

NATIONAL
MARROW
DONOR
PROGRAM®

BE  THE MATCH®



Caden, transplant recipient, with Karen, his donor.

Words to live by

Report to the community 2010



Jennifer Jones Austin (second from left) received an umbilical cord blood transplant in early 2010; pictured here with her family.

“I am alive today thanks to the generosity of people I never even met. One year post transplant, my life is a gift from God!”

— Jennifer Jones Austin, umbilical cord blood recipient

Jennifer’s simple declaration captures the essence of the transplant experience. While every patient’s journey is unique, they share a common bond. They have stood on the brink of life and death, put their faith in the hands of strangers, and leapt.

“Can you help me find a match? Will my doctors know what to do? Will there be help along the way?” they ask. And thanks to the National Marrow Donor Program® (NMDP) and the Be The Match Registry®, we confidently answer; yes!

The NMDP is the world leader in unrelated marrow and umbilical cord blood transplantation. In 2010, we helped more than 5,200 people get the transplants they needed.

That’s 400 more than last year, and twice the number of patients served in 2005.

Through our international network, the NMDP is providing hope and support for an ever-greater number of patients in need of a life-saving transplant.

We owe our success to people like you. People who:

- Advance transplant science
- Provide medical care
- Support patients and their families
- Support our mission
- Donate to save a life

This report highlights some of our achievements from 2010 as well as plans for helping even more people in the future. Thank you for all you do to help save lives.



Left to right: Teresa, transplant recipient, with her donor Lydia.

*“Having the opportunity to donate was one of the **greatest experiences** of my life. I felt blessed to be able to help save a life.”*

— Lydia, Teresa’s donor

For some people, it’s a calling. For others, it’s simply the right thing to do. Whatever the motivation, everyone who joins the Be The Match Registry® gives patients hope. And everyone who donates is a hero.

We provide the opportunity to save a life. Through Be The Match®, we work with patient families, corporations, colleges and universities, faith communities and other organizations to recruit people who want to support our life-saving mission.

In 2010, nearly 723,000 potential donors were added to the Be The Match Registry® and new mothers added more than 36,000 umbilical cord blood units.

Forty percent of new potential donors were from culturally diverse communities, which improves all patients’ chances of finding a matched donor.

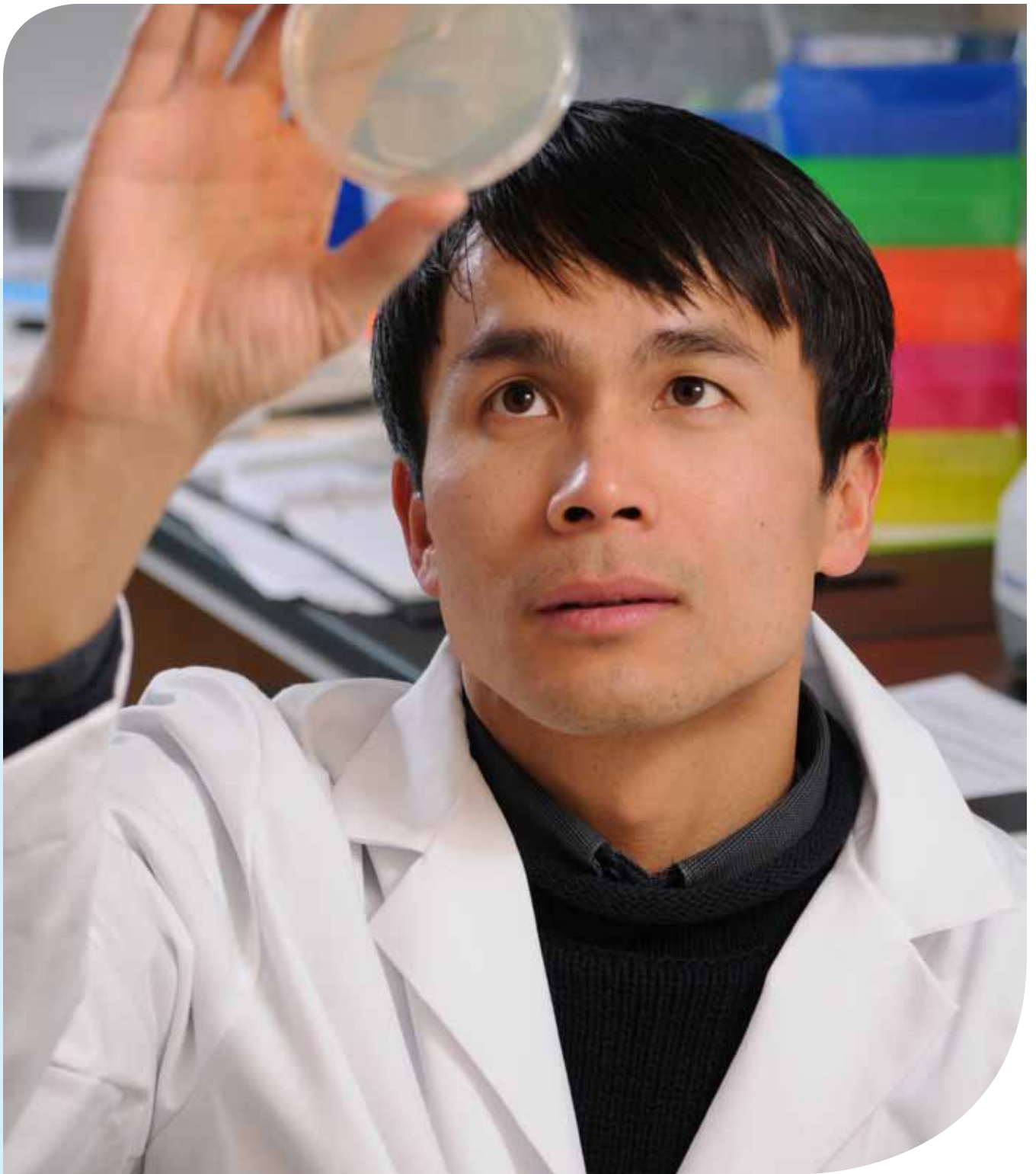
Even though there are more than 9 million donors and 185,000 cord blood units available through the Be The Match Registry, there is still a need for more. Some tissue types are uncommon or rare.



From left to right: Lydia (donor), Teresa (recipient), Christian (Lydia’s son), Julianna (Teresa’s friend), Linda (Lydia’s sister) and Magda Silva, a Be The Match recruiter.

And because tissue type is inherited, patients are most likely to match donors who share their heritage.

Be The Match is engaging young, healthy and diverse individuals who are motivated to help grow the registry, volunteer, and provide financial support for patients and their families.



Vu Nguyen, M.D., 2010 awardee of the Amy Strelzer Manasevit Scholars Program.



“Research is a passion of mine because it provides me with an opportunity for discovery of novel and better therapies that will improve patients’ lives”

— Vu Nguyen, M.D., 2010 awardee of the Amy Strelzer Manasevit Scholars Program
“Defining the role of gut microflora in graft-versus-host disease.”

From the beginning, the NMDP has brought together the best minds and institutions to investigate the most perplexing mysteries of cellular therapy. Together with our research program, CIBMTR® (Center for International Blood and Marrow Transplant Research), our scientific discoveries are making transplantation available to more patients—with better outcomes—than ever before. In 2010, we shared the results of cutting-edge research through a total of 86 peer-reviewed journal articles and 95 abstracts presented at professional conferences.

In 2010, 16 clinical trials were initiated and 262 observational studies were in progress.

This research and other advances have contributed to better understanding of matching and transplant timing, as well as better prevention and treatment of post-transplant complications. From 2003–2008, one-year survival for unrelated

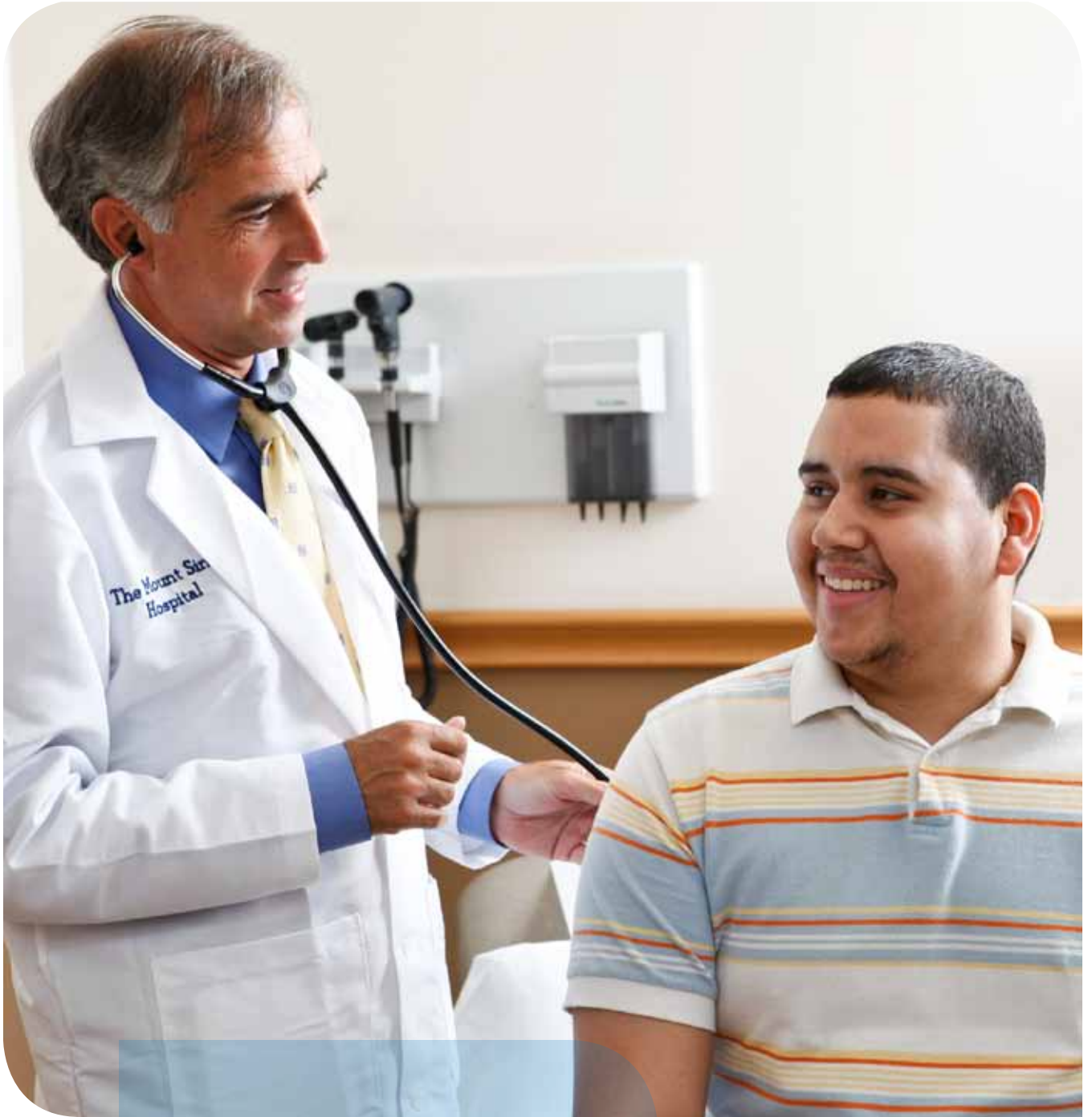
transplant recipients increased by 12 percent, and outcomes are now comparable to related donor transplants.

Improved Survival with Unrelated Transplantation

REPORT YEAR	PERIOD	ONE-YEAR SURVIVAL
2008	2002–2006	54.0%
2007	2001–2005	51.5%
2006	2000–2004	48.8%
2003	1996–2001	42.2%

NMDP-facilitated U.S. transplants. Rolling 5-year analysis of one-year survival.

YOU CAN HELP. Your gift to the NMDP’s fundraising partner, Be The Match Foundation®, helps patients afford transplant, find a matching donor and build a future as we advance medical research.



Dr. Luis Isola with transplant recipient, Jose.

*“The NMDP delivers the **knowledge** and **services** needed to support patients, physicians, donors and institutions involved in matched, unrelated blood and marrow transplantation.”*

— Luis Isola, M.D., transplant physician, Mount Sinai Hospital, N.Y.

From donor recruitment to post-transplant care, we deliver the services and interactive technologies that power the transplant community around the world.

We help identify the best transplant options for patients. We facilitate efficient network operations, collaborating with 526 Network partners, including transplant centers, research centers, recruitment groups, donor centers, collection centers, cord blood banks and cooperative registries.

We offer a single point of access to nearly 16.5 million potential donors and nearly 550,000 umbilical cord blood units worldwide.

We coordinate transplants throughout the global transplant community.

We provide HLA-matching expertise to help select the best donor or cord blood unit, and ongoing education on advances in transplant and post-transplant care.

In 2010, 54 percent of all transplants we facilitated involved either an international donor or recipient. As worldwide demand for transplant services grows, we continue to develop innovative technology to expand and refine our services for patients, donors and Network partners.



Joey Stott, transplant recipient

“Getting a transplant was the biggest challenge of my life. The NMDP was with me every step of the way— offering hope and helping me heal.”

*— Joey Stott, transplant recipient,
featured on ABC’s Extreme Makeover: Home Edition*

Being diagnosed with a life-threatening disease can turn your whole world upside down. But the NMDP is there to shine a light and lead the way. We are committed to supporting patients and their families from diagnosis through survivorship.

- We facilitated more than 5,200 transplants in 2010, 400 more than last year.
- Patient service coordinators in our Office of Patient Advocacy answered more than 12,000 requests for information, referral and support.
- More than 2,000 patients received financial assistance to help pay for transplant-related expenses not covered by their insurance.

If you or someone you love is diagnosed with leukemia, an immune disease or other genetic disorder, the NMDP can help you learn more about your disease and treatment options. We can help you plan for a transplant and make informed decisions about your care.

Since 1987, we have facilitated more than 43,000 transplants, but even more patients need our help. Our goal is 10,000 transplants per year by 2015.



Alice and Lester, Be The Match advocates and college recruiters.



“I’ve been working with Be The Match for two years now. They make it easy to organize and reach out to patients and donors. It makes me feel great to be able to contribute.”

— Lester, *Be The Match* volunteer college recruiter

A passion to save lives drives people to support our mission. And strong financial support drives our success.

The NMDP is a nonprofit organization that engages individuals as well as public and private institutions to support our mission. The NMDP provides services and receives fees for its efforts in facilitating unrelated transplants. In addition, the NMDP receives support from the government and other private and nonprofit sources.

The NMDP’s fundraising partner, Be The Match Foundation®, received more than \$9.9 million in 2010. These funds provided critical support to help searching patients, grow and diversify the registry, and increase research efforts to improve patient outcomes.

NMDP receives support from government programs for facilitating research and managing all aspects of the national registry. The primary government funders include the Health Resources and Services Administration, an agency within Health and Human Services, and the Office of Naval Medical Research.

You can help. Your gift to the NMDP’s fundraising partner, Be The Match Foundation®, helps patients afford transplant, find a matching donor and build a future as we advance medical research.

Statement of financial position

(as of September 30, 2010 and 2009, in thousands)

Assets	2010	2009
Current assets:		
Cash and cash equivalents	\$ 19,994	\$ 23,548
Short-term investments	-	3,076
Receivables:		
Transplant center and other receivables, net of allowances of \$236 and \$133	33,208	31,902
Contract receivables	1,803	6,168
Prepaid expenses and other	3,376	2,092
Total current assets	58,381	66,786
Long-term investments	107,700*	27,925
Property and equipment, net of accumulated depreciation	16,387	9,697
Deferred compensation funds	1,833	1,282
Other assets	37	29
Total	<u>184,338</u>	<u>\$105,719</u>
Liabilities and net assets	2010	2009
Current liabilities:		
Accounts payable	\$ 12,945	\$ 8,957
Accrued expenses	34,786	32,801
Accrued compensation and benefits	8,905	8,413
Refundable advances	3,851	2,149
Total current liabilities	60,487	52,320
Deferred compensation payable	1,826	1,274
Long-term debt	67,515*	-
Unrestricted net assets	54,510	52,125
Total	<u>184,338</u>	<u>\$105,719</u>

Statement of activities

(as of September 30, 2010 and 2009, in thousands)

Revenues and gains	2010	2009
Search and procurement fees	236,353	\$208,502
Federal contracts and cooperative agreements	44,530	51,257
Contributions	374	386
Investment income	1,205	296
Other	<u>755</u>	<u>355</u>
Total revenues and gains	<u>283,217</u>	<u>260,796</u>
Expenses	2010	2009
Program services	254,007	\$237,872
Support services	<u>28,490</u>	<u>31,761</u>
Total expenses	<u>282,497</u>	<u>269,633</u>
(Deficiency) excess of revenue over expenses	720	(8,837)
Change in unrealized appreciation (depreciation) on investments	<u>1,665</u>	<u>1,810</u>
Decrease in unrestricted net assets	2,385	(7,027)
Net assets - beginning of year	<u>52,125</u>	<u>59,152</u>
Net assets - end of year	<u>\$ 54,510</u>	<u>\$ 52,125</u>

*The increase in long-term investments on the balance sheet and the offsetting long-term debt is the result of the NMDP receiving a \$67.6 million, tax-exempt bond. The purpose for this bond is development of the NMDP's core operational systems.



Board member Bernadette Murray-Fertel, pictured with her donor Keith, was transplanted for acute myelogenous leukemia in May 2005.

“The NMDP, and all the people who support its mission, saved my life. It’s an honor and a privilege to give back after all they have done for my family and me.”

— Bernadette Murray-Fertel, NMDP board member and transplant recipient.

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Chief Executive Officer
National Marrow Donor Program
Minneapolis, Minn.



Valerie (left) with her marrow donor and good friend, Julie.

*“Today, we are recruiting more donors, improving match rates, getting patients to transplant faster, and improving outcomes. Thanks to your support, we are closer than ever to **helping every patient get the transplant they need, when they need it.**”*

— Jeffrey W. Chell, M.D., Chief Executive Officer

Through medical advances, we are fulfilling the promise of cellular therapy. Marrow, peripheral blood stem cells and umbilical cord blood are providing greater opportunity for more patients to get the best cell source. Better understanding of transplant timing and conditioning regimens are helping us serve older patients, and those in advanced stages of their disease.

We continue to grow the Be The Match Registry, improving every patient’s opportunity to find the optimal donor or umbilical cord blood unit.

We continue to improve access to treatment for more patients by reducing barriers to transplant.

We continue to raise the funds needed to advance our mission.

We deliver the innovative solutions that will transform our business as needed to serve 10,000 patients per year by 2015. Just as the number of transplants we facilitated doubled from

2005 to 2010, we will strive to double it again in the next five years.

In short, we will continue to champion the NMDP’s mission: To save lives through cellular transplantation – science, service and support.

Together, we are saving lives.



Jeffrey W. Chell, M.D.
Chief Executive Officer



Edward L. Snyder, M.D.
Chairman of the Board



Ranulfo (center top), transplant recipient, with his family.



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marrow.org

Equal Opportunity Employer

To learn how you can help make life-saving transplants a reality for patients, visit marrow.org.

Entrusted to operate the C.W. Bill Young Cell Transplantation Program, including the Be The Match Registry®.

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00594; MAR 2011