FIGHTING CHILDHOOD CANCER, ONE CUP AT A TIME

Alex's Lemonade Stand Foundation
2017 Impact Report
MISSION STATEMENT

Alex's Lemonade Stand Foundation shares the vision of our founder and creator, Alexandra “Alex” Scott — a cure for all children with cancer.

We change the lives of children with cancer through funding impactful research, raising awareness, supporting families, and empowering everyone to help cure childhood cancer.

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Alex's Lemonade Stand Foundation
111 Presidential Blvd, Suite 203
Bala Cynwyd, PA 19004

AlexsLemonade.org
866.333.1213
Info@AlexsLemonade.org
Dear Friends,

Last summer, we brought together 20 Alex’s Lemonade Stand Foundation (ALSF)-funded researchers to participate in ALSF’s first Experimental Therapeutics Retreat. During one of the breakout sessions, an attendee commented that it would be hard to find a childhood cancer clinical trial that had "more than 2 degrees of separation" from ALSF. Your support is clearly making an impact on the lives of children and their families battling childhood cancer.

Inside this 2017 Impact Report, you will get a glimpse into the research we fund and read about some of the childhood cancer heroes you have helped along the way. Heroes like Greta, who was diagnosed with leukemia at 3 months old and underwent months of aggressive treatment – only to have her cancer return six months later. But, Greta qualified for a new immunotherapy trial funded by ALSF and led by Dr. Rebecca Gardner at Seattle Children’s Hospital. You can read more about Greta on page 2.

ALSF prides itself on supporting families dealing with a diagnosis and carefully selecting projects that provide the most innovative contributions to advancing cures. Our daughter’s story continues today through children who are still fighting cancer, and through you, the supporters, who continue to fund critically-needed research.

Until there’s a cure,

Liz & Jay Scott
Alex’s Parents/ALSF Co-Executive Directors
Alex’s Lemonade Stand Foundation (ALSF) is so incredibly grateful to our generous donors. Because of you, we are that much closer to better treatments and cures for kids with cancer.

Check out what was accomplished in 2017!

NEW PROJECTS FUNDED

ALSF funded 113 new research projects in the hopes of ultimately finding new and better treatments for kids with cancer. Since 2005, ALSF has funded more than 800 projects at 135 institutions in North America.

STANDS & EVENTS

ALSF supporters held more than 3,800 lemonade stands and 4,226 events such as bake sales, golf outings, and special occasions.

$22 MILLION

In 2017, supporters around the globe have helped raise $22 million for Alex’s Lemonade Stand Foundation. This brings the total raised since Alex’s first stand to more than $150 million.

“...I believe that if we can all work together, we can cure cancer.”

Michael, age 16
Childhood Cancer Hero

SUPER SIBS!

SuperSibs provided comfort and care to more than 1,500 children who have a sibling with cancer around the country. Parents report that program participation benefits their children in so many ways.

Greta’s Story

Greta was diagnosed with leukemia when she was an infant. She had fevers of unknown origin and was unable to keep food down. Her pediatrician ran a quick hemoglobin test which came back with an abnormally low result and Greta was rushed to the hospital.

After several rounds of chemotherapy and a bone marrow treatment, Greta had six happy months at home, before relapsing. Luckily Greta qualified for a trial that just opened at Seattle Children’s which was funded in part by an ALSF infrastructure grant. This immunotherapy treatment worked for Greta and she has been in remission for over 3½ years.

Greta is a tough cookie. She still gets weekly infusions to help her stay free from infection since she remains immunocompromised. Today, she is 4 years old and loves ballet, animals and making people laugh.
Her work also led to a phase 1 clinical trial that opened in March 2018 which studies the use of immunotherapy in kids with high-grade gliomas. It is one of the first immunotherapy studies utilizing tumor-specific immune cells to target resistant brain tumors in children.

Dr. Flores and other researchers are moving the pediatric oncology world one step closer to a breakthrough and a cure.

Dr. Catherine Flores is an Assistant Professor at University of Florida. In 2017, she completed her ALSF Young Investigator Grant, which resulted in a phase I clinical trial.

Ever since she was a child, Dr. Catherine Flores loved the challenge of experimenting and investigating the origins of things. Now, as a pediatric cancer researcher, Dr. Flores is applying those interests to curing childhood brain cancer.

Alex’s Lemonade Stand Foundation awarded Dr. Flores a Young Investigator grant in 2015, which she used to study the preclinical development of adoptive cell therapy to fight high-grade gliomas – a category of fast-growing pediatric brain tumors with particularly poor survival rates. Her project laid the groundwork to better understand how a child’s own immune system cells could be altered to fight brain tumor cells.

Did you know? ALSF now awards approximately 20 Young Investigator Grants as part of its grantmaking each year. Since ALSF’s inception, nearly 190 Young Investigators have been supported.
Penelope Ahmed (aka Warrior Princess) is a strong 3-year-old girl who is autistic and battling rhabdomyosarcoma. Penelope’s ongoing treatment schedule includes a 21-day period of targeted radiation and chemotherapy treatment, which is scheduled to finish this spring. Her family travels from Long Island to central New Jersey five days a week for her treatments using gas cards provided by ALSF.

Penelope’s family believes better treatments and cures start with more government funding, which is why organizations that raise awareness, like ALSF, are so important to them. Without the Foundation’s Travel For Care program, their family would’ve had trouble paying for travel expenses so that Penelope could receive lifesaving treatment at several different hospitals.

Penelope’s mom, Nazia, is appreciative that they’ve had so much support from their family and friends, but she also tries to keep things in perspective knowing there are other moms she has met with children in more difficult situations. That same empathy is present in Penelope, even at such a young age.

“Penelope is the most resilient little person you’ll ever meet,” said Nazia. With strength like that, it’s no wonder they call her a Warrior Princess.
Dr. Adolfo Ferrando of Columbia University identified a mutation prevalent in some types of hard-to-treat leukemia. He wanted to take his research to the next level by proving this mutation was the very thing that drove a patient to relapse.

Dr. Ferrando applied for an Innovation Grant and the ALSF Scientific Advisory Board recognized that his research could ultimately give doctors more tools to cure leukemia.

Using the ALSF grant, Dr. Ferrando was able to fully study the mutation, called NT5C2, and make a critical discovery: chemotherapy, which typically pushes a child with acute lymphoblastic leukemia (ALL) into remission, was actually promoting cancer cell growth in leukemia with this type of mutation.

Essentially, the treatment for some children was the cause for others.

The implications of this are both short- and long-term. In the short-term, children battling ALL could be tested and monitored for NT5C2. This would allow doctors to predict the likelihood of relapse and make treatment decisions that were more likely to lead to remission. In the long-term, scientists can use this information to test drugs that could inhibit NT5C2 and stop it from powering leukemia cell growth.

Dr. Ferrando’s breakthrough research appeared in the January 2018 edition of Nature, a prestigious scientific journal that is widely read by other pediatric cancer researchers everywhere. Funding this type of landmark research allows ALSF to power cures everywhere for all children battling cancer.

“It is the kind of funding that allows us to be brave, to try new things and to move the field forward in a dynamic way, towards breakthroughs, “ said Dr. Ferrando.

Dr. Ferrando has received three grants from ALSF for his research in ALL. Currently, he has a 2017 Innovation Grant to conduct studies that will be instrumental in the development of novel targeted therapies for the treatment of a high-risk leukemia group.
SuperSib Luke, age 6, is full of energy! He loves his family, playing outside and learning things at school. He is the big brother to his sister Tillery, a childhood cancer hero who is battling a brain tumor. Since she was diagnosed three years ago, Luke’s understanding of her diagnosis has changed. Initially, he knew she had a hurt place on her head and he needed to be careful around her. Now he has a better understanding of cancer and continues to be Tillery’s biggest fan. He is proud of how far she has come.

Tillery had to travel away from home for treatment, which meant the family was separated for seven months. Luke stayed home with his Dad in Tennessee and kept his normal routine, which helped ease the pain of separation. While Luke had some awesome bonding time with Dad, the separation was still difficult. Since being all back home together, Luke has really thrived. He’s come out of his shell and you can tell he’s much happier having the whole family together.

Luke learned how to make lemonade when he was 4 years old and hosted his first Alex’s Lemonade Stand that summer. His first lemonade stand brought in over $2,700! Since then, Luke has participated in The Million Mile twice, helped to put on and run a 5K for ALSF and has served (and consumed) many cups of lemonade!

Did you know?

The SuperSibs program is dedicated to comforting, encouraging, and empowering siblings during their family’s battle against childhood cancer. SuperSibs receive care packages and mailings throughout the year. They also have the option of being a SuperSibs Ambassador, which gives them the opportunity to share their stories and experiences with other kids, families, ALSF supporters, and even researchers. ALSF’s SuperSibs program supports thousands of siblings each year.

“Being a SuperSibs Ambassador not only helps other siblings of children with cancer, but it helps me to remember my brother and know that he would be proud of who I am today.”

- Gabby B.
LEADING THE WAY IN DIPG RESEARCH

Co-funded with Izzy's Infantry

The five-year survival rate is zero for children battling diffuse intrinsic pontine glioma (DIPG), a tumor in the brainstem. This is because DIPG cells intermingle with healthy brain cells in the brainstem, making surgical removal impossible. As the cancer cells multiply, the healthy cells are unable to do their critical jobs of controlling breathing, heart rate and blood pressure.

Now, for the first time in many years, a researcher has made an incredible breakthrough that could mean hope for these children and their families. ALSF-funded researcher Dr. Michelle Monje, from Stanford University, discovered that an existing drug called panobinostat slowed the growth of DIPG cells in the lab. Her findings were recently published in the acclaimed scientific publication, Nature. Dr. Monje hopes through highly controlled clinical trials and in combination with other drugs, panobinostat could provide true hope to children with DIPG.

FIGHTING NEUROBLASTOMA WITH NATURAL KILLER T-CELLS

Co-funded with Cure4Cam Childhood Cancer Foundation

Dr. Andras Heczey, a 2017 ALSF Bio-Therapeutics Impact Grantee, is developing a novel form of cancer immunotherapy for children with neuroblastoma. His therapeutic will use Natural Killer T cells (NKTs) which are part of the immune system. Their presence and/or absence could have implications in the development of cancer. Dr. Heczey altered NKTs in the lab with the hopes that these newly engineered cells could lead to the development of NKT cell-based immunotherapy for neuroblastoma, as well as have an application for other types of childhood cancer. Dr. Heczey's NKT immunotherapy is now open for enrollment as a clinical trial.

Did you know?

Alex's Lemonade Stand Foundation is proud to partner with many incredible childhood cancer charities to fund the most promising research in the field. To learn more about our charity partners, or how to become a charity partner, visit AlexsLemonade.org/Grants/Charity-Partners
Arnav, age 16, is a cyclist who competes on national, regional and local levels. A week or so prior to Nationals, Arnav started complaining about his left leg and his parents even caught him limping a few times. While they noticed these aches, they never thought much of them as the level of training required for such a competition is intense, and soreness of muscles, aches and pains are normal.

Unfortunately, the pain never went away. Worried, his parents took him to the doctor. After an MRI, Arnav was diagnosed with osteosarcoma, a type of bone cancer, in his left leg. At first, his doctor thought he would need to amputate his leg, but thanks to advances in research, it wasn’t necessary. Arnav’s treatment now consists of three phases: pre-surgery chemotherapy, surgery and post-surgery chemotherapy. He is currently in the third phase.

Arnav is a hero because he truly stands for “relentless positivity.” His father Nitin says, “I don’t know of a single person who could be so hurt and yet be so positive. He is my son, and I get inspired by him every day of my life.”

Did you know?
Arnav was featured during The Million Mile 2017. During September (pediatric cancer awareness month), ALSF and participants across the country aim to walk, run, or cycle a million miles and raise a million dollars. To see more of Arnav’s story, you can watch his video at: AlexsLemonade.org/Hero/Arnav-Krishna.
ALSF raised nearly $22 million in 2017 and invested $23 million in furthering the mission of making a difference in childhood cancer. In keeping with the commitment to operate as effectively as possible, 84% of expenditures were for program services, with only 16% used for administrative costs.

ALSF’s priority remains funding research grants, with the remainder invested in services to help childhood cancer families and to raise public awareness of childhood cancer. ALSF continuously reviews its programs to ensure dollars are spent wisely—through rigorous evaluation of research grants and identification of new needs in the research community and of childhood cancer families.

This past year saw relatively level amounts of revenue and support, compared to 2016. ALSF works hard to both retain donors and attract new ones. In 2017, ALSF initiated new events to bring in more donors and expand its presence in different cities across the country. These included new events in Denver and Jackson Hole.

ALSF ended 2017 with an operating deficit due to the decision to maintain investment levels in childhood cancer research projects, while also making initial investments in the start-up of the Childhood Cancer Data Lab. The decision to use accumulated net assets is a commitment to the continued fight against childhood cancer—a commitment that is expected to accelerate cures for children in the future.
2017 FINANCIAL OVERVIEW

Over 60 pediatric oncology researchers gathered at our 2017 Young Investigator Summit in Los Angeles, California, presented by Northwestern Mutual. All have been funded by Alex’s Lemonade Stand Foundation.

## STATEMENT OF ACTIVITIES

### REVENUES

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<th>Description</th>
<th>Amount</th>
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<td>Total Support &amp; Revenues</td>
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### EXPENSES

#### PROGRAM SERVICES

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<td>Family Service Programs</td>
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#### SUPPORTING SERVICES

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| Total Expenses         | $23,078,048  |
| Surplus/Deficit        | (1,224,076)  |

## STATEMENT OF FINANCIAL POSITION

### ASSETS

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<td><strong>Total Assets</strong></td>
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### LIABILITIES & NET ASSETS

#### LIABILITIES

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#### NET ASSETS

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<td><strong>Total Net Assets</strong></td>
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| Total Liabilities and Net Assets                 | $15,882,857  |

Alex's Lemonade Stand Foundation's most recent full audited financials and IRS Form 990 are available at AlexsLemonade.org.
THE ROAD AHEAD

Alex’s Lemonade Stand Foundation is doing more than ever to stand out from other childhood cancer charities. Here are some things to be on the lookout for in 2018:

BUILDING A ROADMAP TO CURES

The Foundation has always facilitated collaboration between researchers, and now, it is bringing them together to create a roadmap for cures to specific hard-to-treat childhood cancers. The Crazy 8 Initiative will tackle eight key topics in childhood cancer and will produce this roadmap to guide funding decisions. In addition to its current grant offerings, ALSF has committed $25 million to fund the research that comes out of this meeting.

LEVERAGING BIG DATA

Connecting pediatric oncology researchers has driven science closer to cures; however, with millions of disconnected data points, critical information is often filed and forgotten. The Childhood Cancer Data Lab (CCDL) is building a data refinery which will collect, harmonize, analyze and share childhood cancer data. This free resource will also allow researchers to identify common patterns and apply that to developing new therapies to accelerate cures. The data refinery is set to launch in beta in Summer 2018. For more information, visit CCDataLab.org.
Together, we can make a difference in childhood cancer. There are so many ways to give - whether through holding your own lemonade stand or through individual donations. Below are some ways to get started in the fight!

**2018 NATIONAL ALSF CAMPAIGNS**

**LEMONADE DAYS**
June 2 – June 10, 2018

**MILLION MILE**
September 1-30, 2018

**STOCKS AND DONOR-ADVISED FUNDS**
We accept gifts in the form of stock donations, as well as contributions from donor-advised funds.

**MAJOR GIFTS**
Your major gift to ALSF can help save children's lives.

**CHARITY PARTNERS**
ALSF Charity Partners co-fund grants for childhood cancer research.

**ESTATE GIFTS AND CHARITABLE ANNUITIES**
Consider helping children with cancer in your will or annuity.

Looking for more ways to give? Contact Alex's Lemonade Stand Foundation's Development Coordinator Melanie Gould, M.Gould@AlexsLemonade.org.
THANK YOU
for supporting Alex's Lemonade Stand Foundation.

TOGETHER,
we're moving towards a cure for childhood cancers,

ONE CUP AT A TIME.

STAY CONNECTED!
@AlexsLemonade
AlexsLemonade.org
Alex's Lemonade Stand Foundation (ALSF) emerged from the front yard lemonade stand of cancer patient Alexandra “Alex” Scott (1996-2004). In 2000, 4-year-old Alex announced that she wanted to hold a lemonade stand to raise money to help find a cure for all children with cancer. Since Alex held that first stand, the Foundation bearing her name has evolved into a national fundraising movement, complete with thousands of supporters across the country carrying on her legacy of hope. To date, Alex's Lemonade Stand Foundation, a registered 501(c)3 charity, has raised more than $150 million toward fulfilling Alex's dream of finding a cure, funding over 800 pediatric cancer research projects nationally. In addition, ALSF provides support to families affected by childhood cancer through programs such as Travel For Care and SuperSibs. For more information on Alex's Lemonade Stand Foundation, visit AlexsLemonade.org.