Annual Report
2014-2015

Patient Advocate Foundation
Solving Insurance and Healthcare Access Issues | since 1996

Helping Patients One at a Time...
MISSION STATEMENT

Patient Advocate Foundation was established in 1996 as a national 501(c)3 organization with a mission of “safeguarding patients through effective mediation assuring access to care, maintenance of employment and preservation of their financial stability.” PAF serves as an active liaison between patients and their insurer, employer and/or creditors to resolve insurance, job retention, and/or debt crisis matters relative to their diagnosis through case managers, doctors and health care attorneys.

Patient Advocate Foundation has been helping patients solve their insurance and health access problems through our Direct Patient Services Division for over 19 years. During its first year of operations, PAF assisted 157 patients in a 10x10 foot warehouse space. In FY 2014/2015, PAF assisted 86,516 patients in an over 37,000 square foot national headquarters located in Hampton, Virginia. Services are provided by our professional case management staff, the Co-Pay Relief (CPR) staff and the MedCareLine staff. Case management was and continues to be PAF’s main core competency with Co-Pay Relief emerging as a second core competency in 2004.
Lee Q.
Florida
Multiple Myeloma

“Thank you for notifying me that I need to reapply for assistance from your organization. Any letter from your organization elicits feelings of unbridled relief and gratitude since your financial assistance is literally the difference between life and death for me. Despite my former doctor advising me that he could do nothing more for me, I have been fortunate enough to find a new doctor who has resumed my treatments and advised me that there is a new medication on the horizon that may specifically treat my type of cancer, multiple myeloma. Apparently, the new medication is undergoing testing for approval within a few months of course, this is the “type of news” that all cancer patients hope for and I am no different, with the possible exception of “fighting cancer” for more than 10 years.
Despite having insurance and supplemental insurance, the costs for treatment seem always to accept the benefits that those two insurances provide and it is your foundation that makes possible my treatment.
I don’t know if I can expect remission, but certainly, that is my hope. Until that time, I must ask you for your continued financial assistance be it for a matter of months or a full year. As before, no one provides me with any information about the costs involved in my treatment, but since the treatments continue, it must be because your foundation “picks up” the difference between the charges and the insurance. It is a situation with which I am totally unfamiliar, but my gratitude is unbounded, where despite the pain, I wake up to spend another day with my wife, who has literally sacrificed her life to care for me and I am able to communicate with my son and share the lives of my two grandchildren. Perhaps, it is living such a tenuous existence that makes one appreciate the value of “one more day of life” instead of taking it for granted, as people who do not face life dealing with cancer, often do.
So, if it is possible for you to continue your financial support, I assure you that my appreciation is unbounded and I wish to thank you for your help to me and to others who are “caught up” in the tentacles of cancer, with no where to turn except to the kindness of strangers. May God bless you for your good work and kindness.”

### TABLE OF CONTENTS

<table>
<thead>
<tr>
<th>Section</th>
<th>Page</th>
</tr>
</thead>
<tbody>
<tr>
<td>Greetings from Our Chief Executive Officer</td>
<td>2</td>
</tr>
<tr>
<td>Board of Directors</td>
<td>3</td>
</tr>
<tr>
<td>Direct Patient Services Division</td>
<td>5</td>
</tr>
<tr>
<td>MedCareLine</td>
<td>9</td>
</tr>
<tr>
<td>Co-Pay Relief</td>
<td>11</td>
</tr>
<tr>
<td>Breakaway From Cancer</td>
<td>14</td>
</tr>
<tr>
<td>14th Annual A Promise of Hope Affair</td>
<td>15</td>
</tr>
<tr>
<td>16th Annual Patient Congress</td>
<td>22</td>
</tr>
<tr>
<td>Charity Navigator/Dorland Health</td>
<td>26</td>
</tr>
<tr>
<td>PAF Supporters</td>
<td>27</td>
</tr>
<tr>
<td>Financial Statements</td>
<td>31</td>
</tr>
</tbody>
</table>
PAF provides hope and help one patient at a time. We have now served roughly 785,000 patients with direct support since our inception in 1996. The 2013/2014 Annual Report reveals a collection of compelling data representing tangible influence on the American patient population. In this past year, our Patient Services Division directly impacted 86,516 patients and made over 1 million contacts with various stakeholders vital in resolving patients cases and issues. PAF has consistently dedicated itself to assisting underserved and financially challenged populations. In the past year, for instance, 61 percent of the patients PAF served earned less than $23,000, and just over 78 percent had an income below $35,000.

In the past 12 months, the Patient Advocate Foundation’s Co-Pay Relief allocated more than $33 million in direct patient assistance to 25,330 qualified patients. The program has now mobilized more than $232 million in medical and financial assistance, touching over 132,000 lives since 2004.

The report also highlights key programs and services, made possible by the generosity of our donors. Their support enables our passionate staff to find unique solutions to complex financial, logistical, and administrative problems faced by our patients. We demonstrate our appreciation for any donation, no matter how big or small, through our commitment to the fiscal stewardship of those gifts. Of every dollar raised, 94.6%, or almost 95 cents, goes to support a program that will directly impact a patient. PAF was once again awarded a 4-star rating from Charity Navigator, its highest rating, for the 6th consecutive year. Only 3% of the charities rated have received 6 consecutive 4-star ratings.

At PAF, we will continue to be driven by purpose and sustained by passion to bring practical support to patients who are struggling. Thanks for your past and future support as we continue to help those who need it most.

Alan J. Balch, PhD
Chief Executive Officer
Board of Directors

Founders
Nancy Davenport-Ennis and
John H. “Jack” Ennis

Executive Board
F. Marc Stewart, MD
Board President
Professor of Medicine, University of Washington
Fred Hutchinson Cancer Research Center

Alan J. Balch, PhD
Chief Executive Officer
Patient Advocate Foundation/
National Patient Advocate Foundation

RADM Deborah Parham Hopson, PhD, RN, FAAN
Executive Vice President
Assistant Surgeon General
Associate Administrator for HIV/AIDS
Health Resources and Services Administration
U.S. Department of Health and Human Services

Dennis A. Gastineau, MD
Immediate Past President
Chair, Division of Hematology
Director, Human Cell Therapy Laboratory
Divisions of Transfusion Medicine & Hematology
Mayo Clinic

Nancy Davenport-Ennis
Founder, Chair Emerita

John L. Murphy
Finance Committee Chair

Diane Mauk
Board Secretary
Chief Architect/President
Software Architects, LLC

Al Benson III, MD, FACP
Professor of Medicine
Associate Director for Clinical Investigations
Robert H. Lurie Comprehensive Cancer Center of Northwestern University

Christopher Boone, PhD, MSHA, FACHE, CPHIMS, PMP
Executive Director
Health Data Consortium

Christian G. Downs, JD, MHA
Executive Director
Association of Community Cancer Centers

John H. “Jack” Ennis
Co-Founder

Brian Garofalo
Managing Partner
Patient Alliances

John Harrington, MBA
Louis Jacques, MD
Senior Vice President and Clinical Officer - ADVI

Lovell Jones, PhD
Associate Dean for Research
Prairie View A&M University College of Nursing
Co-Founder, Intercultural Cancer Council

Otis Maynard, Esq.
Associate General Counsel
UnitedHealthcare

Andy Miller, MHSE, MCHES
Principal
MillerStephens & Associates

Pearl Moore, RN, MN, FAAN CEO (Retired)
Oncology Nursing Society

Robert M. Rifkin, MD, FACP
Attending Physician
Rocky Mountain Cancer Centers

Lori Williams, PhD, MSN, RN
Assistant Professor
Department of Symptom Research
The University of Texas
M. D. Anderson Cancer Center

W. Jackson Wisdom
Senior Partner
Martin, Disiere, Jefferson & Wisdom, LLP
Scientific Advisory Committee

Charles Balch, MD, FACS
Chair, Scientific Advisory Committee
Professor of Surgery
Division of Surgical Oncology
University of Texas Southwestern Medical Center

Pamela S. Becker, MD, PhD
Associate Professor of Medicine/Hematology
Institute for Stem Cell and Regenerative Medicine
University of Washington

Al Benson III, MD, FACP
Professor of Medicine
Associate Director for Clinical Investigations
Robert H. Lurie Comprehensive Cancer Center of Northwestern University

David Brizel, MD, FASTRO
Leonard R. Prosnitz Professor of Radiation Oncology
Professor in Head & Neck Surgery
Co-Director, Head & Neck Cancer Program
Duke University Medical Center

Pamela Douglas, MD, MACC, FASE, FAHA
Ursula Geller Professor of Research in Cardiovascular Diseases
Director of Imaging Program at DCRI
Duke University Medical Center

Jean G. Ford, MD
Chair, Department of Medicine
The Brooklyn Hospital Center

Paul J. Martin, MD
Member Fred Hutchinson Cancer Research Center
Professor of Medicine
University of Washington

Edith Mitchell, MD, FACP
Clinical Professor of Medicine and Medical Oncology
Program Leader, Gastrointestinal Oncology
Department of Medical Oncology
Director, Center to Eliminate Cancer Disparities
Associate Director, Diversity Affairs
Kimmel Cancer Center at Jefferson

Deborah Morosini, MD
Vice President, Clinical Development
Foundation Medicine

Honorary Board of Directors

Bruce Avery, MD, FACP
Hematology-Oncology Knoxville

Richard D. Carter, Esquire
Richard D. Carter, PLLC

The Honorable Mary T. Christian
Virginia House of Delegates (Retired)

Edward G. Connette, Esquire
Essex Richards, PA

The Honorable Pat Dougherty
Missouri State Senate (Retired)
Senior Director of Advocacy
Catholic Charities of St. Louis

Martha E. “Meg” Gaines, JD, LLM
Clinical Professor of Law
Center for Patient Partnership
University of Wisconsin - Madison

Leah Locke-Arnett, RN, BSN, MHCA
NCSU Student Health Center

William T. “Bill” McGivney, PhD

Jonathan B. Perlin, MD, PhD, MSHA, FACP, FACMI
President, Clinical Services and Chief Medical Officer
HCA, Inc. (Hospital Corporation of America)

Roy Ramthun, MSPH

Paula Trahan Rieger, RN, MSN, CAE, FAAN
Chief Executive Officer Oncology Nursing Society

Leo Sands
Executive VP & Chief Administrative Officer US Oncology (Retired)

Doris Simonson
Mother of Cheryl Grimmel

Sheldon Weinhaus, Esquire
Weinhaus & Potashnick
Since our inception on April 4, 1996, Patient Advocate Foundation (PAF) has provided services to 784,252 patients, assisting them with obtaining access to healthcare related issues. Patients contact PAF when they have been diagnosed with a chronic, life threatening and/or debilitating disease and are having issues with their insurer, their employer or are facing medical debt crisis issues.

Summary of Patient Cases and Contacts

<table>
<thead>
<tr>
<th>Case Count:</th>
<th>64,633</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Email Contacts:</td>
<td>21,883</td>
</tr>
<tr>
<td>Total Patient Case Count:</td>
<td>86,516</td>
</tr>
<tr>
<td>Total Patient Services Division Case Contacts:</td>
<td>1,059,028</td>
</tr>
</tbody>
</table>

In FY 2014/2015, PAF assisted 86,516 patients, making 1,059,028 contacts on behalf of those patients to the various stakeholders necessary to resolve their case. On average, there were 13.48 contacts made on behalf of the patients assisted.

Patients reached out to PAF with the following issues:

- Insurance ........................................... 43.4%
- Debt Crisis/Cost of Living ......................... 26.8%
- Uninsured ........................................... 13.0%
- Program Information Request ..................... 9.9%
- Disability ............................................. 5.7%
- Employment Issues ................................. 1.3%

The resolutions obtained on those issues on behalf of patients are represented in the following chart:

Patient Advocate Foundation had a slight increase in the number of male patients served, moving from 36.7% in FY 2013/2014 to 38.3% in FY 2014/2015, meaning that 61.7% of the patients served were female. This change may be attributed to a Financial Aid Program which provided assistance solely to male patients who had been diagnosed with Prostate Cancer and who needed financial assistance. The ethnicity of the patients served did not change dramatically.

Ethnicity of PAF Case Management Patients in FY 14/15
PAF has been fairly consistent over the last several years in the ethnicity breakdown which truly is a reflection of the population of the United States. PAF has conducted outreach efforts through its National African American Outreach Program (NAAOP) and the National Hispanic/Latino Outreach Program (NHLOP). Case Managers assigned to both programs reached over 3,800 attendees at outreach events including:

- National Black Nurses Association Conference
- National Association of Hispanic Nurses Conference
- National Conference of La Raza 2014
- Rhema Harvest Church Community Health Fair
- Sister’s Network Annual Conference
- Concerned Citizens for Community Excellence-Fall Health Fair
- Riverside Cancer Support Group
- Cancer Support Community-Cost of Care Workshop
- Foster Grandparents Day Off Fair

In FY 2014/2015 PAF launched a formal Health Equities Initiative as a result of its vested interest in ensuring that low and under-resourced African Americans, Hispanic/Latinos and other population groups are linked to the various support services that can help them through the healthcare continuum. PAF’s strategic focus with these vulnerable populations is to establish a platform built upon our experience of serving disparate populations through the aforementioned NAAOP and NHLOP. Both programs are now part of the Health Equity Initiative.

The Health Equities Initiative expands the level that our existing programs reach and serve patients. It builds community capacity for linking underserved and under-resourced individuals to the services and resources available through PAF. It also involves a community outreach and engagement component which emphasizes community partnerships. These partnerships build bridges for patients by connecting them to local, regional and national resources. PAF’s on-going sustained presence in a targeted community allows us to work with local partner groups and local community navigators who serve as distribution channels and referral sources.

The Initiative has a multi-tiered approach which includes:

- Training for lay and clinical navigator groups on the vast number of local and national resources;
- Establishment of a closed referral system with various stakeholders to immediately link patient to PAF case management and co-pay support programs and services; and
- Establishment of a local financial aid fund to offset expenses related to diagnostic procedures, transportation and other logistical barriers to care for individuals with cancer.

As the chart above illustrates, over 61% of the patients assisted by PAF have an annual household income of $23,000 or less. Increase that income level to $35,000 or less annually and over 78% of the patients served in FY 2014/2015 fall within that category.

The chart below illustrates the income distribution of PAF Case Management Patients in FY 14/15.
Over 76% of the patients served by PAF were between the ages of 26 to 65 years old, an age group that is typically in the work force. This is further reinforced by the number of patients served who have some form of insurance coverage...only 19.9% of the patients served were uninsured. Other types of insurance coverage included:

- Commercial Insurance: 34.8%
- Uninsured: 19.9%
- Medicare: 13.8%
- Medicaid: 30.6%
- Military Benefits: 0.9%

While PAF is not a disease specific organization, having assisted patients with over 340 different disease diagnoses, patients with cancer represented 74% of the patients served.

Of that, the top ten cancers were:

<table>
<thead>
<tr>
<th>Cancer Type</th>
<th>% of the Whole</th>
<th>% of the Top 10</th>
</tr>
</thead>
<tbody>
<tr>
<td>Breast Cancer</td>
<td>26.7%</td>
<td>37.3%</td>
</tr>
<tr>
<td>Colorectal Cancer</td>
<td>9.9%</td>
<td>13.8%</td>
</tr>
<tr>
<td>Lung Cancer</td>
<td>9.4%</td>
<td>13.1%</td>
</tr>
<tr>
<td>Prostate Cancer</td>
<td>9.0%</td>
<td>12.5%</td>
</tr>
<tr>
<td>Lymphoma (Non-Hodgkin's)</td>
<td>4.0%</td>
<td>5.5%</td>
</tr>
<tr>
<td>Leukemia</td>
<td>3.3%</td>
<td>4.8%</td>
</tr>
<tr>
<td>Ovarian Cancer</td>
<td>2.8%</td>
<td>3.9%</td>
</tr>
<tr>
<td>Brain Cancer</td>
<td>2.4%</td>
<td>3.3%</td>
</tr>
<tr>
<td>Cervical Cancer</td>
<td>2.2%</td>
<td>3.1%</td>
</tr>
<tr>
<td>Testicular Cancer</td>
<td>2.0%</td>
<td>2.8%</td>
</tr>
</tbody>
</table>

*PAF case management served 77 cancer diagnoses, the top ten cancer diagnoses represent 71.6% of all cancer diagnoses.

Patient Advocate Foundation receives referrals from many different referral sources, some of which PAF has formal relationships with and some that are natural referral sources. The chart above represents 90.8% of all case management referral sources.

**Health Conditions of PAF Case Management Patients in FY 14/15**

- Cancers: 74.0%
- Kidney Diseases: 0.6%
- Organ Transplantation: 0.1%
- Autoimmune Diseases: 2.6%
- Chronic and/or Debilitating Conditions: 9.0%
- Nervous Systems Conditions: 7.9%
- Cardiovascular Conditions: 3.0%
- Screening for Symptoms: 2.0%
- Pediatric Conditions: 0.7%
- Other: 1%

**Top Ten Referral Sources for PAF Case Management Patients in FY 14/15**

- Advocate Group: 56.6%
- Pharmacy: 8.2%
- Medical Provider: 8.1%
- Mass Media: 5.8%
- Previous Caller: 3.2%
- Friend: 3.0%
- PAF Co-Pay Relief Program: 1.7%
- Government Agency: 1.1%
- Pharmaceutical Company: 1.1%
- Partner: 0.9%

* Top 10 referral sources exhibit represents 90.8% of all case management referral
PAF case managers also track the total amount of debt relief obtained for patients as they are working the case. This is only financial relief that is reported and/or recovered during the course of the case work; this does not include any long term or future financial benefits resulting from case resolutions.

**Debt Relief Obtained for PAF Case Management Patients in FY 14/15**

<table>
<thead>
<tr>
<th></th>
<th>Amount Recovered</th>
<th>Charitable Contribution Received</th>
<th>Cost of Living</th>
<th>Patient Amount</th>
<th>Provider Amount</th>
<th>Write Off Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Debt Relief* Obtained in FY14/15:</td>
<td>$40,492,3929</td>
<td>$7,153,470.50</td>
<td>$197,647.26</td>
<td>$19,910,488.26</td>
<td>$4,576,824.97</td>
<td>$1,960,362.51</td>
</tr>
</tbody>
</table>

*Case managers can only document financial relief that is reported and/or recovered during the course of work for an open case. Any long term or future financial benefits resulting from resolutions are not captured.

**Amount Recovered:** the amount PAF recovered from third party payers such as commercial insurance plans and Medicaid and Medicare programs

**Charitable Contributions:** the amount PAF secured on behalf of patients through utilization of national and/or local charitable resources such as hospital charity care programs, non-profit financial aid programs and/or local faith or disease based programs

**Cost of Living:** the amount recovered by PAF case managers to directly offset living expenses such as: rent/mortgage assistance, eviction/foreclosure assistance, utility assistance, food/nutritional assistance, or car payment/repair expenses among others

**Patient Amount:** the amount directly returned to patients as a result of PAF negotiating reimbursement for out-of-pocket medical expenses

**Provider Amount:** the amount directly returned to providers as a result of PAF negotiating reimbursement for medical debt that had previously been written off of logged by the facility as “uncollected”

**Write Off Amount:** the amount of patient debt relief obtained by PAF through negotiations with facilities and/or medical providers

---

Gloria R.
California
Breast Cancer

“To whoever reads my letter,
I want to thank you for all the help you have given me. It’s been five years since I started my battle against cancer and it is very difficult to fight cancer with any economic burdens.
There were times when we did not have any money to eat and I was able to apply for SSI in 2013 for 2104 but my husband made $100 over the income requirements, the assistance ended.
Your fund is very helpful for patients that are in need. Thank you for your work. I feel blessed.
Once again thank you and God bless.”
National Partnerships

Patient Advocate Foundation continues to provide case management services to other national non-profit organizations. In FY 2014/2015, PAF completed its seventh year of partnership with the American Cancer Society (ACS). Patients are referred from the ACS call center and PAF works the case to resolution. In FY 2014/2015, PAF received a total of 8,048 ACS referrals, of which 1,582 were served by other PAF programs which could best meet their needs, including a PAF MedCareLine Program.

PAF also continued its partnership with the LIVESTRONG Foundation, now in its 11th year. PAF was, and continues to be, one of the original SurvivorCare program partners and provides dedicated case managers to serve those referrals. PAF assisted 4,640 patients in FY 2014/2015.

The MedCareLine is a customizable and disease specific case management program. The MedCareLine was launched in 2006 with the Colorectal CareLine (CCL) which is still in operations. The staff on a CareLine team tends to be more clinical in nature and very knowledgeable in the reimbursement arena. The Colorectal CareLine assisted 866 patients in FY 2014/2015 and is sponsored by and in partnership with Genentech. The CareLine can also have a Financial Aid Fund (FAF) component to provide small, one-time grants for patient needs such as transportation. Financial Aid Funds can also be operated as a stand-alone program. Other CareLines and Financial Aid Funds include:

The Aetna Clinical Appeals CareLine which was launched in June of 2012 and provides Aetna members the benefit of PAF case management services as a direct referral to PAF as a part of Aetna’s appeals process. The staff on this CareLine use their knowledge of coverage issues, health care resources and clinical experience to independently find solutions to the members’ challenges.

The Narcolepsy CareLine was launched in 2012 in partnership with sponsor Jazz Pharmaceuticals. This team of professional case managers provides services to patients who have been diagnosed with narcolepsy and their providers and caregivers. Patients are assisted with insurance appeals, guidance on insurance benefit reimbursement and benefit programs, assistance with enrolling into Medicare, Medicaid and screened and enrolled into disability programs if appropriate. The Narcolepsy CareLine assisted over 1,800 patients in FY 2014/2015.

The Heart Valve CareLine, sponsored by and in partnership with Edwards Lifesciences, launched in 2013 and is a national, toll-free patient and provider hotline designed to provide free healthcare information and case management services to patients who have been diagnosed with heart valve conditions. In 2014, a companion Financial Aid Fund (FAF) was sponsored by Edwards Lifesciences to assist patients with a small one-time grant to help them with the out-of-pocket expenses associated with heart valve health care.

Also in 2013, PAF launched the FoundationOne CareLine, sponsored by and in partnership with Foundation Medicine. The FoundationOne CareLine is staffed by a clinical team who provide case management services to patients who are seeking education, access and reimbursement for genomic testing in order for them, and their physician, to make informed decisions on choosing the most appropriate treatment options. The CareLine was rebranded as the FoundationAccess CareLine in FY 2014/2015 and assisted over 240 patients.

PAF launched one new CareLine in FY 2014/2015—the Hepatitis C CareLine in January 2015. This CareLine has a companion Co-Pay fund in PAF’s CPR program which enables patients with a Hepatitis C diagnosis to access case management services and if necessary, co-pay assistance.
The CareLine served over 450 patients in FY 2014/2015.

PAF also launched a stand-alone Financial Aid Fund to assist patients diagnosed with metastatic Melanoma or metastatic Lung Cancer. One time grants in the amount of $300 are provided to patients who meet certain financial criteria. Grants may be used to provide transportation assistance.

**Patient Empowerment Series**

The Patient Empowerment Series was launched on May of 2015 and arms patients and caregivers with comprehensive educational information and effective strategies to increase health care access. The Series features practical advice on the most frequently reported access barriers and/or educational concerns gained from PAF’s years of delivering case management services to those Americans facing life threatening, chronic or debilitating diseases. The Patient Empowerment Series is comprised of four components:

- Live monthly webinars which become on-demand webcasts within 24 hours of original broadcast
- Access to interactive web-based resource tools
- Access to the comprehensive PAF resource library
- Weekly social media posts providing supplemental and in-depth advice on healthcare issues

**CDC Grant**

Patient Advocate Foundation was awarded a five year grant through the Centers for Disease Control and Prevention (CDC) in August of 2014. The “Project to Reduce Tobacco-Related Cancer Disparities in Underserved Populations” builds upon previous CDC grants/cooperative agreements that PAF has been awarded in the past. PAF calls the project “SelfMade Health.”

The SelfMade Health Network envisions an America in which vulnerable populations throughout rural and urban regions have equal access to relevant and affordable resources, and routinely utilize evidence-based services leading to greater opportunities for more informed decisions about cancer-free and tobacco-free living.

Through the establishment of cross-cutting leadership, the mission of SelfMade Health Network is to create a collaborative network in which generations of populations “at risk” of having poor physical, psychological, and/or social health can connect with resources to effectively meet their needs related to cancer prevention and reduced risks associated with tobacco use.

SelfMade Health Network specifically focuses on reducing and eliminating tobacco-related and cancer health disparities in documented populations containing those with low socioeconomic status. Through the establishment of membership-based partnerships at national, state and regional levels, coupled with the promotion of new insights and innovative solutions, SelfMade Health Network strives to link vulnerable populations to essential information, resources and services to assure the provision of equitable preventive care and environmental support where otherwise unavailable.

SelfMade Health Network is one of the newest members of the CDC’s consortium of national networks established to advance prevention efforts related to tobacco-related and cancer health disparities among vulnerable populations. SelfMade Health Network’s funding comes from the Office on Smoking and Health (OSH) and Division of Cancer Prevention and Control (DCPC) within the CDC, distributed through the DP13-1314 National Networks to Reduce Cancer and Tobacco Related Disparities Cooperative Agreement.

Working alongside SelfMade Health Network as sibling networks, the following have also been awarded a cooperative agreement to address tobacco-related and cancer health disparities in their respective populations:

- Reaching Asian Americans Pacific Islanders through Innovative Strategies to Achieve Equity (RAISE)
- National African American Tobacco Prevention Network (NAATPN)
- Nuestras Voces (Our Voices)
- LGBT HealthLink
- Geographic Health Equity Alliance
- National Behavioral Health Network for Tobacco & Cancer Control
The PAF Co-Pay Relief Program offers financial support to patients suffering with chronic and critical diseases who are unable to afford their out-of-pocket responsibilities for their pharmaceutical co-payments, co-insurance and deductibles required by their insurance plan. CPR continued to grow in FY 2014/2015, launching Cervical Cancer, Ovarian Cancer and Hepatitis B silos, and expanding the following silos:

- Breast Cancer
- Chronic Pain
- Hepatitis C
- Multiple Myeloma
- Myelodysplastic Syndrome
- Osteoporosis
- Ovarian Cancer

CPR approved 25,330 patients into the program in FY 2014/2015, processing almost 53,840 expenditure claims and expending over $33 million dollars directly to providers, pharmacies and patients. This figure does not include award amounts that are reserved in a patient’s name for future expenditures.

Female patients comprised over 84% of the patients served with over 15% being male. The PAF Breast Cancer and the Osteoporosis funds are two of our most heavily utilized funds, both diseases which are primarily in the female population.

Patients in the program must be insured with a pharmaceutical benefit. The insurance breakdown for FY 2014/2015 was:

- Medicare ........................................ 62.6%
- Commercial Insurance ...................... 36.4%
- Medicaid ........................................ 0.5%
- Military Benefits .............................. 0.5%

The ages of patients utilizing the Co-Pay Relief program tend to skew older, as indicated by the chart below. This is a direct result of the majority of the patients served being Medicare beneficiaries.

**Age Groups of PAF Co-Pay Relief Patients in FY 14/15**

<table>
<thead>
<tr>
<th>Age Group</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Birth to 18</td>
<td>0.1%</td>
</tr>
<tr>
<td>19 to 25</td>
<td>0.1%</td>
</tr>
<tr>
<td>26 to 35</td>
<td>1.6%</td>
</tr>
<tr>
<td>36 to 45</td>
<td>6.5%</td>
</tr>
<tr>
<td>46 to 55</td>
<td>15.3%</td>
</tr>
<tr>
<td>56 to 65</td>
<td>24.3%</td>
</tr>
<tr>
<td>Over 65</td>
<td>52.1%</td>
</tr>
</tbody>
</table>

**Ethnicity of PAF Co-Pay Relief Patients in FY 14/15**

- Caucasian 71.5%
- African American 15.6%
- Hispanic/Latino 7.9%
- Asian 3.6%
- Native Hawaiian/Pacific Islander 0.4%
- American Indian/Alaskan Native 0.3%
- Middle Eastern 0.3%
- Blended Race 0.4%
PAF has set five standards for the CPR Program that result in a high quality patient experience: They are:

- Patients Get and Stay on Therapy
- Customized to the Patient
- Right Amount of Assistance at the Right Time
- Access is Simple and Efficient
- “Best in Class” Compliant Program

PAF continues to wait on the HHS Office of Inspector General’s re-certification of PAF’s CPR program; however we are pleased to report that we will not have to make any changes to our operating model and we believe that our program will serve as a “Best In Class” model for the charities in our competitive space. This re-certification is a result of a “Special Advisory Bulletin” issued to all co-pay programs in the marketplace in May of 2014. The Bulletin provides guidance to all programs on operational practices that must now be adhered to.

The policies, procedures and practices PAF have always followed did not raise any concerns with the OIG as we have always operated within our opinion (#04-15) and never operated a program that violated the three areas of concern raised by the OIG’s.

PAF CPR continues to enhance our ability to serve more patients and constantly seeks to efficiently and effectively speed a patient’s access to prescribed therapy. To this end PAF’s CPR has launched a new Instant Eligibility determination and our new database enhancements will provide our team with a number of new enhancements for the patient, caregivers and providers. These enhancements to our program will help with 1) efficiencies, 2) speed and 3) communications.

Patient Advocate Foundation would like to thank all of the generous companies, donors and supporters of this program.

---

Robert G.
Oregon
Hepatitis B

“I am deeply grateful for the opportunity to evaluate your services, to thank you for the wonderful gift they provide to me and my family and to attempt to explain some of the reasons for my gratitude.

On November 6, 1998, I received a liver transplant at Cedars Sinai Medical Center in Los Angeles. Since that date, not a single morning has passed without thinking of my donor’s family and the gift of new life. Through the thoughtful work of agencies such as yours, I have also become aware that the continuation of my health and survival depends on the work of many people who are dedicated to the well-being of others that they will never meet. And I am unable to thank folks like you in person. My only hope is to lead the best and most productive life I can. Let me add a few details to this statement.

When I was a young man, I suffered bullet wounds to my internal organs. Through the grace of God, I survived after a long ordeal and a near-certainty that my life would be a short one. Over the following decades, I underwent many follow-up surgeries and more blood transfusions that I can recall. Not all of those transfusions were helpful. But here I am. Over the years, I was lucky to meet the woman of my life, raise a family, and to eventually hold my four grandchildren in my arms. On this day, I was blessed to hear them telephone birthday wishes to me and express their love.

I could add much to this brief expression of gratitude but instead I just want to reaffirm my thanks to the long chain of workers who spend their time helping my growing family thrive.”
Patient Advocate Foundation has always, and continues to be represented in many media outlets across the United States.

**MEDIA OUTLETS**

AlterNet  
Amgen  
AP (Hosted)  
Bloomberg  
Daily Press  
Dallas Daily News  
EagleTribune  
EIN Presswire El Paso Inc.  
Everyday Health  
Fox Business  
GlobeNewswire  
Houston Chronicle  
Huffington Post  
Insurance News Net  
International Business Times  
LA Daily News  
Lighting the Way  
Medpage Today  
Natural Solutions  
Orange County Register  
Pharmacy Choice  
Pittsburgh Post-Gazette  
PR Newswire  
Reuters US News  
Sacramento Bee  
San Antonio Express-News  
Seattle Local Health Guide  
Seeking Alpha  
Tampa Bay Times  
The Boston Globe  
The Health Cast  
The Hill  
The Huffington Post  
The Investigative Fund  
The Lund Report  
The Nation  
The Numbers – Marketplace from American Public Media  
The Republican-American  
Tidewater Review  
Time Magazine  
TV Guide  
Washington Post

**WEB/BLOG SITES**

Bankrate.com  
Daily Press - Blog  
MyCentralJersey.com  
NJ.com  
Philly.com  
PRWeb  
Telegram.com  
The Hill - Blogs  
TheBody.com  
Yahoo News  
Yahoo! Finance

**RADIO AND TELEVISION**

CBS Los Angeles  
CNBC  
FOX23 KOKI (FOX) - Cox Media Tulsa, OK  
KIRO-SEA (CBS) – Cox Media Seattle, WA  
KTVU/KICU – Cox Media San Francisco, CA  
New England Public Radio  
PBS NewsHour  
WCVB-BOS (ABC)  
WDBOradio – Orlando, FL  
WFTV/WRDQ – Orlando, FL  
WGAUradio – Cox Media Athens, GA  
WHIO – Cox Media Dayton, OH  
WHIOradio – Cox Media Dayton, OH  
WOKVradio – Jacksonville, FL  
Women’s Health Blogs  
WPXI/PCNC – Pittsburgh, PA  
WSB – Cox Media Atlanta, GA  
WSBradio – Cox Media Atlanta, GA  
WSLS (NBC)  
WSOC-CLT (ABC) – Cox Media Charlotte, NC  
WTEV/WAWS – Jacksonville, FL
The Amgen Tour of California (AToC) celebrated its tenth year anniversary this year. The AToC is a Tour de France style cycling road race that covers hundreds of miles of California’s coast and inland cities and mountains. This year the eight stages were:
Stage 1: Sunday, May 10, Sacramento
Stage 2: Monday, May 11, Nevada City to Lodi
Stage 3: Tuesday, May 12, San Jose to San Jose
Stage 4: Wednesday, May 13, Pismo Beach to Avila Beach
Stage 5: Thursday, May 15, Santa Barbara to Santa Clarita
Stage 6: Friday, May 16, Big Bear Lake (Individual Time Trial)
Stage 7: Saturday, May 17, Ontario to Mt. Baldy
Stage 8: Sunday, May 18, L.A. Live to Pasadena/Rose Bowl Stadium

Part of the AToC is the Breakaway from Cancer (BFC) initiative. Created by Amgen in 2005, BFC aims to increase awareness of the resources that are available to cancer patients from the full continuum of prevention, support, access and survivorship. This partnership includes Amgen and four national non-profit organizations who each provide one part of that continuum:
Prevention: Prevent Cancer Foundation
Support: Cancer Support Community
Access: Patient Advocate Foundation
Survivorship: National Coalition for Cancer Survivorship

AnneMarie B
New York
Hepatitis C

“Thank you for assisting me to be able to meet my co-pay for my medication a new drug that will cure Hepatitis C.
I contracted Hepatitis C from a blood transfusion in the late 1980s during labor and delivery when I had a C-section. The doctors and nurses tried very hard to save me and my infant at this time. My baby boy died. But, the blood transfusions, even though they gave me Hep C, saved my life.
I had other children at home to take care of, and I am thankful that I was able to live to raise them. I also went back to my teaching profession, and I had many wonderful years working with many students and their families.
I only recently found out I had this disease, and my doctor feels this is when I contracted it. Your gift gave me hope in being able to afford this expensive medication and a reason to continue to live.
I want to thank you again, and I will always be grateful for your wonderful organization. I am truly on my way to being cured.”
Patient Advocate Foundation held its 14th Annual A Promise of Hope Affair on February 21, 2015 at the Newport News Marriott at City Center. A Promise of Hope Affair has become a premier fundraising event in the Hampton Roads area, drawing over 350 guests not only from PAF’s hometown, but from across the United States. This year we journeyed to “Casablanca…Round Up the Usual Suspects.” Many of our guests came dressed in 1940’s inspired clothing.

The event began with a Welcome Reception in the Grand Ballroom Foyer which allowed guests time to mingle and catch up with old friends. Dinner was served in the Grand Ballroom and was sponsored by Amgen Oncology. During dinner, sponsors were recognized for their financial support of the event and members of both the Anchor and A Promise of Hope Affair 14th Annual "Round Up the Usual Suspects" February 21, 2015 • 6:00 p.m. Newport News Marriott at City Center PAF Staff in the Rotunda Auction Committees were recognized for their hard work in lining up sponsors and auction items. The highlight of the evening was hearing from two of PAF’s Scholarship for Survivors recipients, one past, Dr. Benton Brown, and one present, Oliver Adlam. They both shared how PAF provided them with much needed financial assistance which allowed them to pursue their educational aspirations. Ben was in medical school when he received his scholarship and is now a physician in Texas. Oliver is pursuing a degree in Engineering at Georgia College and State University.

The decision was made this year that the funds raised during the silent auction and the live “fund-a-need” auction would benefit the Scholarship for Survivors program to help PAF assist more students in need. Barbara Ciara, WTKR-Channel 3 (CBS), managing editor and news reporter served as our Mistress of Ceremonies and with assistance from Alan Balch, PAF CEO, helped the “fund-a-need” auction raise over $20,000.

As dinner, the speakers and the live auction came to an end, a jazzy tune began playing and the casino games opened. Our guests enjoyed playing blackjack, roulette and trying their hand at the craps table, all while continuing to bid on silent auction items throughout the evening via an electronic bidding system.
Guests bidding during the Silent Auction

Fran Castellow, PAF President of Operations and Bill Nason, PAF Chief Operating Officer

Alan Richardson, A Promise of Hope Affair Co-Chair with Barbara Ciara, Mistress of Ceremonies for the event and her husband Artie Jarrett

US Congressman Robert C. “Bobby” Scott (3rd-D-VA), Nancy Davenport-Ennis PAF Founder and Chair Emerita and Barbara Ciara

City of Newport News, Virginia Mayor McKinley Price and his wife Valerie

US Congressman Rob Wittman (1st-R-VA) and Alan Balch, PAF CEO
Each year, the support of our Anchor Committee, sponsors, auction donors, guests, PAF staff and Board of Directors assists PAF in raising funds to support our Direct Patient Services program. Continued support allows PAF to assist patients in resolving their insurance, job retention and/or debt crisis matters relative to their diagnosis of a chronic, life-threatening or debilitating disease.

**Anchor Committee**

Cindy Black, Old Point National Bank  
Bruce Breger, Breger Media Group  
Jeffrey W. Clemons, BB&T  
Donna McMahon, TowneBank  
Nancy Davenport-Ennis, Founder & Chairman of the Board  
Alan Balch, PhD, Chief Executive Officer  
Fran Castellow, MSEd., President-Operations  
Jack Ennis, Chief Development Officer  
Alan Richardson, Executive Vice President of Strategic Patient Solutions  
Shawn Nason, Special Events Director

**Honorary Chairs**

**United States Senate**

Senator Mark R. Warner (D)

**United States House of Representatives**

Congressman Rob Wittman (R-1st-VA)  
Congressman Robert C. “Bobby” Scott (D-3rd-VA)

**Commonwealth of Virginia**

Governor Terry R. McAuliffe (D)  
Senator Mamie E. Locke (D-2nd)  
Senator Kenneth Alexander (D-5th)

Senator Fran W. Wagner (R-7th)  
Senator Louise L. Lucas (D-18th)  
Senator Adam Ebbin (D-30th)  
Senator Barbara Favola (D-31st)  
Senator Janet D. Howell (D-32nd)  
Delegate Mark L. Keam (D-35th)  
Delegate David J. Toscano (D-57th)  
Delegate Daun Hester (D-89th)  
Delegate Brenda Pogge (R-96th)

Mayor George E. Wallace, City of Hampton  
Mayor McKinley L. Price, DDS, City of Newport News  
Vice Mayor Robert S. Coleman, City of Newport News  
Councilman Herbert H. Bateman, Jr., City of Newport News  
Councilwoman Saundra N. Cherry, D. Min., City of Newport News  
Councilwoman Sharon P. Scott, City of Newport News  
Councilwoman Tina L. Vick, City of Newport News  
Councilwoman Dr. Patricia Woodbury, City of Newport News  
The Honorable Mary T. Christian

---

Alan Richardson, A Promise of Hope Co-Chair and PAF EVP of Strategic Patient Solutions recognizing Event Donors  
PAF CEO Alan Balch, PhD addresses the Attendees  
Current Scholarship for Survivors award recipient Oliver Adlam shares his story

---

A PROMISE OF HOPE AFFAIR
Past Scholarship for Survivors award recipient Dr. Benton Brown tells how PAF, through this program, was able to help him through medical school.

**Auction Committee**

Shawn Nason, Chair  
Chanda Cox, Co-Chair  
Shatwanda Buckley  
Cynthia Espenshade  
Celia Francis  
Rebecca Freeman  
Brandy Gilliam  
DeShaun Hall  
Nathan Hatfield  
Shauna Hatfield  
Shaybrean Henson  
Danielle Jackson  
June Keddell  
Gabriella Legaspi  
Denise Lee  
Millie Perez-Anderson  
Lakendra Perkins  
Kristin Shealy

Sponsor Eli Lilly representative Scott Shortenhouse and Alan Richardson

Andrew Weber, PAF EVP of External Relations, Tom Sellers with Sponsor Takeda Oncology and Alan Richardson, PAF EVP of Strategic Patient Solutions

Fran Castellow, PAF President of Operations and fellow members of the CIVIC Class of 2014

Photos by Amy Ellen Lee, Twilight Studio Designs
Event Sponsors
Amgen Oncology
BB&T
BB&T Benefit Consultants
Friends of Cancer Research
Foundation Medicine
Lilly Oncology
Takeda Oncology
Novartis Oncology
Pfizer
Walgreens

Table Sponsors
GOLD
inContact

SILVER
Diplomat
Genentech
Johnson & Johnson

BRONZE
Arent Fox, LLP
Boston Scientific
Breager Media Group
Contract Technical Resources
Dixon Hughes Goodman
Jack & Nancy Ennis
Howell Creative Group
Kaufman & Canoles, P.C.
John L. and Martha Reed Murphy
Old Point National Bank

Event Supporters
Alipes
BPO Elks Lodge Newport News #315
BOSH Global Services
Powers Business Machines

Patient Advocate Foundation Gala Team
Alan Balch, PhD, Chief Executive Officer
Shawn Nason, Co-Chair
Alan Richardson, Co-Chair
Tracy Andrus, Application Specialist, Co-Pay Relief

POH Auction Supporters
Chuck & Donna Adkins
Kelly Alvord
Mike Archuleta
Parker Archuleta
Leah Arnett
Fagel Baer
Alan & Valerie Balch
Hugh Barlow
Brendan Bietry
Amy Bixler
April Bre-Hemmendiner
Jennifer Brewster
Dr. Benton Brown
Marc & Sarah Browning
Bryan & Fran Castellow
Shonta Chambers

A Promise of Hope Affair guests tripping the light fantastic!  
Several of our guests got into the spirit of Casablanca

A PROMISE OF HOPE AFFAIR
Lorri Wojewoda
Alan & Beth Wood
Jason & Libbey York
Joe & Sher Zarzycki

POH Auction Donors
Ace Peninsula Hardware - Hampton
Ace Peninsula Hardware - Newport News
Act II Consignments
Deanna Albisu
AleWerks
Kay Allyn
American Family Fitness
Anna’s Pizza of Poquoson
BJ’s Wholesale Club
Fredna Bailey
Baltimore Orioles
Baltimore Ravens
Bay Rivers Towing
Beef O Brady’s
Fred Biel
Meagan & Charlie Bocklet
Boutique She She
Briar Patch Tea Room
Buggy Bathe Auto Wash, Lube & Detail Shoppe
Cheryl Burton Potthast
Bushin Martial Arts Academy
CDII Inc. t/a Jordan Marine
C&F Enterprises
CVS
Cakes Abound Custom Cakes
Candlewood Suites - Hampton
Saundria Cardwood
Cartwheels Gymnastics
Center for Mind Body Health
Leroy Coleman
Chanda Cox
Cheddar’s
Chick-fil-A
Chrysler Museum of Art
CineBistro
Cinema Café
Colonial Williamsburg Foundation
Cypress Creek Golfers’ Club
Dixie RV
Dollywood
Dover Downs Hotel & Casino
Duck Donuts LLC
E.J. Smith Enterprises
Earthly Child
East Carolina Athletic Department
Epstein Pawn Shop
Extreme Pizza
Five Guys Operations, LLC
Floral Fashions
Food for Thought Restaurant
Founders Inn & Spa
Samake Foussyini
Freemason Abbey Restaurant and Tavern
Furniture & Mattress
Brian Garofalo
Lakendra Green
Kaye Gilliam
Godspeed Animal Care
Golden Corral of Newport News
Grandview Island Grill
Great Wolf Lodge
Gunderman Chiropractic & Wellness
Haile Mae and Lizzie Painting Party
Hampton Roads Photography
Christina Harris
Jan Harvell
Hauser’s Jewelers
Antonia Howearth
Ashley Horak
Emma A. Inman
Iris Art & Framing
Sadie Jacques
Jason’s Deli
JEH Photography
Joe’s Crab Shack
Patricia Jones
Paul & June Keddell
Kingsmill Resort
LV Nails, Inc.
Larry Kakes and Things
Becky Lawson
Denise & Trefus Lee
Link, Jacobs & Link, DDS
Lorraine’s SpaSalon
Kathy Luebke
Manhattan’s New York Deli & Pub
Marriott Newport News at City Center
Michelle Wynn Fine Art & Illustration
Mint Julep Antiques
Modish Hair Studio
Molly Maid
Mr. C’s Pizza and Subs
Bill & Shawn Nason
NC State Department of Athletics
Norfolk Tides Baseball Club
Opus 9
O’Reilly’s Auto Parts
Otterbox
Outerwall - Redbox
Oyster Point Car Wash
P.F.Chang’s Bistro
PAF Administration Team
PAF Case Management Team
PAF Contract Vendors Services
PAF Co-Pay Relief Team
PAF Finance Team
PAF Mission Delivery
Millie Perez-Anderson
Gayle Petrick
Amber Pfeiffer
Pirate’s Cove
Plaza Azteca Restaurantes Mexicanos
Poquoson Pharmacy
Quilting Service
Rack Room Shoes
Red Lobster
Restaurant.com
Alan Richardson
Riverwalk Restaurant
Rocky Mount Bar-B-Q House
Ruth’s Chris Steak House
Schlesinger’s
SeaWorld Parks & Entertainment
Serenity Sun Tanning
Sew Much Better
Signature Styles
Marty Smith
Smithfield Specialty Food Group SouthWest Airlines Co.
Spooks and Legends Haunted Tours, LLC
Starbucks
Steel Magnolias
Stick, Stone & Bone
Sticks and Stones
Sun Buni Brown Custom Airbrush Tans
Moira Sutherland
Swimways Corp.
Team Elite Strength & Conditioning
Terranea Resort
The Ferguson Center for the Arts at Christopher Newport University
The Hair Place
The Inn of the Patriots, Presidential Culinary Museum and Presidential Service Museum
The Mallory Ritz
Just give me a seven!!
On June 10-11, 2015 PAF convened its 16th Annual Patient Congress in Washington, DC at the Liaison Capitol Hill Hotel. With over 80 attendees, this event engaged patients, caregivers, advocacy group representatives, and National Patient Advocate Foundation (NPAF) volunteers to advance movement on issues surrounding medical debt, medical bankruptcy and the impact the issues have on patients.

During the two-day conference, advocates learned from experts in government and advocacy on how best to "amplify the patient’s voice," ensuring patient representation in the legislative and regulatory process.

Several industry leaders connected with the group on the topic of medical debt and the importance of protecting patients from the hardships caused by medical debt. The agenda included the following topics: The Health Care Landscape & Patient Voice; The Roadmap to Patient Engagement; Patient Engagement in Research; Patient Engagement at the Community Level; Patient Engagement on the Personal Level: The Consumer-based Cancer Care Value

Index: Learning from Experience -- Sharing Best Practices; The Washington Landscape -- 21st Century Cures and Pending Issues; Medical Debt & the Congressional Agenda; Carrying the Message to the Hill & Beyond; Making the Most of Your Hill Visits. Speakers included: Suzanne Schrandt, Deputy Director of Patient Engagement, Patient-Centered Outcomes Research Institute; David Introcaso, Vice President, Policy Operations, National Association of Accountable Care Organizations; Thomas Workman, Principal Communication Research and Evaluator Health &
Social Development Program, American Institutes for Research; Alan Balch, Chief Executive Officer, PAF & NPAF; George Dahlman, Executive Vice President, Federal Affairs & Operations, NPAF; and Christopher Kush, Chief Executive Officer, Soapbox Consulting.

After the Capitol Hill Briefing, attendees eagerly worked their way to the Hill and conducted 124 Hill visits that included 71 in the U.S. Senate and 53 in the U.S. House of Representatives. Their visits included 58 with Democrats, 65 with Republicans, and 1 with an Independent member.

To culminate the days of hard work leading up to and during Patient Congress, a Dinner Symposium was held where attendees were encouraged to relax and enjoy the success of the past few days. Gathered in the ballroom of the Liaison Capitol Hill, the group was honored to hear from Dr. Neil Spector, Author of Gone in a Heartbeat. Upon completion of the keynote, an exceptional patient advocate currently battling cancer herself, Shelby Adams, was recognized for all her contributions to PAF, NPAF, and patient advocacy and presented with the Patient Advocate Foundation Outstanding Courage and Patient Advocacy Dedication Award.
PAF wishes to thank the following sponsors for their support of Patient Congress:

- AmerisourceBergen
- Bristol-Myers Squibb
- Celgene
- Lilly
- Genentech
- Merck
- Novartis Oncology
- Pfizer Oncology
- Takeda Oncology

Shelby Adams, NPAF Volunteer and Patient Congress attendee was presented with the “Outstanding Courage and Dedication in Patient Advocacy” award.

Featured Author Dr. Neil Spector signing his book “Gone in a Heartbeat” for the attendees.
The PAF Scholarship for Survivors program was created in 2000 to provide financial assistance to patients who are suffering or have suffered from a life-threatening disease or chronic condition that may have had an effect on their educational opportunities.

Each recipient receives an annual $3,000 award for each year that they are enrolled in a higher education program. They must maintain a 3.0 or higher GPA, be a full time student and complete a minimum of 20 hours of community service work.

To date, PAF (along with other gracious funders) has awarded scholarships to 61 students totaling over $400,000. The 2015/2016 academic year Scholarship for Survivors recipients are:

**THE CHERYL GRIMMEL AWARD**
Sage Chasen  
Bethlehem, PA  
School: Lehigh University

**THE MARK STEPHENS AWARD**
Yosef Glaser  
Baltimore, MD  
School: Bais Hamedrash & Mesivta of Baltimore

**THE MONICA BAILES AWARD**
Timothy Conners  
Ithaca, NY  
School: Ithaca College

**THE U.S. REPRESENTATIVE JO ANN DAVIS AWARD**
Nathan Hertz  
San Marcos, TX  
School: University of Texas at San Antonio

**THE ROBIN PRACHEL AWARD**
Hanna Hughes  
Rochester, MN  
School: University of Minnesota, Duluth

**THE KAREN L. REEDER AWARD**
Somer Greene  
Los Angeles, CA  
School: Occidental College

**THE NANCY DAVENPORT-ENNIS AWARD**
Kaela Johnson  
Hampton, VA  
School: Virginia Commonwealth University

**SCHOLARSHIP FOR SURVIVORS AWARD**
Alexa Hickman  
Chattanooga, TN  
School: University of Tennessee at Chattanooga

Richard Suarez  
Glassboro, NJ  
School: Rowan University

Kimberley Santo  
Gainesville, FL  
School: University of Florida

Coreyonna Welch  
Carrollton, GA  
School: University of West Georgia

Alexandra Xifaras  
Fairhaven, MA  
School: Boston University
Patient Advocate Foundation received its sixth consecutive 4-star rating from Charity Navigator, which is the highest rating given to non-profit organizations. Charity Navigator has rated over 8,000 charities throughout the United States and only 3% of the charities they rate have received at least 6 consecutive 4-star ratings. The rating is awarded based on a charity’s fiscal management and commitment to accountability and transparency.

Michael Thatcher, President and CEO of Charity Navigator said that “Receiving four out of a possible four stars indicates that your organization adheres to good governance and other best practices that minimize the chance of unethical activities and consistently executes its mission in a fiscally responsible way. This ‘exceptional’ designation from Charity Navigator differentiates Patient Advocate Foundation from its peers and demonstrates to the public it is worthy of their trust.”

To view PAF’s review, please visit the PAF Charity Navigator Profile at www.charitynavigator.org

Patient Advocate Foundation was again recognized by Dorland Health with two Case in Point Platinum Awards in 2015. One award was for Managed Care Programs which recognized PAF’s Case Management Team for their navigation of patients through the complex healthcare issues affecting them and providing the best possible resolution to their case and care. The main focus for this award was on the assistance provided with debt relief as it applies to denials and appeals assistance.

The second Case In Point Platinum Award was in recognition of Case Management Specialty Programs: Social Work Case Management acknowledging PAF for providing responsive, adaptive healthcare initiatives to a rapidly emerging health crisis. PAF was recognized for the Disaster Support Initiative which provided assistance to patients who had been impacted by the Boston Marathon bombing and the West Texas Fertilizer plant explosion.

Steve M.
Texas
Metastatic Melanoma

“This is not a fancy letter of appreciation for your financial support but it is deeply sincere. We are a couple who have worked hard to raise our family and pay our bills. If anyone needed help, we were there any hour of the day. We never asked for much but always gave. It is people like you that have made our struggle with cancer better. Thank you for caring!”

Steve and Carol
General Donors 2014-2015

Chuck & Donna Adkins
KKathleen Abrams
AEG Merchandise, Inc
Kelly Alvord.
AmazonSmile
Carolyn Andrews
Debbie Andrus
Tracy Andrus
AT&T Employee Giving Campaign
Avon Foundation
Jensenia Baez
Fredna Bailey
Ward Bailey
Letitia Baker
Alan Balch
Craig Banikowski
Steven Bank
Rachel Barlow
Robert Barto
Blair Baylor
Jacqueline Beard
Jody Beighley
Renee Bell
Ingrid Binet
Mary E Blankenship
Rashod Bolden
Nicole Bowen
George Braden
Miquel Bravomalo
Cierra Braxton
Breakaway From Cancer
April Bre-Hemmendinger
Jennifer Brewster
Jerome Brinkley
Elizabeth Broderick
Jacqueline Brooks
Angela Brown
Girard Brown
Richard Brown
Jacquelyn Bruckheimer
Alice Bryant
Shatwanda Buckley
Shontae Burton
Dwana Calhoun
Kim Campbell
Cancer Support Community
Terri Cane
Jasmine Capers
Susan Capps
David Carlson
Cynthia Carrow
Karen Carruth
Fran Castellow
Shonta Chambers
Keri-Anne Chin
Tyra Chisholm
Tamecca Clay
Violeta Cleary
Carly Coleman
J.L. Coleman
Consulting Services LLC
Alysa Cortes
Shelby Cornick
Jackie Costen
Chanda Cox
Kevin Cox
Donna Crouse
Misty Daniels
Dennis Danko
Cyneca Davis
Kerry Davis
Tyler Dixon
Edward Dougherty
Jennifer Dow
Doral Dunn
Rebecca Edmondson
Cynthia Edwards
Heather Emerson
Kathryn Emerson
Cynthia Espenshade
Laura Evans
Melissa Fairbanks
Massiel Fares
Doug Favre
Molly Feanny
Amy Firth
Rebecca Freeman
Sherwin Gaddis
Ausley Gage
Rosa Garcia
Sheri Gardner
Jane Garfield
Norma Garza
Ellen Gillard
Ashley Gilliam
Brandy Gilliam
Dave Girolamo
Kristin Goforth
Diana Gomez
Carroll Gorman
Mr. & Mrs. George Greet
James Guillaume
Deshau Hall
Stacy Harden
Christine Hardy
Jessica Hare
Judith Harris
Nate Hatfield
Shauna Hatfield
Carlette Hattett
Shaybrean Hendon
Michelle Herbert
High Pines Foundation
Phyllis Hill
Alberta Hobbs
Keta Hodgson
Beth Hoer
Erica Holley
Tracy Hollis
Danielle Howard
HP Your Cause
Vicki Huford
iGive.com
Danielle Jackson
Viola Jackson
Gregory Jenkins
April Johnson
Pat Jolley
Antoinette Jones  
Courtney Jones  
Michael Jordon  
Kimerly Joseph  
Thomas Jowers, II  
JML Racing  
Nancy Jung  
JustGive  
Tracie Karafa  
Selamawit Kebede  
Tandy Keenan  
Virginia Kerns Windsor  
Maxine Kienert  
Wendy Kurtz  
Cynthia Laboy  
Lancaster Red Rose Chapter  
ONS  
Katherine Lang  
Hyon Ku Lee  
Kristal Lee  
Larnet Lee  
Vitaly Lisetsky  
Local Independent Charities of America  
Kara Lombard  
Wanda Lovett  
Willie Lovett  
Brian MacDonald  
Russell Maenius  
Brenda Marjaniemi  
Jennifer Massimin  
Elaine Martinez  
Arlene Matir  
Devon Mayo  
India McAdaragh  
Sandra McAllister  
Valerie McClain  
Dondra McMillan  
Michelle McMillian  
Beverly McNearly-DeRavalliere  
Ariel McNeil  
Mega Auto Spa, Inc.  
Katrina Mendenhall  
Paul Metzger  
Microsoft Matching Gifts  
Martha Millette  
Danna Mobley  
Deborah Monelly  
Beth Moore  
Kevin Moore  
Megan Moore  
Cheryl Morris  
Marcie Murillo  
Bill Nason  
Shawn Nason  
Jacqueline Neal  
Tammy Neice  
Mary Nelson  
Raymundo Neri  
Network for Good  
David Newsom  
Old Point National Bank  
Patricia Opsahl  
Orange County’s United Way  
Amber Pardon  
Diana Patel  
Peninsula Community Foundation of Virginia  
Milagros Perez-Anderson  
Lakendra Perkins  
 Rochelle Perry  
Gayle Petrick  
Diane Pfeifer  
Gerald Phipps  
PhRMA  
William Pile  
Andrea Porter  
Dawn Porter  
Andy Ramlatchan  
Bishop Read  
Helena Reid  
Alan Richardson  
Victoria Richardson  
Richard Rider  
Sara Resnick-Luetke  
Tamara Ridley  
Rita Robinson  
Deidra Rodriguez  
Sharon Rodriquez  
Shuntese Rorie  
Erica Rosenthal  
Tina Rudolph-Smith  
Damaris Santana  
Antoinette Scott  
Dawn Scott  
Schmidt Public Affairs, LLC  
Susan Shaffnet  
Sheena Shakeel  
Michelle Shanks  
Nina Shapiro  
Lisa Shaw  
Kristin Shealy  
Melody Sheard  
Mark Sherwood  
Linda Shird  
Susan Shulstein  
Natasha Simpson  
Hardeep Singh  
Anant Singhal  
Erin Singleton  
Shell Oil Company Foundation Matching Gifts  
Maria Smallacome  
Tony Smith  
Southeast Florida Hematology-Oncology Group  
Jennifer Spivey  
Nancy Stanfield  
Heather Stettner  
Russ Steward  
Monica Stokes  
Noira Sutherland  
Jasmine Tate  
Marcia Tate  
Tia Tate  
Ralph Tellez  
The Color Dash  
The Wildflower Foundation, Inc.  
Edna Tillman  
Brenda Tinner  
Laticia Toliver  
Shannon Tooten  
Anita Torrealba  
Rosanna Tresca  
Mike Troppy  
TRUST  
Tyrisa Turner  
Unicentric  
Hector Vazquez  
Sandy Venezuela  
Mary Kay Villa
Liz Vitola  
Mr. & Mrs. Carey Waldrip  
Angela Walker  
Andrew Weber  
Paul Weigle  
Angelia Westbrook  
Susan Wilbanks  
Jonathan Willey  
Terri Williams  
Carla Williams  
Jamilla Williams  
Emily Williamson  
Tony Willis  
Kimberly Winfield  
W. Jackson Wisdom  
Alan Wood  
Lisa Wright  
Jany Wynn  
Nidia Yambo  
Ezaz Zahir

In Memory Of
Dianne Allen  
Joann Dayton  
Shampoo No. 1 Ltd.  
Mary Louise Gillespie  
Clyde & Mary Jo Balch  
Thomas Sloan  
Dennis Bolognini  
Matteo Alioto  
Ivette McFarland  
James Zrimsek  
Margie Blair Booker  
Viskase Corporation  
Christopher Brideau  
Scott Brideau  
Joseph Cagiano  
Vincent Agnello  
Deborah Cerbone  
Shane Courbier  
Donatic  
Conrad Giuliano  
George Giuliano  
Marie Grasso  
Carmella Irizarry  
Annette Krause

John Laico  
Mr. & Mrs. John Passantino  
Anthony Ribaudo  
Bernadette Samuels  
Arlene & Lisa Scognamillo  
Joseph Valenti  
Christine Zemla  
Dominic Chimienti  
Catherine Gempka  
Sheila S. Crowe Fund – Multiple Myeloma  
Annette Krause  
Phyllis Decker  
Gerald Decker  
Maria Dolores DeMelo  
George Teixeira  
Lissa Dotdson  
Thomas Sloan  
Elsie Engle  
Denise Angle  
Patrick Angle  
Patrick & Coral Angle  
Christine Boyle  
Joanne Engle  
Roland Harmon  
Loretta Mackay  
Laura Marrone  
Jean Puleo  
Louis Fancelli  
Rose Fancelli  
Marshall Howland  
Karen Howland  
Evelyn Hurt  
William Hurt  
Joseph S. Kaiser  
Mary Ann Kaiser  
Clara Katchen  
James Cruikshank  
Jackie Parker  
Andrew Rome  
Lou LaMarca  
Bristol-Myers Squibb  
Max Larios  
Erika Larios  
Karina Larios-Pliego  
Rene Larios  
Vilma Macdonald  
Jean Brown  
Gene Costella  
Marlene Gardner  
Barbara Mayweather  
Kethia Webber  
John McClure  
Joe Brown  
Walter Sobryan  
T.L. Hanna High School  
Margaret O’Brien  
Thomas Green  
Jose Pedreira  
Lisette Pedreira  
Ashley Nicole Richey  
Felix & Sandra Venezuela  
Alfred Schumann  
A. Herrera  
Sandra McBride  
James Royea  
Vicki Schmidt  
Robert Sloan  
Thomas Sloan  
Kevin Taylor  
Debra Taylor  
Melton Wayne Tedrow  
Jackie Belcher  
Steve Harmon  
Joan Yell  
Norberta Teixeira  
Azorean Alliance  
Jose Araujo  
Orlando Ataide  
Herberto Bettencourt  
Monica Blagrange  
Elizabeth Bogosian  
Norma Davila  
Elvira DaSilveira  
Barbara Dodd  
Chuck & Odette Ebersole  
Conrad Giuliano  
Peggy & Ian Mackinnon
Vani B.
Illinois
Narcolepsy

“My insurance company denied coverage of medication I have been on for 8 years. They cited inadequate documentation from my doctor’s office. PAF assisted me with the many phone calls, conference calls, doggedly asking questions that I would have not thought to ask.
I was impressed with my case manager’s knowledge and perseverance. She knew the appropriate questions to ask. Her familiarity with the bureaucracy helped get my medication approved.
Of course the insurance company has only approved until the end of the year. I may need to call PAF in January!
Thank you PAF.”
## Patient Advocate Foundation
### Statements of Financial Position
#### June 30, 2015 and 2014

### ASSETS

<table>
<thead>
<tr>
<th>Category</th>
<th>2015</th>
<th>2014</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Current assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>General operating cash and cash equivalents</td>
<td>$3,425,252</td>
<td>$4,121,397</td>
</tr>
<tr>
<td>Restricted cash and cash equivalents</td>
<td>72,022,026</td>
<td>41,733,713</td>
</tr>
<tr>
<td>Unconditional promises to give</td>
<td>1,603,086</td>
<td>183,529</td>
</tr>
<tr>
<td>Service contract receivable</td>
<td>447,282</td>
<td>426,523</td>
</tr>
<tr>
<td>Employee travel advances</td>
<td>300</td>
<td>476</td>
</tr>
<tr>
<td>Other receivable</td>
<td>5,590</td>
<td>–</td>
</tr>
<tr>
<td>Inventories</td>
<td>57,869</td>
<td>47,958</td>
</tr>
<tr>
<td>Prepaid expenses</td>
<td>355,231</td>
<td>476,623</td>
</tr>
<tr>
<td>Investments and cash equivalents</td>
<td>1,933,371</td>
<td>1,909,422</td>
</tr>
<tr>
<td><strong>Total current assets</strong></td>
<td>79,850,007</td>
<td>48,899,641</td>
</tr>
<tr>
<td><strong>Property and equipment - net</strong></td>
<td>4,522,313</td>
<td>2,403,781</td>
</tr>
<tr>
<td><strong>Other assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Refundable deposits</td>
<td>53,331</td>
<td>53,331</td>
</tr>
<tr>
<td><strong>Total assets</strong></td>
<td>$84,425,651</td>
<td>$51,356,753</td>
</tr>
</tbody>
</table>

### LIABILITIES AND NET ASSETS

<table>
<thead>
<tr>
<th>Category</th>
<th>2015</th>
<th>2014</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Current liabilities</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Current portion of obligation under capital lease</td>
<td>$68,770</td>
<td>$64,869</td>
</tr>
<tr>
<td>Current portion of long-term debt</td>
<td>217,918</td>
<td>–</td>
</tr>
<tr>
<td>Accounts payable and accrued expenses</td>
<td>907,630</td>
<td>1,276,956</td>
</tr>
<tr>
<td>Due to related party</td>
<td>84,191</td>
<td>104,390</td>
</tr>
<tr>
<td>Deferred revenue</td>
<td>3,246,672</td>
<td>3,304,936</td>
</tr>
<tr>
<td>Accrued vacation leave</td>
<td>225,230</td>
<td>229,833</td>
</tr>
<tr>
<td><strong>Total current liabilities</strong></td>
<td>4,750,411</td>
<td>4,980,984</td>
</tr>
<tr>
<td><strong>Long-term liabilities</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Long-term debt</td>
<td>1,062,082</td>
<td>–</td>
</tr>
<tr>
<td>Obligation under capital lease - less current portion</td>
<td>72,654</td>
<td>150,235</td>
</tr>
<tr>
<td>Other liabilities</td>
<td>101,764</td>
<td>90,855</td>
</tr>
<tr>
<td><strong>Total liabilities</strong></td>
<td>1,236,500</td>
<td>241,090</td>
</tr>
<tr>
<td><strong>Unrestricted</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Unrestricted</td>
<td>3,680,105</td>
<td>2,582,399</td>
</tr>
<tr>
<td>Unrestricted - board designated</td>
<td>1,933,371</td>
<td>1,909,422</td>
</tr>
<tr>
<td><strong>Total unrestricted net assets</strong></td>
<td>5,613,476</td>
<td>4,491,821</td>
</tr>
<tr>
<td><strong>Temporarily restricted</strong></td>
<td>72,825,264</td>
<td>41,642,858</td>
</tr>
<tr>
<td><strong>Total net assets</strong></td>
<td>78,438,740</td>
<td>46,134,679</td>
</tr>
</tbody>
</table>

**Total**                                      | **$84,425,651**     | **$51,356,753**     |
### Patient Advocate Foundation

**Statements of Activities**

**Years Ended June 30, 2015 and 2014**

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenues, gains and other support</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Contributions:</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Grants</td>
<td>$3,603,734</td>
<td>$ –</td>
<td>$3,603,734</td>
<td>59,530,424</td>
<td>$63,134,158</td>
<td>$3,838,793</td>
<td>$ –</td>
<td>58,163</td>
</tr>
<tr>
<td>Private and public donations</td>
<td>145,021</td>
<td>–</td>
<td>145,021</td>
<td>–</td>
<td>145,021</td>
<td>58,163</td>
<td>–</td>
<td>58,163</td>
</tr>
<tr>
<td>Donated services and materials</td>
<td>71,727</td>
<td>–</td>
<td>71,727</td>
<td>63,220</td>
<td>71,727</td>
<td>63,220</td>
<td>–</td>
<td>63,220</td>
</tr>
<tr>
<td>Program Administration</td>
<td>11,599,860</td>
<td>11,599,860</td>
<td>11,599,860</td>
<td>10,810,595</td>
<td>11,599,860</td>
<td>10,810,595</td>
<td>–</td>
<td>10,810,595</td>
</tr>
<tr>
<td>Patient Congress</td>
<td>77,500</td>
<td>–</td>
<td>77,500</td>
<td>255,315</td>
<td>77,500</td>
<td>255,315</td>
<td>–</td>
<td>255,315</td>
</tr>
<tr>
<td>Promise of Hope</td>
<td>251,504</td>
<td>–</td>
<td>251,504</td>
<td>255,502</td>
<td>251,504</td>
<td>255,502</td>
<td>–</td>
<td>255,502</td>
</tr>
<tr>
<td>Miscellaneous income</td>
<td>422,272</td>
<td>–</td>
<td>422,272</td>
<td>419,560</td>
<td>422,272</td>
<td>419,560</td>
<td>–</td>
<td>419,560</td>
</tr>
<tr>
<td>Investment income</td>
<td>373,693</td>
<td>23,949</td>
<td>397,642</td>
<td>183,911</td>
<td>397,642</td>
<td>183,911</td>
<td>–</td>
<td>183,911</td>
</tr>
<tr>
<td><strong>Net assets released from restrictions</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Satisfaction of program restrictions</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Total revenues, gains and other support</strong></td>
<td>44,893,329</td>
<td>23,949</td>
<td>44,917,278</td>
<td>31,182,406</td>
<td>76,099,684</td>
<td>49,221,174</td>
<td>63,132</td>
<td>49,284,306</td>
</tr>
<tr>
<td><strong>Expenses and losses</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Program services:</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Patient/educational services</td>
<td>5,972,514</td>
<td>–</td>
<td>5,972,514</td>
<td>6,104,503</td>
<td>–</td>
<td>6,104,503</td>
<td>–</td>
<td>6,104,503</td>
</tr>
<tr>
<td>Financial Aid Programs</td>
<td>32,204,574</td>
<td>–</td>
<td>32,204,574</td>
<td>36,879,762</td>
<td>–</td>
<td>36,879,762</td>
<td>–</td>
<td>36,879,762</td>
</tr>
<tr>
<td>Service contracts</td>
<td>2,857,891</td>
<td>–</td>
<td>2,857,891</td>
<td>2,592,607</td>
<td>–</td>
<td>2,592,607</td>
<td>–</td>
<td>2,592,607</td>
</tr>
<tr>
<td>Supporting services:</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Management and general</td>
<td>1,509,599</td>
<td>–</td>
<td>1,509,599</td>
<td>1,499,698</td>
<td>–</td>
<td>1,499,698</td>
<td>–</td>
<td>1,499,698</td>
</tr>
<tr>
<td>Fundraising</td>
<td>1,251,045</td>
<td>–</td>
<td>1,251,045</td>
<td>1,094,097</td>
<td>–</td>
<td>1,094,097</td>
<td>–</td>
<td>1,094,097</td>
</tr>
<tr>
<td>Loss on abandonment of fixed assets</td>
<td>–</td>
<td>–</td>
<td>–</td>
<td>2,700</td>
<td>–</td>
<td>2,700</td>
<td>–</td>
<td>2,700</td>
</tr>
<tr>
<td>Change in net assets</td>
<td>1,097,706</td>
<td>23,949</td>
<td>1,121,655</td>
<td>31,182,406</td>
<td>32,304,061</td>
<td>1,047,809</td>
<td>63,132</td>
<td>11,941,503</td>
</tr>
<tr>
<td>Net assets - beginning of year</td>
<td>2,582,399</td>
<td>1,909,422</td>
<td>4,491,821</td>
<td>41,642,858</td>
<td>46,134,679</td>
<td>1,534,590</td>
<td>1,846,290</td>
<td>34,193,176</td>
</tr>
<tr>
<td><strong>Net assets - end of year</strong></td>
<td>$3,680,105</td>
<td>$1,933,371</td>
<td>$5,613,476</td>
<td>$72,825,264</td>
<td>$78,438,740</td>
<td>$2,582,399</td>
<td>$1,909,422</td>
<td>$41,642,858</td>
</tr>
</tbody>
</table>
**COMBINED FUNCTIONAL EXPENSES**
**FY14/15**

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Program Services</td>
<td>$41,034,979.00</td>
<td>93.7%</td>
</tr>
<tr>
<td>Management &amp; General</td>
<td>$1,509,599.00</td>
<td>3.4%</td>
</tr>
<tr>
<td>Fundraising</td>
<td>$1,251,045.00</td>
<td>2.9%</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>$43,795,623.00</strong></td>
<td></td>
</tr>
</tbody>
</table>

**COMBINED REVENUE AND EARNINGS**
**FY14/15**

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Program Grants</td>
<td>$63,134,158.00</td>
<td>83.0%</td>
</tr>
<tr>
<td>Program Administration</td>
<td>$11,599,860.00</td>
<td>15.2%</td>
</tr>
<tr>
<td>Gifts &amp; Contributions</td>
<td>$567,293.00</td>
<td>0.7%</td>
</tr>
<tr>
<td>Interest</td>
<td>$397,642.00</td>
<td>0.5%</td>
</tr>
<tr>
<td>Event Revenue</td>
<td>$329,004.00</td>
<td>0.4%</td>
</tr>
<tr>
<td>In-Kind Service</td>
<td>$71,727.00</td>
<td>0.1%</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>$76,099,684.00</strong></td>
<td></td>
</tr>
</tbody>
</table>

**COMBINED PROGRAM ACTIVITIES**
**FY14/15**

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Financial Aid Grants &amp; Administration</td>
<td>$32,204,574.00</td>
<td>78.5%</td>
</tr>
<tr>
<td>Case Management, Outreach &amp; Education Programs</td>
<td>$5,972,514.00</td>
<td>14.6%</td>
</tr>
<tr>
<td>Service Contracts</td>
<td>$2,857,891.00</td>
<td>7.0%</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>$41,034,979.00</strong></td>
<td></td>
</tr>
</tbody>
</table>

**Functional Expenses**

- Program Services: $41,034,979.00 (93.7%)
- Management & General: $1,509,599.00 (3.4%)
- Fundraising: $1,251,045.00 (2.9%)

**Revenues**

- Program Grants: $63,134,158.00 (83.0%)
- Program Administration: $11,599,860.00 (15.2%)
- Gifts & Contributions: $567,293.00 (0.7%)
- Interest: $397,642.00 (0.5%)
- Event Revenue: $329,004.00 (0.4%)
- In-Kind Service: $71,727.00 (0.1%)

**Combined Program Activities**

- Financial Aid Grants & Administration: $32,204,574.00 (78.5%)
- Case Management, Outreach & Education Programs: $5,972,514.00 (14.6%)
- Service Contracts: $2,857,891.00 (7.0%)