We celebrate life, hope and healing for patients and their families—the focal point of the Be The Match® mission.

When patients are diagnosed with a blood cancer like leukemia, or a disease like sickle cell anemia, their best and only hope for a cure often is a marrow or cord blood transplant. As you can imagine, facing a life-threatening disease can feel overwhelming.

But these families are not alone—Be The Match supports patients and families along every step of their journey—before, during and after the transplant. Before the transplant, we identify a genetic match for patients who do not have a fully matched donor in their family. During the transplant, we provide resources and financial assistance to help families overcome challenges like insurance barriers and out-of-pocket costs. Finally, research is leading to improved post-transplant outcomes and enriching patients’ quality of life.

Support for the patients and their families comes from an even wider network—marrow donors, health care professionals, researchers, volunteers and financial contributors—each having a significant impact on their journey, giving hope for a new beginning to millions of Americans.

But there’s more work to do. We must fight to provide equal outcomes for all, a mission that’s far from accomplished. It is both our opportunity and responsibility. With your help we can provide all patients access to cellular therapy so they can win their battle, and live longer, healthier lives.

Be The Match is committed to improving the outcomes for current and future patients by advancing our mission to provide bone marrow transplants to more patients when they need them and provide hope to their families and friends.

Thank you for standing beside us to help make cures possible.

C. Randal Mills, Ph.D.
Chief Executive Officer
National Marrow Donor Program®/Be The Match

Joy King
Executive Director, Be The Match Foundation®
Senior Vice President of Philanthropy, Be The Match

Dr. Randy Mills, CEO

OUR MISSION

WE SAVE LIVES THROUGH CELLULAR THERAPY

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Chief Executive Officer
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Executive Director, Be The Match Foundation®
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FIGHT to make it happen.
THAT’S WHY WE’RE FIGHTING TO MAKE TRANSPLANT MORE EQUITABLE.

To read more about Thor’s journey visit: BeTheMatch.org/hd/thors-story

IMAGINE

BEING ABLE TO TAKE THOR’S PAIN AWAY—AND GIVE HIM BACK HIS CHILDHOOD

Thor’s parents were heartbroken when they found out their newborn baby had sickle cell anemia.

Their son’s only hope for a cure is a stem cell transplant from a genetically matched marrow donor—someone willing to step up to save a stranger. They’re fighting to save their son’s life, and they need our help—not just for Thor, but for every patient desperate to find their life-saving match.

And thanks to our mission supporters, Be The Match is there—supporting patients, advancing the science, providing solutions to increase access to treatment and help more patients live longer, healthier lives.

But Thor’s family is facing an additional challenge because of his ethnic background. Patients are most likely to match donors who share their ethnic ancestry, but currently, there are not enough Black or African American donors on the registry. Black patients only have a 23% chance of finding a match, compared to a 77% chance for White patients.

Patients rely on people like you.

We need everyone’s help to improve those odds and give every patient the same chance to find a cure.

“IT’S IMPORTANT FOR PEOPLE OF DIFFERENT ETHNICITIES TO JOIN IN ORDER TO INCREASE THE DIVERSITY OF THE REGISTRY.”

— Rodney, Thor’s dad

RISING TO THE CHALLENGE

Even though the Be The Match Registry® is the largest and most diverse registry in the world, we need to increase the diversity of tissue types available on the registry by recruiting more ethnically diverse registry members.

THAT’S WHY WE’RE FIGHTING TO MAKE TRANSPLANT MORE EQUITABLE.
When WeWork® employee Valerie Batista was unable to find a life-saving match—due in part to her Mexican-American heritage—she became resigned to dying. She even reached out to WeWork’s legal department for help creating her last will and testament.

That’s when WeWork CEO Adam Neumann and Rebekah Neumann, his wife and founding partner, ramped up their efforts. They saw that diversifying the registry called for bold, creative solutions.

WeWork partnered with Be The Match to host multiple registration drives around the world including in the U.S., Israel and the U.K., sharing talent from its data resources, salesforce, and communications teams. To date, more than 1,000 WeWork employees and members in the U.S. have joined the Be The Match Registry in hopes of helping Valerie and others like her.

“It was like a huge weight came off my shoulders. I thought, ‘I’ll let Adam find the match. And I’ll just worry about getting better.’”

VALERIE

Bruno is only 4 months old, and has a rare and life-threatening condition called hemophagocytic lymphohistiocytosis (HLH). Currently, there are no genetically matched marrow donors for Bruno on the Be The Match Registry. His best hope is to add more registry members who share his Mexican heritage.

“Achieving our goal of recruiting 1 million new registry members from across Mexico will mean more than 2,000 matches for patients in the U.S. and Mexico who desperately need a transplant.”

- Yvonne Ybarra, Senior Manager, International Product Development

**IMAGINE**

**FIGHTING TO SAVE THE LIFE OF A COWORKER AND FRIEND**

**INTRODUCING BE THE MATCH MEXICO**
Launched in September 2017, the Drs. Jeffrey and Isabel Chell Clinical Trials Travel Grant, in partnership with the Jason Carter Clinical Trials Program, provides financial help to qualified patients who need help paying the following costs to travel for clinical trials:

- Patient and companion air travel
- Ground transportation
- Accommodations

Jason Carter had leukemia for 4½ years and passed away in May 2016, at age 28. In 2017, the Carter family chose to honor Jason’s legacy by making a gift of $1.25 million to the Be The Match Foundation to launch the Jason Carter Clinical Trials Program. Their support made it possible to create a user-friendly website to help patients and their families find clinical trials for all blood cancers and other diseases often treatable by blood stem cell transplantation. It also supports a new clinical trial patient education specialist to provide one-on-one support for patients and families.

“Fighting for every patient’s right to access the best, cutting-edge treatment. Imagine Jason loved fishing, skiing the mountains of Montana, cooking, and nature photography. Before his passing, Jason was able to spend more time with family thanks to his participation in two clinical trials—an opportunity he and his family want for every patient.”
—Jason’s parents, Bob and Diana Carter

“We’re thrilled to partner with Be The Match to help other patients find the best treatment options available. Together, we can help save lives.”
—Jason’s parents, Bob and Diana Carter

DRS. JEFFREY AND ISABEL CHELL CLINICAL TRIALS TRAVEL GRANT

Launched in September 2017 the Drs. Jeffrey and Isabel Chell Clinical Trials Travel Grant, in partnership with the Jason Carter Clinical Trials Program, provides financial help to qualified patients who need help paying the following costs to travel for clinical trials:

- Patient and companion air travel
- Ground transportation
- Accommodations
Last summer, Matt and Gabi traveled to Germany to meet his donor, Michael. “Being able to thank him was the icing on the cake. It is unbelievable that this is even possible, that this network exists, and that people like Michael are on the registry.”

Today, Matt works as a clinical research coordinator at Oregon Health and Science University—the same hospital where he was treated. “I was so inspired by my experience that I changed careers to work with people clinically, through research. Going to work every day with a passion and calling has never meant more to me than it does now.”

THAT’S WHY WE’RE FIGHTING TO MAKE TRANSPLANT ACCESSIBLE TO EVERY PATIENT

When doctors told Matt McCallum that he had acute myeloid leukemia and needed a transplant, his first thought was not about survival—it was about health care costs. “I looked at my fiancée, Gabi, and said, ‘I am so sorry—what do we do?’” he said. “I understand if you want to leave.”

With Gabi by his side, Matt spent the next month in the hospital trying to figure out how they were going to take on the immense expenses associated with his treatment. Fortunately, Matt qualified for Medicare and Medicaid and received a Be The Match Foundation Transplant Support Assistance Grant. His family and friends also supported him with fundraisers.

“We are so grateful for a grant program like this to help us shoulder the financial burden.” As Matt and Gabi continued to work through finances, his medical team worked with Be The Match to find him a life-saving marrow donor, and he received a transplant in October 2014.

During his recovery, he and Gabi received some wonderful news—they’d won a wedding from a resort in their home state of Oregon. “Our wedding was such a win for us—it was amazing,” he said. “It was a huge celebration of my transplant being successful.”
Policy and advocacy is critically important in protecting access and expanding coverage for patients in need of a life-saving blood stem cell transplant. Be The Match is committed to enlisting the public’s support to advance our mission through legislative and policy action.

These efforts include:

- **Increase federal funding for the National Cord Blood Inventory and the C.W. Bill Young Cell Transplantation Program (Be The Match Registry),** to expedite time to transplant, refine targeted recruitment efforts, and propel innovation for improved outcomes.
- **Ensure access to transplant by evaluating and advocating on legislative actions that might harm patient’s access to life-saving transplant.** Insurance status, race, and income shouldn’t determine if you have access to life-saving treatment.
- **Protect Medicare patient’s access to transplant by reforming the payment system.**

Put your commitment to life-saving transplant into action by joining our Advocacy Action Network and make your voice heard on critical issues impacting patients in need.

BeTheMatch.org/advocacy

**Be The Match BioTherapies** supports companies developing next-generation cellular therapies. Our vast experience in the field of stem cell transplantation allows us to offer unique capabilities and services to these companies.

In 2017, Be The Match BioTherapies:

- Expanded collections and services for clients developing allogeneic and autologous therapies
- Announced collaboration with Magenta Therapeutics to improve the efficacy of transplant
- Expanded software platform to meet the needs of next-generation cellular therapy companies
- Exceeded revenue goal by 17%

**Zion was born with sickle cell anemia. His only hope for a healthy future was a blood stem cell transplant. His mother, Chim, was chosen to be his donor, but Zion’s transplant center was not set up to perform the bone marrow collection. Be The Match coordinated Chim’s donation through our Related Donor Services Program. The day after her donation, she was able to be at her son’s bedside while he received her life-saving cells.**

**Related Donor Services** provide families access to our expertise to facilitate transplants involving relatives.

These services include:

- Sample collecting for HLA typing family members
- Related donor workup and stem cell collection
- Donor and patient benefits, resources and support
FINANCIALS

CONSOLIDATED STATEMENT OF FINANCIAL POSITION AS OF SEPTEMBER 30, 2017 (IN THOUSANDS)

**ASSETS**
- Current and other assets: $160,763
- Long-term investments and bond reserves: 104,171
- Property and equipment: 107,161
- **TOTAL**: $372,095

**LIABILITIES AND NET ASSETS**
- Current and long-term liabilities: $152,110
- Net assets: 219,985
- **TOTAL**: $372,095

CONSOLIDATED STATEMENT OF ACTIVITIES FOR THE YEAR ENDED SEPTEMBER 30, 2017 (IN THOUSANDS)

**REVENUES AND GAINS**
- Search and procurement fees: $334,762
- Federal contracts, cooperative agreements and contributions: 58,080
- Investment and other income: 487
- **TOTAL**: $393,329

**EXPENSES**
- Program services: $310,499
- Management and general: 9,732
- **TOTAL**: $320,231

**INCREASE IN NET ASSETS**: $30,235

**OUR GLOBAL NETWORK OF CARE**

From the moment doctors search our registry for a marrow donor or cord blood unit, to the safe delivery of the life-saving cells to patient bedsides for transplant, and for years afterwards, we are there every step of the way. Our global network counts on our technology, expertise and unparalleled logistical support to make marrow transplants possible.

To read our consolidated audited financial statements with supplemental schedules, visit: [BeTheMatch.org/audit](http://BeTheMatch.org/audit)
By Cell Source:
- Peripheral Blood Stem Cell: 65%
- Bone Marrow: 22%
- Cord Blood: 13%

Likelihood of Finding a Fully Matched Available Marrow Donor by Patient Ethnic Background:
- African American or Black: 23%
- Asian or Pacific Islander: 41%
- Hispanic or Latino: 46%
- American Indian and Alaska Native: 57%
- White: 77%

- 6,100 Transplants in 2017
- 78 Publications in 2017
- 420 Transplant Centers, Hospitals, and Universities Participating in Research
- 220 Research Studies Currently Under Way
- $4 Million Patient Financial Assistance Given
- 2,000 Patients Received Financial Assistance in 2017
- $9.6 Million Financial Contributions
- 24,000 Financial Contributions
- $4 Million Value of Volunteer Hours
- 5,300 Courier Trips Taken to Deliver Life-Saving Marrow

We provide one-on-one support, information and resources for transplant patients, caregivers and families, including patient assistance grants to help ease the financial burden of uninsured costs associated with treatment.
Our mission: raising funds to give patients hope for a cure

2017 BOARD OF DIRECTORS
NATIONAL MARROW DONOR PROGRAM/BE THE MATCH

Our mission: saving lives through cellular therapy

2017 BOARD OF DIRECTORS
BE THE MATCH FOUNDATION

Our mission: funding to give patients hope for a cure

The generosity of our mission supporters makes these awards possible. Together, we are advancing marrow transplant science to help thousands of patients live longer, healthier lives.

Amy Strelzer Manasevit Research Program
Breast Cancer Research Foundation
Cancer Research Institute
Children’s Cancer Research Fund
Children’s Hospital Foundation
Children’s Hospital of Philadelphia
CureLeukemia
The Skin Cancer Foundation
Therapy Associates
Cure Leukemia
The Skin Cancer Foundation

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2017 AMY SCHOLARS

Amy Strelzer Manasevit Research Program
Breast Cancer Research Foundation
Cancer Research Institute
Children’s Cancer Research Fund
Children’s Hospital Foundation
Children’s Hospital of Philadelphia
CureLeukemia
The Skin Cancer Foundation
Therapy Associates
Cure Leukemia
The Skin Cancer Foundation

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IMAGINE REceiving the gift of a second chance at life and choosing to pay it forward.

In 2004, Michael was feeling fatigued. At the time, a medical test revealed a diagnosis of hairy cell leukemia. He was admitted to ICU, in need of a life-saving marrow transplant. His doctors diagnosed him with hairy cell leukemia. But in 2013, the fatigue returned. This time, it was myelodysplastic syndrome (MDS). Michael was ready to move on. He felt back to normal. His leukemia was in remission, and travels a lot, feeling tired was normal, but this time something was different. He was a financial contributor. "I am blessed and lucky that I’ve had the outcome that I’ve had. I’m the beneficiary of what had already been done, and I hope other people can find their way to an amazing way possible to ring in the new year."

Michael’s transplant took place on January 1st, 2019. He had the most amazing way possible to ring in the new year. Today, Michael is back to working full time and traveling. As he reflects on his transplant journey, Michael says he had it “easy” compared to so many other patients who endure a long and frightening process, with no guarantee of a happy ending. His goal is to help other patients and their families.

“I am blessed and lucky that I’ve had the outcome that I’ve had. I’m the beneficiary of what had already been done, and I hope other people can find their way to an amazing way possible to ring in the new year.”

Michael received a financial gift of $25,000 to help other patients and their families. Bill Rhee

Financial contributors

Michael Stewart – Marrow transplant recipient and financial contributor

Financial contributors

Michael Stewart – Marrow transplant recipient and financial contributor

Thank you INDIVIDUAL CONTRIBUTORS

We extend our sincere gratitude on behalf of the patients and those individuals who generously support our mission this past fiscal year ending September 30, 2017. Your financial support allows us to save more lives through donor recruitment, research and patient assistance.

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We are extremely grateful for the individuals and corporations who have contributed $250,000 or more over the lifetime of our relationship or have included Buy The Match in their estate plan and partnered with us to help save lives.

$250,000+ LIFETIME GIVING

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.
## Thank You to Corporations, Foundations, and Organizations

Thank you to our partners who supported our life-saving mission and helped us provide our transplant patients and their families with hope and possibility.

| $10,000,000+ | The Carter Family Foundation |
| $1,000,000-$4,999,999 | Foundation of Middle Tennessee |
| $500,000-$999,999 | The Charles and Patricia Frist Elcan Charitable Fund of the Community Foundation of Middle Tennessee |
| $100,000-$499,999 | The Batchelor Foundation |
| $50,000-$49,999 | Baba-Sale Congregation |
| $50,000-$19,999 | Actinium Pharmaceuticals |
| $25,000-$4,999 | Communal Fund |

### $10,000-$4,999

- **Ballerine, Annie**: cord blood transplant recipient and chair of the Gala Board of Ambassadors

"There's very little that brings more joy to me than offering hope to other patients who are in the same spot that I was. Hope takes many various forms: for me, I find hope in finding others who have been given the same diagnosis, and being a light for other patients. As a fundraiser, my goal is to strive to connect prosperity with purpose while inspiring all board members to do the same. When prosperity and purpose connect, a powerful form of hope and possibility is possible."
The following amazing volunteers save over $4 million of service this past year. Collectively, you contributed over 164,000 hours which helped Be The Match is extremely grateful to our thousands of volunteers whose continued commitment to our mission helped save more lives this year.
In 2017, Love Your Melon partnered with Be The Match, providing funding, event promotion, and volunteers to support our life-saving mission. In April, Be The Match and Love Your Melon hosted a one-day drive event with 100 of Love Your Melon’s top Campus Crew Members from across the country, swabbing more than 1,000 new registry members. In June, Love Your Melon partnered with Be The Match to co-create the inaugural BeTheMatch week, raising critical funds to support the Transplant Grant for Kids program, designed to provide financial relief for families in need.

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“We’re excited to continue our partnership with Be The Match and to see how we can continue to innovate and help our members find a life-saving match. We look forward to continuing this collaboration and supporting our mission together.”

— Zachary Quinn, Love Your Melon President

THANK YOU TOP ONLINE PEER-TO-PEER FUNDRAISERS

We are thankful for our hard-working fundraisers. Together you raised more than $1.9 million this past year giving the gift of hope, one transplant at a time. The following individuals, teams, and schools raised $5,000 or more to support our work.

Be The Match recognizes that some contributors do not wish to have their names published and/or wish to be recognized in a particular way and we do our best to adhere to those wishes. We have carefully reviewed this information for accuracy and apologies for any errors or omissions in this listing.

Please contact us at (800) 507-5427 if you note incorrect information in these contributor listings.
Thank you to our most loyal supporters—we appreciate your reliable support. Your monthly gift delivers life-saving marrow transplants to patients in need all year long.

In 2017, outgoing CEO Dr. Jeffrey Chell was presented the Jeffrey Mark Harris Achievement Award in recognition of his outstanding contributions in advancing our organization’s life-saving mission during his tenure, including:

• Annual transplants increased from 1,672 to 6,166
• Created Center for International Blood and Marrow Transplant Research® in 2004 in partnership with the Medical College of Wisconsin
• 44 clinical trials opened with the participation of 10,000 transplant recipients
• Registry grew from 4 million to 19 million
• Added 238,000 cord blood units to the Be The Match Registry
• Grants awarded—$350 million

“Dr. Chell’s vision, compassion and tenacity coalesced to propel Be The Match forward as a leader in the field of transplantation. His leadership positioned us to have a lasting impact on an international scale and, more importantly, on an individual level for the thousands of patients who found a cure while he was at the helm. It’s an honor to continue the work he started and take Be The Match into the future.”

— C. Randal Mills, Ph.D.

CEO EMERITUS, BE THE MATCH 2000–2017

Dr. Mills presents Dr. Chell with the Jeffrey Mark Harris Achievement Award

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