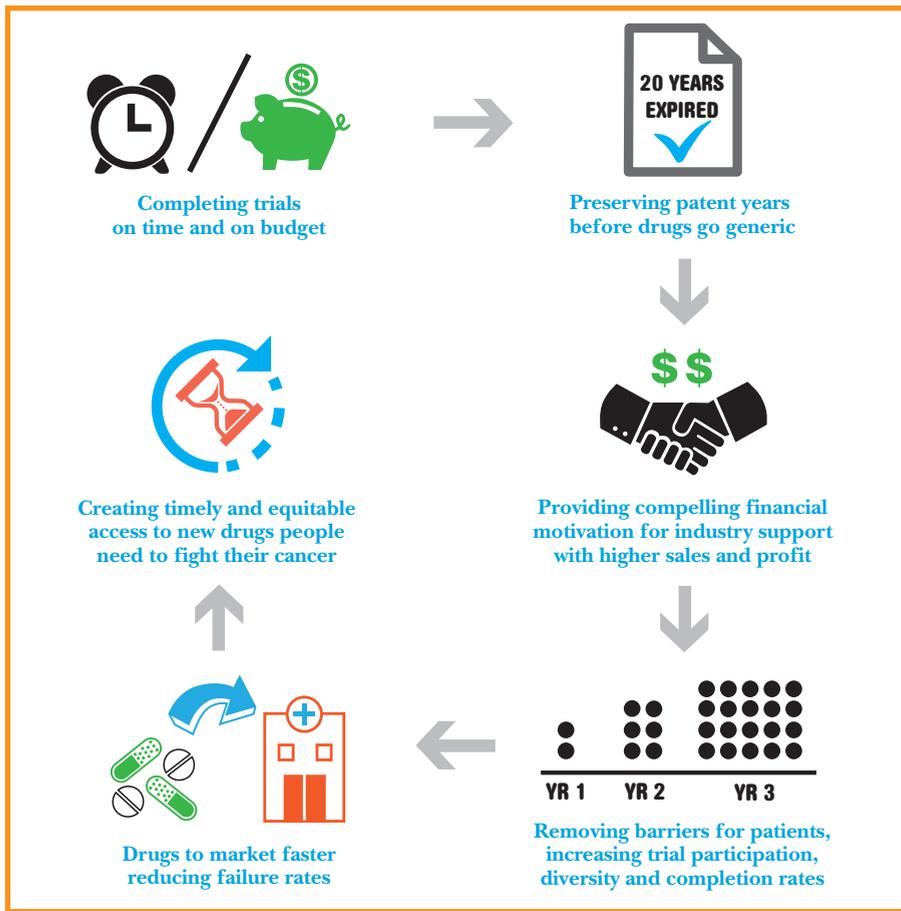
inception of IMPACT



Jessica's clinical trial drug is FDA approved

\$5,000,000
in Program Services

2014



Lazarex-MGH Cancer Care Equity Program

Massachusetts General Hospital Cancer Center

IMPACT Partners

Drexel University

Sidney Kimmel Cancer Center at Jefferson
NCI - designated

USC Norris Comprehensive Cancer Center
Keck Medicine of USC

USC University of Southern California

14
creating
IMPACT!



Lazarex engages policymakers in Washington DC

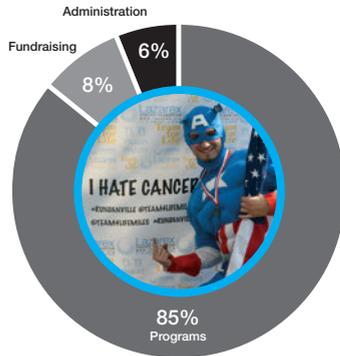
2015



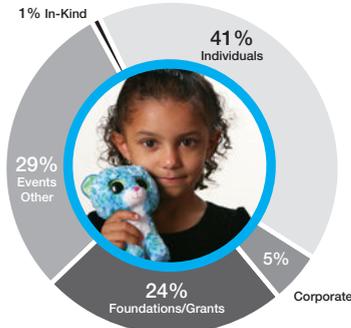
1000th patient receives financial support



EXPENSES BY CATEGORY



INCOME BY CATEGORY



By the Numbers

2015 FINANCIAL STATEMENT

INCOME

	FY 2015	FY 2014
Individual Contributions	1,025,994	781,747
Corporate Contributions	114,521	172,950
Foundation/Grant Contributions	613,975	683,949
Other Income	732,049	771,419
Total Cash Income	2,486,539	2,410,065
In-Kind Contributions	9,900	196,815
Total Income (Cash and In-Kind)	2,496,439	2,606,880
Cost of Goods Sold	134,934	225,020
Gross Profit	2,361,505	2,381,860

OPERATING EXPENSES

Total Program Costs	1,952,825	1,881,001
Fundraising	187,962	157,208
Administration	127,610	103,904
Total Operating Expense	2,268,397	2,142,113
Change in Net Assets	100,792	237,942
Net assets	398,122	160,180
Total Net Assets at End of Year	498,914	398,122

2015



CALIFORNIA REPUBLIC

LCF engages with CA Governor to address clinical trial barriers



\$100,000 raised by Zenaro family

Brittani graduates, declared cancer free & her drug is FDA approved



What the Future Holds

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 **A-S-P-I-R-E** 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. One that supports or promotes the interests of another.

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.

“ At Lazarex,
we celebrate every
cancer warrior.
It’s about living.
Every day. ”

16

looking to
the FUTURE

2016



LCF turns 10!



*We will launch
IMPACT nationwide*

LCF WILL SURPASS

\$10,000,000
in Program Services

Board of Directors



Dr. Frank Crnkovich
Board Certified Radiologist



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



Jerry Sappington
*Chief Engineer,
Alta Bates Summit Hospital*



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



Hallie Hart
Financial Advisor



Susan Sappington
*Area Development Manager,
ETCETERA Clothing, NY*



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



Clay Jackson
Senior Wholesale Banking Leader



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



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*



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

Officers

Dana Dornsife,
President

Frank Varenchik,
CFO and Treasurer

Tami Keeler,
Office Manager, Secretary

Finance Committee

Frank Varenchik,
CFO and Treasurer

Eileen Chew

Kelly Milligan

Roger Schwab

Advisory Council

Lew Cohen

Dave Dornsife

Dr. Robert Johnson, PhD

Erin Miller

Kelly Milligan

Roger Schwab

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

ANNUAL SPONSORS

USC Dornsife

Dana and David Dornsife
College of Letters, Arts and Sciences

 PEIUS
BIOTECHNOLOGIES



USC Norris
Comprehensive
Cancer Center
Keck Medicine of USC

AMGEN®

GILLIG

Herrick

FOUNDATION SPONSORS

 UnionBank

UNITED 

be the
 difference foundation.
Raising Hope. Targeting Ovarian Cancer.

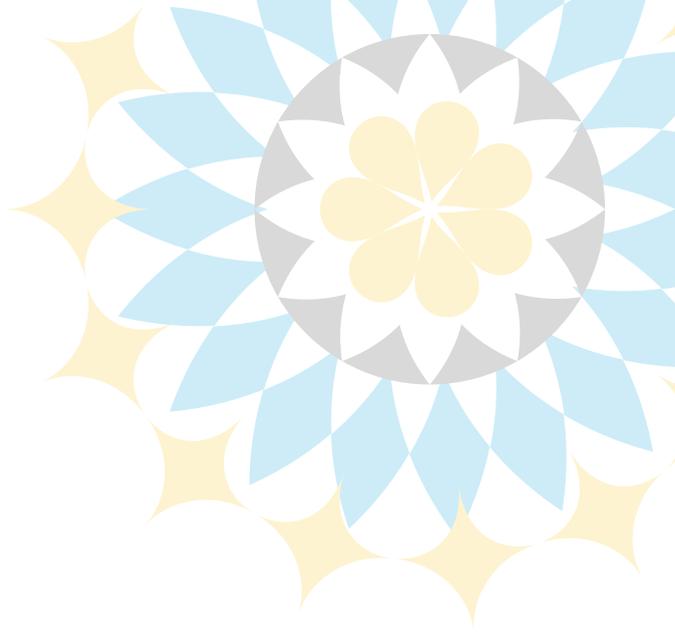
PROBONO SPONSORS

96.5
koit

 the pace group

“ The truth of the matter is: you can create a great legacy, and inspire others, by giving it to philanthropic organizations. ”

– Michael Bloomberg



*We extend our gratitude
to Pace Lithographers
for being one of our
working donors; they
printed this annual
report gratis with love
and attention. We chose
a recycled paper stock to
do our part for
mother nature.*

PO Box 741
Danville, CA 94526-0741

925.820.4517
925.552.7305 fax

www.lazarex.org

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. Only 33% of our annual income can come from one source. The rest must come from donors like you! Become a part of this transformative movement. ***Give. Today.***

