



A problem well-defined  
is a problem half solved.

—John Dewey



Annual Report 2018

# THE CHALLENGE

## \* Only 3-5% of eligible cancer patients participate in clinical trials

In philanthropy people talk about the 3 T's, "Time, Talent, and Treasure," but for my husband Dave and me, there is one more T: "Trenches." It means boots on the ground where we are with the people we want to help, in their experience, so that we can better assess if the help we are giving is the help that is needed. I've been in the trenches with my sister and brother in law while they battled cancer. And my 13 years with Lazarex has taught me that in order to improve cancer treatment outcomes and access to clinical trials for all cancer patients, we need to understand the systems that contribute to the problem and then find solutions to solve the problem within those systems.

## \* 48% of clinical trials fail due to lack of patient enrollment

Since 2013 we've worked on influencing systemic changes while we continue to assist patients through our Lazarex CARE program. The umbrella for the activities to solve the patient access problem is called IMPACT (IMproving Patient Access to Cancer Clinical Trials). Part of the Lazarex IMPACT program is working with state and federal governments to adopt policies that allow pharmaceutical companies to reimburse patients for trial related expenses. We've also been meeting with pharma about funding patient reimbursements, currently through our IMPACT program. This means demonstrating that the outreach and financial reimbursements through IMPACT are delivering the kind of results that they'll want to pay attention to. And we are! The percent of minority participants is dramatically higher, more patients from lower income levels are enrolling in trials, and overall more patients are choosing to participate in clinical trials. We are making headway and we still have a way to go.

## \* 50% of people surveyed cited financial concerns as one of the key factors negatively influencing clinical trial enrollment

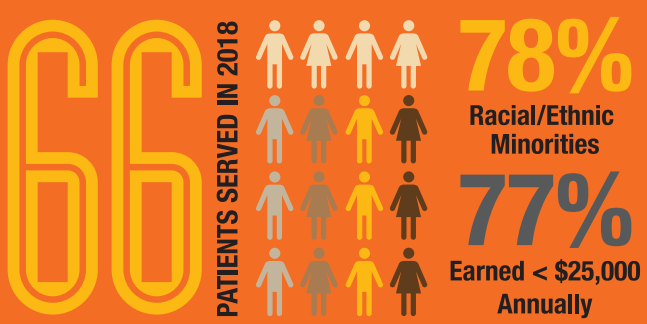
In the meantime, we continue to rely on the generous support of our donors to allow us to help as many patients as we can because there is no alternative. No other organization is doing what Lazarex Cancer Foundation does. Thank you for your past and continued support.

Dana Dornsife

# IMPACT!

## Improving Patient Access to Cancer Clinical Trials

The IMPACT Program was launched in 2018 in California at UCSF Helen Diller Family Comprehensive Cancer Center and at USC Norris Comprehensive Cancer Center. IMPACT is a 3-year nationwide program to increase cancer clinical trial enrollment, retention, minority participation and equitable access.



JAN

### IMPACT 2018 MILESTONES

- Thanks to the grant we received from AMGEN, the IMPACT Founding Sponsor, in late 2017, IMPACT was initiated at the UCSF Helen Diller Comprehensive Cancer Center and the USC Norris Comprehensive Cancer Center in California.

- The FDA issued revised guidance about reimbursement to clinical trial participants. The new guidance includes the following critical language and paves the way for industry funding for reimbursement of patient travel expenses: "FDA does not consider reimbursement for travel expenses to and from the clinical trial site and associated costs such as airfare, parking, and lodging to raise issues regarding undue influence." [READ MORE](#)

MAY

- Lazarex Cancer Foundation convenes 2 days of discussions with thought leaders in oncology, public health, private industry, patient advocacy and public policy to address clinical trials and data sharing. [READ MORE](#)

AUG

- Massachusetts considers bill aimed at improving patient reimbursement for clinical trial expenses. Massachusetts is one of several states—including Texas, Pennsylvania and Florida—considering such legislation backed by California-based Lazarex Cancer Foundation to improve the ability of patients to enroll and remain enrolled in clinical trials. California passed a similar law in 2016. [READ MORE](#)

SEPT

- The American Society of Clinical Oncology (ASCO) today issued a set of recommendations for overcoming financial barriers to patient participation in cancer clinical trials. ASCO would like to thank the Lazarex Cancer Foundation for funding the ASCO Roundtable on Addressing Financial Barriers to Clinical Trials Participation in 2017, which contributed to the development of this statement. Read the ASCO policy statement, "Addressing Financial Barriers to Patient Participation in Clinical Trials." [READ MORE](#)

- The House Appropriations Committee Fiscal Year 2019 Labor, Health and Human Services, Education Funding Bill approves language aimed at increasing clinical trial access among underserved communities. The inclusion of the language follows an intensive effort by Lazarex Cancer Foundation with members of congress to bring this problem forward.

"The Committee supports NCI's efforts to improve equitable patient access to and participation in cancer clinical trials at NCI and NCI-designated Cancer Centers across the country, including an emphasis on patient enrollment, retention, and minority participation in those trials." [READ MORE](#)

- Lawmakers in the Pennsylvania state legislature unanimously approved HB126 designed to improve access to clinical trials for cancer patients in that state. The bill, also initiated and supported by Lazarex, clarifies that reimbursing patients for the out of pocket expenses necessary to travel to a clinical trial site are not to be considered inducements. Governor Wolf signed the bill into law. (Photo to left) [READ MORE](#)

- The partnership between Amgen and Lazarex Cancer Foundation to support more equitable access to clinical trials for cancer patients in the U.S. is announced. [READ MORE](#)

# REMOVE BARRIERS

## Changing the Face of Clinical Trials:

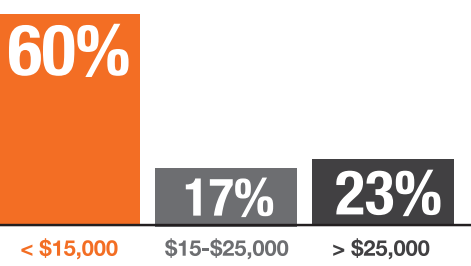
A 2016 study published in JAMA determined that patients with annual household income below \$50,000 had 32% lower odds of trial participation than higher income patients.

The percent of minority participants is dramatically higher, more patients from lower income levels are enrolling in trials, and overall more patients are choosing to participate in clinical trials.

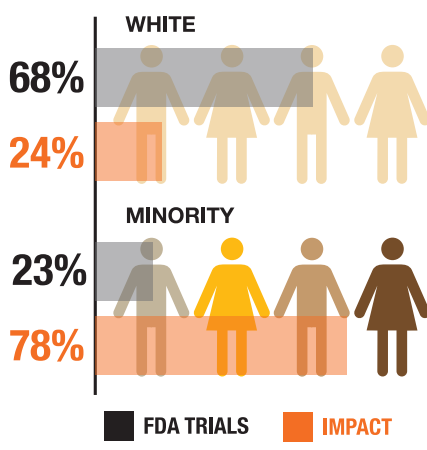
### FDA 2018 Drug Trials Snapshot

Of 5,157 patients who participated in oncology trials that led to the approval of 17 new drugs, 68% were white, 15% were Asian, 4% were black or African American, and 4% were Hispanic.

### IMPACT PATIENTS ANNUAL INCOME



### 2018 FDA Drug Trials Snapshot vs IMPACT ETHNICITY PARTICIPATION



# ASPIRATIONS

## IMPACT Goals for 2019:

- Bills up for vote in TX, MA and FL
- Community IMPACT, a public health initiative, to launch at Drexel School of Public Health in Philadelphia
- Lazarex to present at ASCO and BIO 2019
- Secure funding for 3rd IMPACT location in Philadelphia, PA
- Lazarex to host 2nd annual roundtable discussions in DC, "Disrupting the System II"
- 3rd IMPACT site to launch in PA at University of Pennsylvania's Abramson Cancer Center

OCT

DEC



A generous anonymous donor covers the costs for any policy related activities.



October 2018 Harrisburg PA: Governor Tom Wolf signing HB126 into law, with Dana Dornsife (right), Founder, Lazarex Cancer Foundation; Dave Wilson (left), VP of Government & Community Relations, Drexel University; Adrian Plesha (back left), Dornsife External Affairs, and Kenny Simansky PhD (back right), Vice Dean & Professor, Drexel University, Lazarex Board Member.



## We are pleased to present you with our 2018 Annual Report

2018 was my first full year as the first Executive Director for Lazarex. It was an exciting challenge to learn Lazarex, its culture, and to define my place within it. It felt good to use my experience and leadership to enhance the way we operate. I made changes with some of the systems we were using and got people working where their skills were best utilized. I am a firm believer in working with people's strengths and helping them shine. We ended the year with a strong and cohesive team.

One of my highest priorities was to firm up a budget for our Lazarex CARE patient reimbursements. If you've ever worked with people fighting cancer you can imagine the powerful impulse to never want to say, "No, we don't have the funds to help you right now." For the first time since the inception of Lazarex we had to stop receiving new patients for our Lazarex CARE Program in October 2018 to meet our budget requirements. Cancer is an expensive disease. Even though this was very painful for the staff and our patients, it was needed to create sustainability. While the demand for our services exponentially increased, the incoming funds didn't grow at the same pace. This continues to be a challenge.

That is why we have the IMPACT program, which is intended to solve, at the institutional level, the issues we address regarding patient access to cancer clinical trials. It will take some years, but we are determined to get there with dedication and support from our funders and communities. Your support is so important and deeply appreciated. We thank you for giving us strength and courage to continue our work!

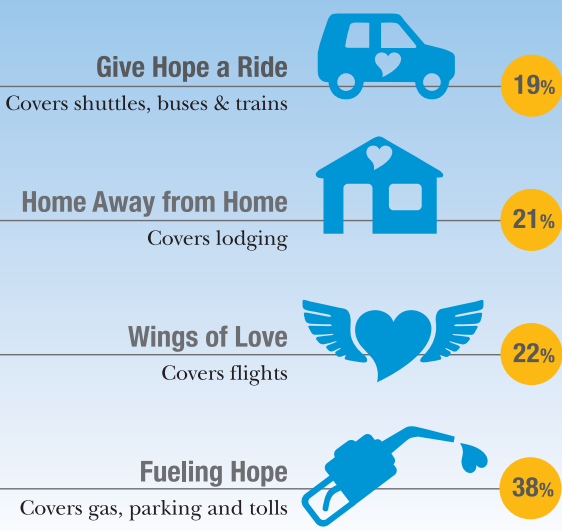
Vera Packard



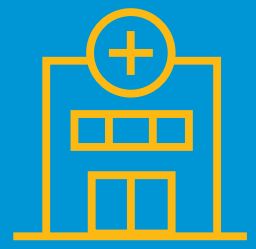
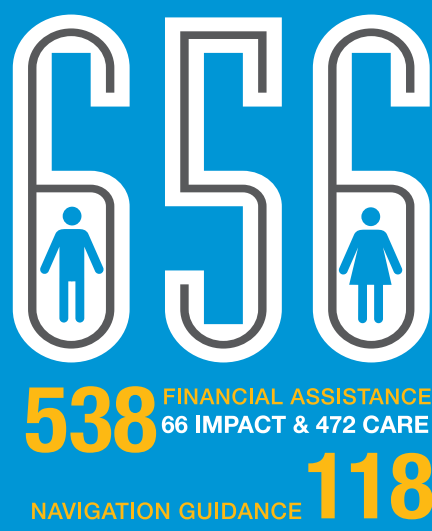
A former breast disease specialist and surgeon from Brazil, Dr. Packard has over 20 years' experience in nonprofit leadership. She is the former Executive Director for the HERS Breast Cancer Foundation where she led the organization on a mission to improve the lives of breast cancer survivors in the Bay Area. Vera joined Lazarex Cancer Foundation in October of 2017.

# CHANGE IS GOOD

### OUR REIMBURSEMENT PROGRAMS and Percentage of use by our Patients



### PATIENTS SERVED IN 2018



198

Clinical Trial Institutions  
(including diagnosis specific centers)

49 OUT OF 51  
NCI Designated  
Comprehensive Cancer  
Center Sites

5 OUT OF 12  
NCI Designated Cancer  
Center Sites

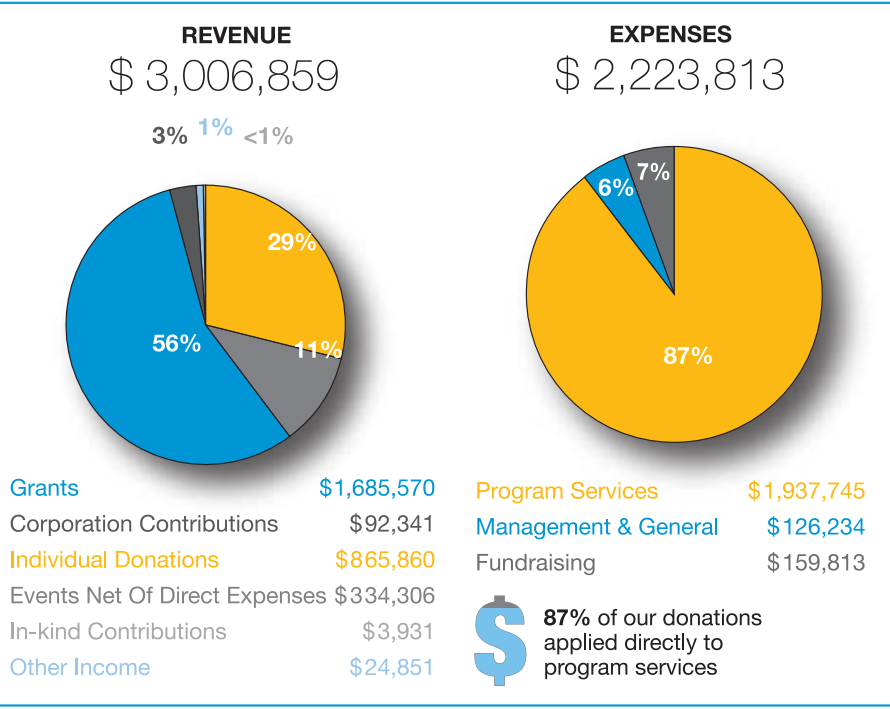
140 Clinical Trial  
Centers - general



### LCF Accomplishments:

- Restructured and improved utilization of LCF constituent management database
- Implemented a more effective donor stewardship process
- Revised LCF sponsorship program
- Launched the inaugural Lazarex IMPACT 5.44K annual fundraiser
- Streamlined our patient intake and reimbursement processes
- Integrated processes and communications for the IMPACT program
- Updated LCF messaging, collateral and website

### 2018 REVENUE AND EXPENSES



“

The wonderful people from Lazarex Cancer Foundation have been helping me with a rental car and gas to go to my doctor's appointments.

I am so grateful and thank God for all the people who work for Lazarex and for all donors, sponsors, and to everybody who helps to do the fundraisers for the foundation.

– Yolanda Rodriguez, Lazarex VIP, with her daughter Maria at the 2017 Lazarex gala.

The AG - 120 drug trial itself is expanding its scope to include many more patients and my doctor tells me they hope to move from Phase One to Phase Two trials very soon. He also said given my response, he strongly feels that I will survive another 10 years at a minimum, if not more, on the drug at my current dose level.



”

– Mike has been a Lazarex VIP (very important patient) since 2012

# TEAM EFFORTS



A heartfelt thank you to our Volunteers – over **4131** hours were tallied in 2018!



### SUPPORTERS

Trailblazers  
**AMGEN**  
**Be The Difference Foundation**  
**Drexel University**  
**Herrick**  
**Stanley Valley Community Foundation**  
**Stand Up to Cancer**  
**Union Bank Foundation**  
**USC Dornsife**

Believers  
**Gillig**  
**GenVivo**  
**Monterey Peninsula Foundation**  
**Rodan Builders, Inc.**  
**Summit Financial Group, LLC**

Heros  
**Clif Bar Foundation**  
**Safeway Foundation**

Angels  
**Dome Construction**  
**The Pace Group**

### Be Part of the Solution:

- Become a monthly donor
- Participate in one of our events
- Corporate sponsorship
- Volunteer
- Southwest Airlines members  
SWA Biz – Help Our Patients Fly For Free  
Link your frequent flyer ID to LCF ID #99035580  
You earn miles and so does Lazarex ([click here](#))

GET SOCIAL



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