



2015 ANNUAL REPORT

BITE ME!
CANCER



At Bite Me Cancer,
our mission is to
fight cancer
through **research,**
education and
inspiration.

Message from the Founder

2015 was a year of tremendous progress for Bite Me Cancer.

As I look back at Bite Me Cancer's 2015 activities and progress, I am so grateful to our volunteers, donors, sponsors and supporters who have given much to ensure that we can continue to grow and make a positive impact for those dealing with cancer.

Bite Me Cancer experienced continued growth in programs and funds during 2015 to meet two primary goals:

1. *Support teenagers dealing with all cancers*
2. *Raise research funds and awareness for thyroid cancer*

Our Teen Support Bag program has grown significantly. We increased the number of hospital partners across the country to almost 70, and have shipped out 1,200 bags – our largest amount in one year.

As of December 31, 2015, we had reached a total of 2,200 bags distributed since the program began in June 2012.

We reached our goal to fund our third thyroid cancer research grant before the end of the year and were then able to begin raising funds for our fourth research grant. We are in direct contact with our researchers and are excited about their progress.

Since the organizations founding in 2010, we have made a significant impact across the country and have developed a strong community.

As I deal with my own cancer journey, I am grateful that my story and my vision can help others.

Bite Me Cancer and I are proud to present the 2015 annual report.



Nikki Ferraro, Founder

About Us

Bite Me Cancer is devoted to supporting teenagers with all cancers and funding meaningful research for thyroid cancer.

Bite Me Cancer is a nonprofit foundation in Fairfax County, Virginia, founded in September 2010 by Nikki Ferraro, five months after she was diagnosed with a rare form of Thyroid Cancer at 17 years old while being a junior at Chantilly High School in Virginia. Nikki was determined to lead a Relay for Life team just two weeks after her diagnosis. She named the team Bite Me Cancer and experienced immediate success. When Nikki decided to create a foundation a few months later, she wanted to continue the legacy of her team name and thus her foundation became the Bite Me Cancer Foundation.

From September 2010 until July 2015, Bite Me Cancer was run out of the home of Nikki and her parents. In early 2015, the foundation realized

that with the growth of the Teen Support Bag Program, the inventory, assembly and shipping of these boxes could no longer remain in Nikki's childhood home. An outside location was needed. A generous partnership began with AFCEA to enable Bite Me Cancer to lease a small office within their building. Along with leasing space, AFCEA offered use of their two board rooms for meetings and events, their community lounge for bag assembly activities and their mailroom services for shipping out the bags and other items. AFCEA even donated office furniture to Bite Me Cancer.

All Bite Me Cancer work is conducted by volunteers.



Elected officials, business and community leaders celebrate the ribbon cutting of the Bite Me Cancer offices alongside members of the 2016 board of directors.

Organization

2015 Board of Directors

Executive Committee

Nikki Ferraro, *Founder*

C. Michael Ferraro, *Chairman, Training Solutions, Inc.*

Meryl Bisaga, *Vice Chairman, Brambleton Group*

Sharon Ferraro, *Secretary, Training Solutions, Inc.*

Adam Castleman, *Treasurer, Pipaya Partners*

Board Members

Colin Callahan, *Colin Callahan & Associates*

Mike Condro, *Deloitte*

Bill Craig, *WiSC Enterprises*

Stephanie Eberhart, *TalentRemedy*

Traci Kendall, *George Mason University*

Matt McQueen, *Northrop Grumman Corporation*

Chris Rieley, *Access National Bank*

Mark Searle, *HP*

Committees

Teen Support

Thyroid Cancer Research

Events/Fundraising

Finance/Operations

Communications

Advisory Council

Emilie Ball, Sara Barokas*, Ken Bartee, Keegan Berber*, Jeanine Callahan, Gina Cocomello, Brett Coffee, Maureen Crain, Peter Crain, Kristie Hayes, Julianne Holmblad, Bill Hoover, Michael Kaiser, Renee Bouchard Kaiser, JD Kathuria, Traci Kendall, Jay Liwanag, Chris Lorek, Shannon McKernin, Gaby Melideo, Alison McKnight, Darren McKnight, Lisa Nicholls, Robert Paine,

Delegate Ken Plum, Gina Raley, Rich Raley, Vanessa Runnells*, Holly Senn, Lesa Short*, Colleen Gillis Snow, Jen Sterling, Lauri Swift, Tim Summers, Betsy Valentino, Debijo Wheatley, Jean White, Pat Wirth, Laura Youngs

**Thyroid Cancer Survivor*

Research

Grants provide meaningful impact for our mission of fighting thyroid cancer.

When Nikki formed Bite Me Cancer, she felt strongly that thyroid cancer research needed to be a focus for the foundation since it had been the fastest increasing cancer for a number of years and that her rare kind of thyroid cancer actually had no treatment options other than surgery. In 2013, Bite Me Cancer was able to be an Alliance for Patient Education Member of the American Thyroid Association (ATA) and become a partner in their thyroid cancer research program. ATA's grant program is for younger researchers who receive a two-year grant (\$57,500) if their proposals are accepted after extensive reviews. Bite Me Cancer is proud to be part of this important program that funds new and innovative research.

In 2015, Bite Me Cancer successfully raised the required funds (\$57,500) to fund our third thyroid cancer research grant. This grant will be appointed by June 2016. In the fourth quarter of 2015, after raising the funds for the third grant, we were able to begin raising funds for our fourth grant.

Grants

Institution	<i>MD Anderson Cancer Research Center</i>
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Researcher	<i>Dr. Ramona Dadu, M.D.</i>
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Investment	<i>\$57,500</i>
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Start date: 7/1/2014

Institution	<i>Memorial Sloan Kettering Cancer Center</i>
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Researcher	<i>Dr. Laura Boucai, M.D.</i>
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Investment	<i>\$57,500</i>
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Start date: 7/1/2015

Total grants in execution: 2

Total grants secured: 3

Grants underway for fundraising: 1

Total raised: \$172,500

Education

The first Teen Cancer Awareness Week was held in January, 2015

Bite Me Cancer is proud that the first Teen Cancer Awareness Week in the Commonwealth of Virginia was celebrated during the 3rd week of January, 2015. This awareness week will happen every year during the 3rd week of January across Virginia.

Originally a product of collaboration across Bite Me Cancer, Delegate Tom Rust (R-86), Delegate Ken Plum (D-36), along with the entire House of Delegates, Teen Cancer Awareness Week is a positive force for Virginia teen cancer patients. Across the Commonwealth during Teen Cancer Awareness Week, Bite Me Cancer helped shed light on teenagers with cancer, their challenges and their needs. In addition to the

Commonwealth's recognition, both the Fairfax County and Loudoun County Boards of Supervisors each presented a proclamation about Teen Cancer Awareness Week to Bite Me Cancer in January 2015.

With elected officials, teen cancer patients and survivors, Governor Terry McAuliffe signed the official statewide proclamation on July 31, 2014.



The Governor of the Commonwealth of Virginia Hon. Terry McAuliffe signs a proclamation for Teen Cancer Awareness Week flanked by elected officials, Nikki Ferraro and teens with cancer.

Inspiration

Teen Support Program

Inspiration is important to Bite Me Cancer and is promoted through the Teen Support Bag program to help inspire and support teenagers with cancer. All items in the bags are specifically chosen for teenagers.

By the end of 2015, Bite Me Cancer exceeded the expectations by 20 percent. The goal for 2015 was to assemble and distribute 1,000 Teen Support Bags across the country to our hospital partners, and the foundation shipped out 1,200 bags. That means 1,200 more smiles from teenagers with cancer as well as spreading the positive attitude to their families and even the hospitals' staff.

Our hospital partner network expanded a great deal in 2015, starting the year with 39 partners; and ending the year with almost 70 hospital partners to help us distribute the bags to their teen patients. Countless volunteers assist assembling and shipping every few months when we send 100-300 bags out.

How It Began

When Nikki was diagnosed with cancer at age 17, she realized that there was not age-specific support for teenagers as they fell between the younger pediatric groups and the adult patients. She felt strongly that a Teen Support Bag was needed that would contain age-appropriate support when battling cancer. The first bag was handed out by Nikki to a teenage boy in the hospital in June 2012. Since then, the program has grown quickly with 100 bags given out in 2012, 200 bags in 2013, 700 bags in 2014 and 1,200 bags given out in 2015. The bags are given to the hospitals who are treating these teenagers with cancer.



BiteMe Cancer volunteers assembling Teen Support Bags



Teen Support Bags contain a number of items for teenagers

"Thank you for all you do for our patients. The support bags really do brighten up their day when they receive them, especially after absorbing a ton of information about their treatment. You guys are making a difference, and your sacrifice will be rewarded." *Pennsylvania hospital*

"We love the bags – they are a tremendous hit with our teenagers!" *Florida hospital*

"We have been handing out the bags and teens have been extremely excited about them!" *Minnesota hospital*

"Thank you so much for the Bite Me Cancer Teen Support Bags! The bags themselves are great, and the contents thoughtful and appropriate for this population. We appreciate being the recipients of your generosity." *Michigan hospital*

"I am 18 years old. I had surgery yesterday. It was a five hour procedure, and the only support I found in the hospital was your bag; and it meant so much to me."



Board member Sharon Ferraro and a teenager with cancer

Events

Bite Me Cancer Signature Events

- 5th Annual Kick-Off Event
- 2nd Annual Cancerversary Dinner
- 1st Annual Investor Breakfast
- 2nd Annual “Bite Me Cancer For a Lifetime”

Team Bite Me Cancer Events

- Cherry Blossom 10 miler team fundraiser
- Kappa Phi Gamma (12 chapters across the U.S.) – C.A.R.E. Week fundraisers
- DiCesare family home fundraiser
- 2nd Annual Burger 21 fundraiser



Impact in 2015

2015 was a year of tremendous positive impact for Bite Me Cancer. Several firsts were achieved, and outreach to teen cancer patients increased.

Teen Support Bags

At the end of 2015, Bite Me Cancer experienced a 71 percent increase in the number of funded and assembled Teen Support Bags from 2014. By the end of 2015, 2,200 bags have been funded and assembled.

Teen Support Bag Partners

In 2015, Bite Me Cancer secured new hospitals to bring the total to 69 Teen Support Bag partners who helped distribute the bags.

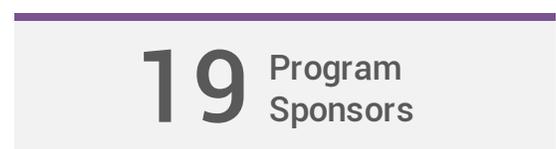
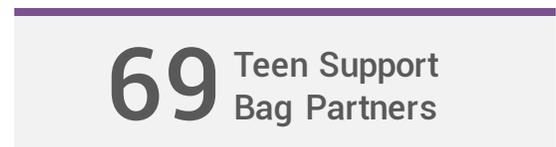
Thyroid Cancer Research Grants

Bite Me Cancer began distributing its second \$57,500 research grant which is being performed at Memorial Sloan Kettering Cancer Center. Bite Me Cancer also raised \$57,500 for its third grant.

Annual Program Sponsors

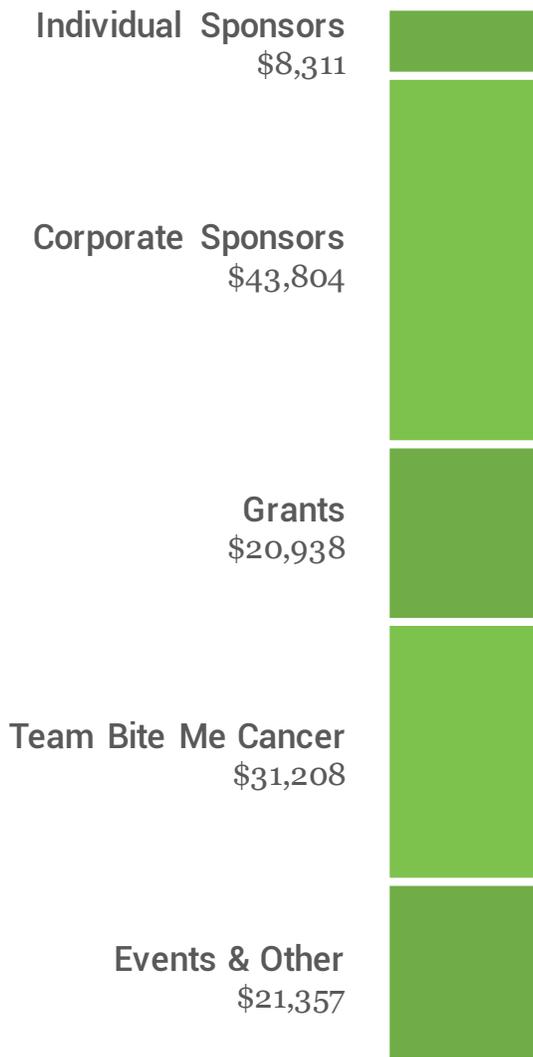
Bite Me Cancer had a strong showing of program sponsors in 2015, with nineteen by year-end.

Bite Me Cancer raised \$125,000 in 2015.



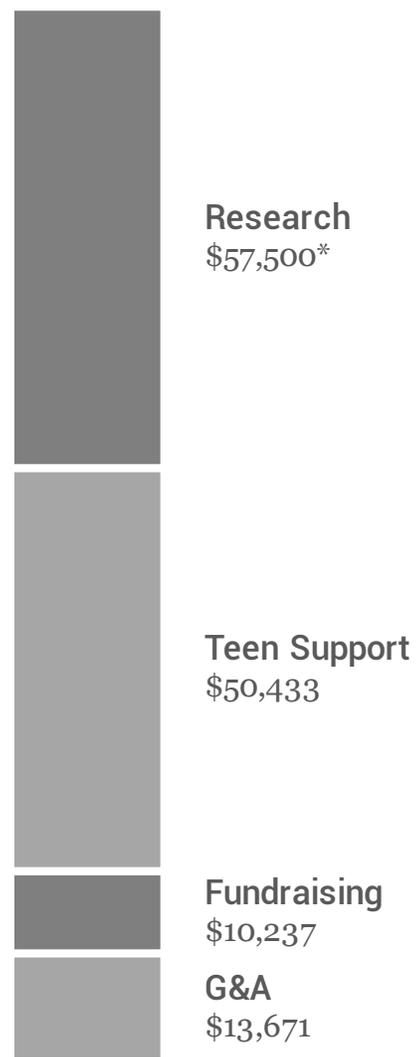
Financials

Revenue



Total Revenue:
\$125,618

Expenses



Total Expenses:
\$131,841

**Research payout amount was raised during 2013-14*

Annual Sponsors

2015 Received Sponsors

Platinum: \$10,000+

WiSC Enterprises

Diamond: \$5001-\$10,000

Brambleton Soave Real Estate

Gold \$2,501-\$5,000

Interra, Inc.

KT Enterprises

Leidos

Silver \$1,001-\$2,500

Backflow Technology

Integrity Applications Incorporated

NETE

Training Solutions Inc.

Urban, Ltd.

Ventera

Bronze \$500-\$1,000

American Systems

Baker Tilly

Cooley LLP

HCI

KBS

Rappaport Management

TM Associates

Tom Coughlin Jay Fund

Contact

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Online - www.BiteMeCancer.org

Facebook – facebook.com/BMCAttitude

Twitter - [@bitemecancerorg](https://twitter.com/bitemecancerorg)

Instagram - [@bitemecancer](https://www.instagram.com/bitemecancer)

YouTube - youtube.com/bitemecancerorg

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Donations are tax deductible to the fullest extent allowed by law.

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