



BE  THE MATCH[®]

GIVING HOPE

2016 Report to the Community

Briana, marrow transplant recipient, with her two marrow donors: Fernando and José



WE'RE EXTREMELY GRATEFUL
FOR PEOPLE LIKE YOU
WHO HELP MAKE OUR MISSION POSSIBLE



Top Left : Kathryn and Elizabeth, transplant recipients with their family at the 2016 Be The Match® Gala; **Top Right:** Camila, marrow transplant recipient; **Bottom Left:** 2016 Be The Match Walk+Run events; **Bottom Right:** Naomi, donating marrow through apheresis to a patient in need.

TOGETHER, WE ARE **GIVING HOPE** AND SAVING LIVES

Every three minutes someone in the United States is diagnosed with a blood cancer like leukemia, lymphoma, or other life-threatening blood disorders that can be cured with a marrow transplant. While 70 percent of these patients do not have a matched marrow donor within their family, there is still hope. That hope can come through our Be The Match Registry® and other resources we have available to help patients navigate through diagnosis and recovery. All of which, we cannot do without you.

With your support, we're able to give hope to thousands of patients and their families when they need us most. We provide:

- Access to the world's largest and most diverse marrow donor registry
- Support and resources for patients before, during and after marrow transplant, including funds to ease the financial burden of treatment
- Resources to help health care professionals provide the best care possible for transplant patients
- Funding for research and the pursuit of new, life-saving cellular therapy
- Financial assistance to marrow donors to reduce barriers like lost wages and travel costs

With our growing community of marrow and financial donors, volunteers, health care professionals and researchers, we're giving hope to more patients than ever. In 2016 alone, we facilitated nearly 6,200 marrow and umbilical cord blood transplants, for a total of 80,000 transplants since 1987.

On behalf of all the patients and families who count on us to provide life-saving cures, thank you. **Your support, your passion and your dedication is giving hope and saving lives.**



Jeffrey W. Chell, M.D.
Chief Executive Officer
National Marrow Donor Program®/
Be The Match®



Joy King
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2016 AT A GLANCE

DONOR



6,200 patients received
a marrow transplant



80,000
since 1987

PATIENT



\$3.3 million in
patient assistance
to **1,800 families**

**250 research
studies** under way



472,000 new
potential donors added to
Be The Match Registry®, including

39% with
diverse ancestry



I am determined to inspire and spread awareness, of not only my diagnosis, but about my journey.

—Briana, marrow transplant recipient (center), with her sisters, Cheyanne and Angelina

HELPING PATIENTS FIND THEIR MARROW MATCH

When Bill Pomeroy was diagnosed with acute myeloid leukemia in 2004, he learned many things. He learned that his particular type of cancer takes more than 10,400 lives each year. He learned that a marrow transplant was his best chance at survival. He also learned that, as a white male, finding a donor match was relatively assured.

But what Bill didn't expect to learn next was that for many patients, that perfect match is anything but a sure thing.

THE NEED FOR DIVERSITY

What Bill didn't know as he set out on his journey toward healing was that ethnic ancestry is an important factor in determining a bone marrow match. Because the markers used in matching are inherited, patients are most likely to match someone who shares their ethnic background. That put Bill in a great situation for a match, but this is not the case for many others.

Of the 16 million people signed up for the Be The Match Registry®, only 7% identified as African American, 6% identified as Asian and 1% identified as American Indian/Alaska Native. For patients like Briana, a Hispanic woman who ended up needing two separate, unrelated matches to provide life-saving donations, the wait can be long and uncertain.

Bill quickly understood that increasing the diversity of the registry was a critical need, so that more patients could find the same life-saving match he did.

TAKING ACTION

Not long after he was diagnosed, Bill established The William G. Pomeroy Foundation in response to this urgent need.

In addition to providing generous charitable grants and fundraising support, Bill's foundation works closely with Be The Match to conduct registry drives in diverse communities. To date, he has helped register **more than 20,000** potential donors, who have already produced 40 marrow matches. *(Learn more about Bill on page 15)*

GROW THE REGISTRY

WE'RE ADDING POTENTIAL MARROW DONORS TO THE BE THE MATCH REGISTRY® TO CREATE MORE MATCHES AND SAVE MORE LIVES.

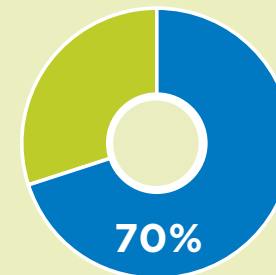


PATIENT

Ethnicity is an important factor in patient-donor matching. Sharing an ethnic background increases the likelihood for a close marrow match.



POTENTIAL DONOR



For many, an unrelated marrow or cord blood transplant is a patient's best or only hope of a cure. 70% will not have a fully matched marrow donor in their family.

In 2016, **6,200** patients received an unrelated marrow transplant; **80,000 since 1987**.

Recovery will probably be a permanent process. What I'm battling now is graft-versus-host disease, as a result of having someone else's immune system.'

—Tom, marrow transplant recipient



INSPIRED BY A PROMISE

THE AMY RESEARCH PROGRAM IS CHANGING THE OUTLOOK ON POST-TRANSPLANT COMPLICATIONS FOR PATIENTS LIKE TOM

It began in 1993 as a father's promise to his daughter. It grew under the tireless fundraising efforts of an entire family. Today, it's known as the Amy Strelzer Manasevit Research Program and it's giving researchers the support to help save patients across the globe.

AMY'S STORY

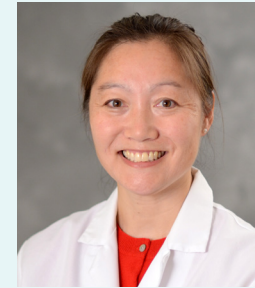
In 1993, Amy Strelzer Manasevit, a vibrant young mother of two, was diagnosed with multiple myeloma. After a long and complicated search for a donor, Amy received the bone marrow transplant she so desperately needed. Even though the procedure was successful, her immune system was exhausted. A short six weeks after returning home, Amy succumbed to pneumonia and passed away at the age of 35.

Before her death, Amy asked her father to find ways to help other patients like her. The result? A truly life-changing opportunity for patients and researchers alike.

A RESEARCH PROGRAM IS BORN

Launched in 1997, through the determination of her family, the Amy Research Program is now one of the largest and most coveted fellowships in the field. Each year, the program provides critical funding and support to promising young researchers as they work to discover new ways to treat and prevent life-threatening, post-transplant complications like Amy's.

To date, the Amy Research Program has supported **29 scholars and 13 post-doctoral fellows, awarding more than \$6 million in grants.** It has resulted in enhanced long-term recovery and quality of life for marrow transplant patients.



FUNDING THE POWER TO HEAL

As the 1999 Amy Scholar, Dr. Stephanie J. Lee focused her research and talents on the post-transplant complication chronic graft-versus-host disease (GVHD).

"I became interested in chronic GVHD because I observed firsthand the devastation associated with this late complication," says Dr. Lee. "People who are otherwise cured of their diseases and doing well become chronically ill."

Thanks to the funding and support provided through the Amy Program, Dr. Lee completed two critical projects resulting in grading and symptom scales to help quantify the severity of chronic GVHD. As pivotal advancements in GVHD research, Dr. Lee's work is now used in numerous clinical studies and serves as the National Institute of Health's (NIH) recommended outcome measure.

Now at the Fred Hutchinson Cancer Research Center in Seattle, Washington, Dr. Lee continues to expand on the work from her early Amy Scholar success. As a renowned leader in the field, she works tirelessly to conduct research, educate her peers and improve patient care and outcomes.

FOUR KEY RESEARCH AREAS THAT NEED SUPPORT:



Pediatric Cancer

Meeting the unique needs of children and young adults



Ancestry & Genetics

Enhanced donor-patient marrow matching



Clinical Studies

More than 200 studies currently under way



Long-term Recovery

Reducing complications and improving quality of life



I have lived a very happy and fortunate life and I am proud to give back.'

—Dan McGlynn, marrow transplant recipient, with his wife, Deb



TRANSPLANT RECIPIENT BECOMES A FORCE OF SUPPORT FOR OTHER PATIENTS

In 2004, Dan McGlynn was ready to relax into a well-deserved retirement. But just as he and his wife Deb began to transition into their new life together, Dan began to feel something wasn't quite right.

"I was so tired," Dan said. "I could not do anything—if I tried to go up the stairs, I had to immediately sit down and catch my breath." Dan's exhaustion took a serious turn one morning when he could no longer hold his arms up to wash his hair. Both Deb and Dan knew it was time to find an answer.

That answer came when, after many tests and bloodwork, Dan's medical team at Mayo Clinic diagnosed him with myelodysplastic syndrome. While the news was devastating, Dan and Deb rallied with their medical team and hoped for a cure.

On April 27, 2005, that hope paid off. Dan was matched with a perfect donor and received a life-saving marrow transplant. After overcoming several serious post-transplant complications, Dan slowly started to feel like himself again.

PAYING IT FORWARD

Now, more than 12 years post-transplant and healthier than ever, the McGlynnns are committed to helping other families facing what they did in 2005.

Together, the McGlynnns have worked to reduce barriers to transplant. Since 2008, the McGlynnns have generously given Be The Match nearly **\$200,000** to support marrow transplant patients and their families. "Funding is critical for the Be The Match mission and the lives they save," says Dan. "I have lived a very happy and fortunate life and I am proud to give back."

OUR PATIENT ASSISTANCE GRANTS LESSEN THE BURDEN OF TRANSPLANT.*



**MORE THAN
\$3.3 MILLION**

was provided to more than
1,800 families.



**ACCESS GRANT
\$8,000**

Insurance denials and limitations can cause dangerous delays. Access grants let physicians search for a donor right away.



**RECOVERY GRANT
\$1,450**

Patients must be accompanied by a full-time caregiver—up to two incomes may be lost. Recovery grants help with uninsured expenses.

*Expenses and grant amounts are based on averages.

I have a daughter who is now
14 years old ... there was
no question whether
I would donate.'

—Ingo, marrow donor, with Kathryn
and Elizabeth, his recipients



EXTENDING OUR MISSION



Constance, marrow transplant recipient, with her sister and donor, Samantha



Ed, legislative advocate and marrow transplant recipient

EXPANDING OUR UNIQUE SERVICES TO NEW THERAPIES

Our subsidiary, Be The Match BioTherapiesSM, is extending the proven cell delivery capabilities and relationships we've developed to help organizations deliver new cellular therapies that save more lives and improve the quality of life for patients. Learn more at BeTheMatchBioTherapies.com.

HELPING MORE PATIENTS GET TO TRANSPLANT

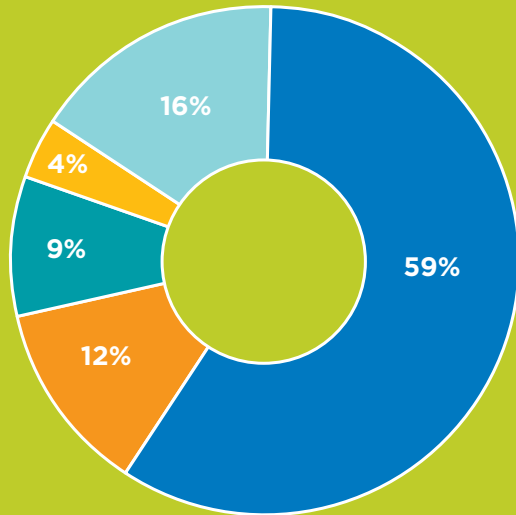
When a patient's best match is a relative, like Constance's sister, Samantha, we can now help transplant centers deliver the related transplant patients need. Our new Related Donor Services helps overcome travel, logistical and financial barriers for those donors. Find more details at Network.BeTheMatchClinical.org/Related.

INCREASING ACCESS TO TRANSPLANT

Thanks to the help of our legislative advocates like Ed, the Center for Medicare and Medicaid Services released a ruling to increase reimbursement for blood and marrow transplants performed in an outpatient setting: coverage increased from \$3,045 to \$27,752 in the ruling. Stay up to date on all of our legislative efforts at BeTheMatch.org/Advocacy.

FINANCIALS

HOW WE SPEND EACH DOLLAR



To read our consolidated audited financial statements with supplemental schedules, visit: BeTheMatch.org/audit

FINANCIALS

CONSOLIDATED STATEMENT OF FINANCIAL POSITION AS OF SEPTEMBER 30, 2016 (IN THOUSANDS)

ASSETS

Current and other assets	\$134,880
Long-term investments and bond reserves	93,500
Property and equipment	113,265
TOTAL	\$341,645

LIABILITIES AND NET ASSETS

Current and long-term liabilities	\$151,895
Net assets	189,750
TOTAL	\$341,645

**CONSOLIDATED STATEMENT OF ACTIVITIES FOR THE YEAR ENDED
SEPTEMBER 30, 2016 (IN THOUSANDS)**

REVENUES AND GAINS

Search and procurement fees	\$339,058
Federal contracts, cooperative agreements and contributions	53,995
Investment and other income	593
TOTAL	\$393,646

EXPENSES

Program services	\$316,639
Management and general	56,650
Fundraising	1,773
TOTAL	\$375,062
Non-operating income	6,668
INCREASE IN NET ASSETS	\$25,252

To read our consolidated audited financial statements with supplemental schedules, visit: BeTheMatch.org/audit



‘Giving to an organization like Be The Match is concentrated good. It’s a chance to help so many children and families win the lottery of life.’

— Alyssa, mom of marrow transplant recipient, Zerion (pictured above)

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Our mission: saving lives through cellular therapy

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Bill Pomeroy, right,
with his marrow donor.

Bill survived leukemia thanks to a bone marrow transplant. He is a Be The Match Board Member of both Be The Match and Be The Match Foundation and supported the 2016 Matching Gift Fund with a significant matching gift. He established The William G. Pomeroy Foundation to help diversify and grow the Be The Match Registry®.

THANK YOU INDIVIDUAL CONTRIBUTORS

Be The Match extends our sincere gratitude to the following individuals who generously contributed a significant financial gift during our fiscal year ending September 30, 2016. With your charitable support, we are able to give patients hope by adding more potential marrow donors to the registry, providing financial support to transplant recipients, and advancing life-saving research.

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CORPORATE PARTNER SPOTLIGHT



PARTNERING FOR PATIENTS

It takes many hands to build hope and deliver life-saving treatments to patients in need of marrow transplants. Thanks to partners like Sanofi Genzyme, Be The Match has been able to spread hope faster and farther than ever before.

In 2016, Sanofi Genzyme generously sponsored our Hematopoietic Cell Transplantation (HCT) Quick Reference Guidelines, providing patients with easy access to critical post-transplant care and physicians with much needed information on referrals for transplant. In addition, the organization sponsored the Be The Match Walk+Run series and continues to be a major contributor to our Foundation.

With the generous support of corporations like Sanofi Genzyme, more patients have better access to the care and support services they need, physicians find critical support, groundbreaking medical research continues and donors are added to the registry.

Q We've worked for many years with Be The Match, and it's been an honor. We plan to continue supporting the common mission of improving transplant access and outcomes for patients. It's come a long way over the years, but there is still a lot of work to be done.'

— Kevin Campbell,
Sr. Director of Hematology and Transplant
Sanofi Genzyme

THANK YOU CORPORATIONS, FOUNDATIONS AND ORGANIZATIONS

Be The Match thanks the following corporations, foundations and organizations for supporting our life-saving mission. Your compassion and dedication gives hope to transplant patients and their families.

\$100,000+

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THANK YOU VOLUNTEERS

We are eternally grateful to our volunteers whose commitment helps us save more lives every year. Your passion fuels our mission and inspires others to join our cause. Collectively, you contributed **over 117,000 hours**, which is a financial value of **over \$3 million**. The following outstanding volunteers gave 100 hours or more of service last year.

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RAISING HOPE IN MEMORY OF BEN

In April 2014, Tom Teach was overjoyed when his 4-year old grandson Ben received a bone marrow transplant facilitated by Be The Match. For nearly six beautiful months after, Ben laughed and smiled as a cancer-free little boy. But when Ben's leukemia returned in October, nothing could be done. Tom and his family said goodbye to their sweet boy in February 2015.

Today, Tom is a passionate champion of Be The Match. In addition to helping acquire key sponsorships for the Be The Match Walk+Run event and organizing successful registry drives with the Navy, Tom has been a tireless fundraiser. Participating as "Team Ben" in Chicago's Be the Match Walk+Run (pictured above), his team raised nearly \$44,000, with more than \$7,000 of that sum brought in single-handedly by Tom, in loving memory of his grandson.

THANK YOU MONTHLY GIVERS

Be The Match appreciates our monthly givers. As some of our most dedicated supporters, your recurring gift helps save lives all year long.

Soudabeh Abdi	Linda Bloom	Vijender Chenji	Nicole Dease	Melissa A. Ferguson	Billy Gray
Kyle Accornero	J Gregory Booth	Erin E. Christenson	Sally A. Dennison	Carolyn Fiffick	Stacy E. Gray
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WALKING ACROSS AMERICA FOR AWARENESS

Through thunderstorms, windstorms, tornado warnings and triple-digit temperatures, Jared Reichbaum (pictured above) walked across America for seven months and nearly 3,000 miles for one simple but powerful reason: to raise awareness for bone marrow donation.

Inspired by his friend's mom, who received her life-saving bone marrow donation from her brother, Jared's mission was to inform the country how easy it is to register and virtually painless to donate. His extraordinary efforts resulted in the registration of more than 600 potential donors and at least one perfect match.

Myrna McCauley	Mai Nguyen	Amber Przybyla	Gina Sanchez	Paul Tappendorf	Katherine West
Larry McCloskey	Thinh Nguyen	Kris Punke	Indranil Sanyal	Charles Tate	Debbie Westfal
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Eng Hooi Ng	Victoria M. Provost	Dean E. Saba†	Goli Tahmoorezadeh	Donna Weatherall	



Elsa, marrow transplant recipient, with her husband and caregiver, Ramon

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We are grateful to the following contributors who provided goods and services with a value of \$1,000 or more, resulting in significant savings. Such gifts allow us to apply greater resources to help more patients receive the transplant they need.

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THANK YOU FUNDRAISERS

We are thankful for our hard-working fundraisers. Together, you raised **nearly \$1.5 million** this past year, giving the gift of hope, one transplant at a time. The following individuals, **teams**, team captains and schools raised \$5,000 or more to support our work.

2015 Ventura Match 2 Marrow 5K – Jordan Dullenkopf

Karen Cohen

Latched to my Match – Laura Gladstone

Thomas Teach

University of Wisconsin Oshkosh

2016 Full Moon 5K – Catherine Sanger

College of William and Mary

Ava Lawerance

Team Actinium – Kevin Zikaras

Walking Across Amarowca – Joselyn Miller

AHEPA Marrow – Sophia Venetos

Dickinson College

Marcel's Marrow Minions – Danielle Boukedes

Team Ben – Megan Levy

Willis Towers Watson Winners – Andrea Trimble Hart

THE ALI CATS – Meghan Rogers

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Margie Zimmer

Barb's Journey – Mike Larson

Fight for Phoebe – Laurie Levitt

Joselyn Miller

Team Chris – Stacy Contreras

Be The Match at Hamilton High – Omar Ashraf

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Sarah Moore

Team Collz – Colleen Petruzzi

BreanaRocks – Staci Versen-Rampey

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Team Janet – Janet Fitzgerald

The Buckeye Be The Match 5K – Lisa Maxson and Tom Kendall

Game, Set, Be The Match Columbus, GA – Mattie Hall

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Team Meredith – Mary Dean

Carl's Cru – Heidi Ifkewitsch

Laura Gladstone

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TEAM RUSH – Laura Zider

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Briana, marrow transplant recipient, meeting her first donor, José, at this year's Council Meeting

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