

2016

**ANNUAL
REPORT**

BITE ME!
CANCER



At Bite Me Cancer

our mission is to

fight cancer

through **research,**

education and

inspiration.

Message from the Founder

2016 was a year of sustained performance for Bite Me Cancer.

As I look back at 2016, I have to thank all of our supporters, volunteers, donors and sponsors for helping us reach our goals and help so many.

In the second half of 2015 into early 2016, a hard working group of volunteers on our Communications Committee redesigned our logo and website which we proudly debuted in March 2016. We are confident in our new brand, and I hope you will visit our website often to keep abreast of all our news and happenings.

Bite Me Cancer continues to achieve our two main goals each year:

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

Our Teen Support Bag program continues to bring smiles to teenagers with cancer as they deal with treatment options, hospital stays and the frightening unknown. We now have 80 hospital partners as well as a few nonprofits that distribute our bags to the teenagers across the country – in 34 states and DC.

In 2016, we distributed 1,200 bags, bringing the total number to 3,400 Teen Support Bags

distributed since the program's inception in June 2012.

We reached our goal to fund our fourth thyroid cancer research grant before the end of the year and were then able to begin raising funds for our fifth research grant. I am able to talk directly with our researchers to receive updates about their progress.

I am very grateful to have an amazing life, full of good friends, a loving family, a wonderful job, awesome travel experiences, great medical care and more. I am so happy that I can help to inspire others dealing with cancer through Bite Me Cancer.

We are proud and grateful to present our 2016 annual report.



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 one week after her diagnosis. She named the team Bite Me Cancer and experienced great success with her team raising over \$20,000!

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 Bite Me Cancer.

From September 2010 until July 2015, Bite Me Cancer was run out of the Ferraro's home. 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 at a significant discount, and they offered the use of their two board rooms for meetings/events, their community lounge for bag assembly activities and their mailroom services and discounts for shipping out the bags and other items.

All Bite Me Cancer work is conducted by volunteers.



2015: volunteers at the Ferraro's home



2016: Volunteers at the new Bite Me Cancer office

Organization

2016 Board of Directors

Executive Committee

Nikki Ferraro, Founder

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

Meryl Bisaga, Vice Chairman, Brambleton Group

Chris Rieley, Treasurer, Access National Bank

Sharon Ferraro, Secretary, Training Solutions, Inc.

Board Members

Colin Callahan, Colin Callahan & Associates

Jenny Couch, Providge Consulting

Bill Craig, WiSC Enterprises

Leslie Ferry, Earth Networks

Ben Ingham, Northrop Grumman

Matt McQueen, Northrop Grumman

Marshall Rauner, Cardinal Bank

Mark Searle, HP

Committees

Teen Support

Thyroid Cancer Research

Development

Finance/Operations

Communications

Advisory Council

Sara Barokas, Ken Bartee, Vanessa Goncalvez Bonadie, Jeanine Callahan, Adam Castleman, Andrew Clements, Maureen Crain, Peter Crain, Joanne DiCesare, Rachel DiCesare, Stephanie Eberhart, April Goff, Bill Hoover, Michael Kaiser, Renee Bouchard Kaiser, JD Kathuria, Traci Kendall, Jay Liwanag, Chris Lorek, Jackie Matuza, Shannon McKernin, Gaby Melideo, Alison McKnight, Darren McKnight, Lisa Nicholls, Robert Paine Delegate

Ken Plum (36th District, Virginia General Assembly), Shannon Powers, Gina Raley, Rich Raley, Vanessa Runnells, Tom Rust, Holly Senn, Lesa Short, Kathy Smith (Sully District Board of Supervisors, Fairfax County), Colleen Gillis Snow, Jen Sterling, Lauri Swift, Tim Summers, Betsy Valentino, Debijo Wheatley, Jean White, Pat Wirth, Laura Youngs.

Research

Grants drive research to help understand 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 became an Alliance for Patient Education Member of the American Thyroid Association (ATA) and began a partnership 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 2016, Bite Me Cancer successfully raised the required funds (\$57,500) to fund our fourth thyroid cancer research grant. This grant will be awarded by June 2017. In the fourth quarter of 2016, after raising the funds for the fourth grant, we were able to begin raising funds for our fifth grant.

2016 Snapshot

Total grants in execution: **3**

Total grants secured: **4**

Grants underway for fundraising: **1**

Total raised: **\$230,000**

Institution *Weill Cornell Medical College*

Researcher *Dr. Irene Min, M.D.*

Investment *\$57,500*

Start date: 7/1/2016

Institution *Memorial Sloan Kettering Cancer Center*

Researcher *Dr. Laura Boucai, M.D.*

Investment *\$57,500*

Start date: 7/1/2015

Institution *MD Anderson Cancer Research Center*

Researcher *Dr. Ramona Dadu, M.D.*

Investment *\$57,500*

Start date: 7/1/2014. End date: 6/1/2016.

Education

The second Teen Cancer Awareness Week was held in January, 2016

Bite Me Cancer is proud to have initiated Teen Cancer Awareness Week in the Commonwealth of Virginia, which was first celebrated in 2015. For 2016, the awareness week happened January 17-23, 2016; and going forward it will happen every year during the 3rd week of January across Virginia.

Originally a product of Bite Me Cancer's collaboration with Delegate Tom and Delegate Ken Plum 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.

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



Teen Cancer Awareness Week – Supporting and honoring teenagers battling cancer across Virginia, every third week of January

Inspiration

Teen Support Program

Inspiration is an important aspect of Bite Me Cancer's work, which is largely implemented through the Teen Support Bag program, as well as other activities meant to help inspire and support teenagers with cancer.

In 2016, we distributed 1,200 bags to our hospital partner network of 80 hospitals in 34 states and DC. Countless volunteers assist in our assembling and shipping every few months.

Bite Me Cancer partners with a local nonprofit that offers camping experiences to children and teens with cancer. We provide meals at some of their weekend events and also to hand out our Teen Support Bags. In late 2016, we provided a dinner meal to the pediatric oncology unit at a major D.C. area hospital, and plan to do more in 2017.

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 containing age-appropriate items would make a difference for teens battling cancer. Nikki handed out the very first bag to a teenage boy in the hospital in June 2012 (below).

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 and again





"My daughter has been in the hospital for 2 months, and the first time she smiled was when she received your Teen Support Bag! Thank you so much!" **Mom of teen with cancer**

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

Pennsylvania 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."

Patient

"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



Team Bite Me Cancer

Team Bite Me Cancer events

Team Bite Me Cancer is the fundraising powerhouse behind the foundation. Members hold events throughout the year to raise money for research, teen support bags and for Bite Me Cancer overall.

Partner Events: Burger 21, Orange Theory, Scout & Molly, Kendra Scott, Young Professionals of Reston Chamber. With these events, a percentage of the sales from the restaurants and retail stores on designated times/days were given to Bite Me Cancer.

Individual Fundraisers: Nikki's First 5K, Rich Raley's Motorcycle Ride Across Alaska, Cherry Blossom 10 Miler, Traci's First 5K, Laurie's Haircut and more.

Anyone can set up their own fundraiser:

www.Crowdrise.com/bitemecancer

Once set up, you can email the link or share through social media and ask your followers/network to make donations to support you in your event. Donations on your page go directly to Bite Me Cancer.



Annual Cancerversary Dinner

A Night to Celebrate Survivors

Our signature event, the Cancerversary Dinner: Celebrating Survivors, has been held for the past three years. It continues to grow each year. Founder Nikki's own cancerversary is celebrated each April, and this year it was her 6th cancerversary celebration.

Bite Me Cancer also invited many other cancer survivors, as well as their families and friends, to join in a night of celebrating life. Sponsors even donated tickets back to the foundation so that other cancer survivors could attend for free. Each year, proceeds from this event are used to support Bite Me Cancer's programs.

This 3rd annual event was exceptional, with almost \$55,000 dollars raised from 150 attendees (a sellout) at the Tower Club in Tysons, VA. Funds were raised through individual tickets, half/full table sponsorships, individual sponsorships and a "live ask" for donations to support the Teen Support Bag program.

Thanks to our host committee and sponsors for making this event a big success!

Host Committee

Bobbie Kilberg

Bill Hoover, Chairman of the Board, American Systems

Ken Barteo, former CEO, McDonald Bradley, Inc.

Table Sponsors

Addx Corp.; American Systems; Ken/Sue Barteo; BDO USA LLP; Bluestone Capital Partners; Baker, Tilly, Virchow, Krause, LLP; Gov Place; Bobbie/Bill Kilberg; Merrill Lynch; Rauner Family; Squire Patten Boggs; Suntiva, LLC; Talent Sync LLC; Training Solutions, Inc.

Support Sponsors

Colin/Jeanine Callahan, Crain Family, Macy/Mark Day, Cynthia Hyland, Cathy Light, Donna Morea/Jeff Chandler, Prior Family Foundation, Jean/Kevin Stack



Impact

2016 was another gratifying year for Bite Me Cancer. Having a full year in our new office led to efficiencies that enhanced our programs and processes.

Teen Support Bags

At the end of 2016, 3,400 bags have been funded, assembled and distributed.

Teen Support Bag Partners

In 2016, Bite Me Cancer secured new hospitals to bring the total to 80 Teen Support Bag partners in 34 states and DC that helped distribute our bags.

Thyroid Cancer Research Grants

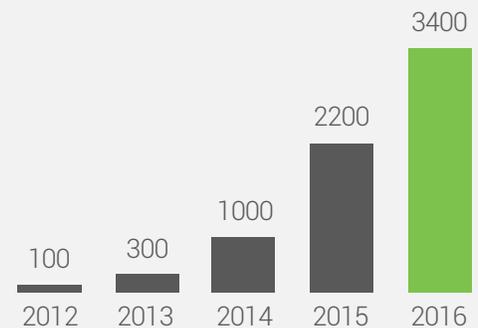
Bite Me Cancer began distributing its third \$57,500 research grant which is being performed at Weill Cornell Medicine. Bite Me Cancer also raised \$57,500 for its fourth grant and started on fundraising for its fifth grant.

Annual Program Sponsors

Bite Me Cancer had a strong showing of program sponsors in 2016, with 27 by year-end (both corporation and individual).

Bite Me Cancer raised **\$172,968** in 2016.

3.4K Teen Support Bags Made



80 Teen Support Bag Partners

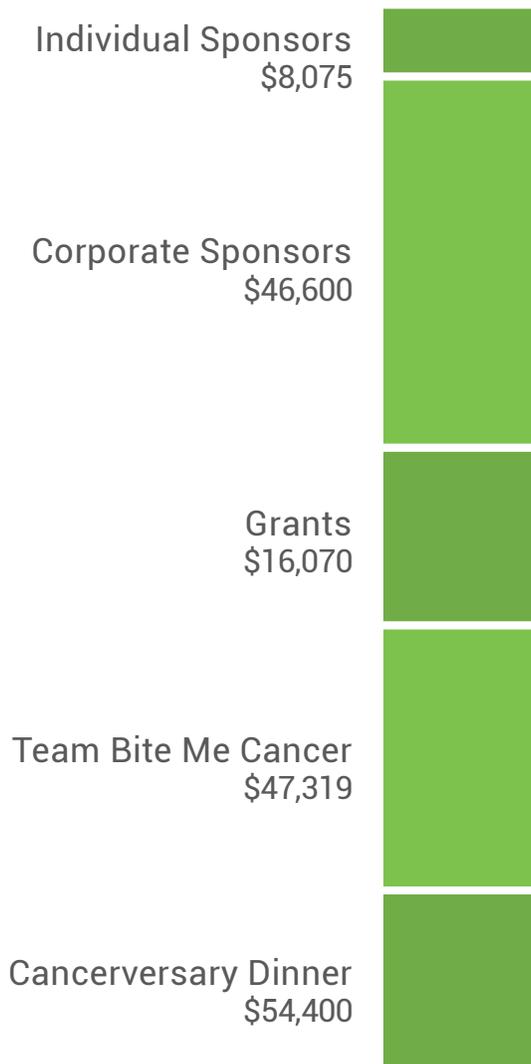
\$57.5K in Grants

27 Annual Sponsors

\$173K Raised in 2016

Financials

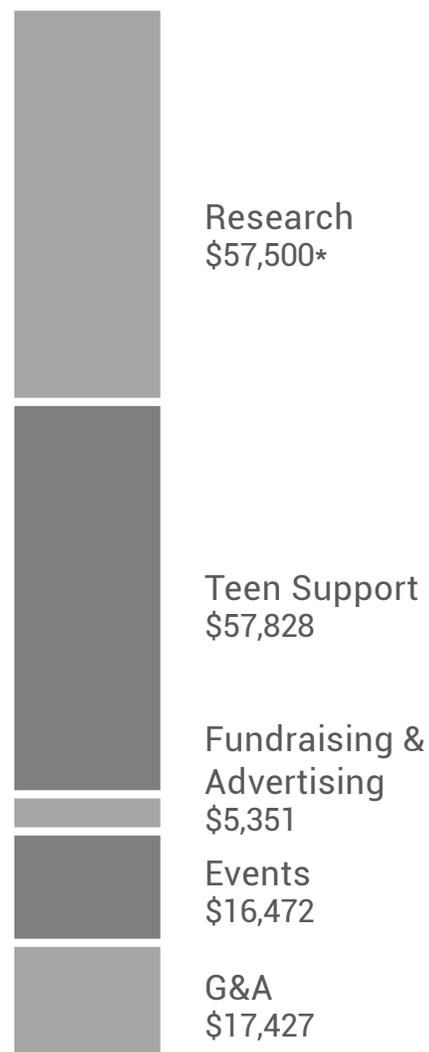
Revenue



Total Revenue:
\$172,968*

**\$504 is attributed to "Other Revenue"*

Expenses



Total Expenses:
\$154,578

**Research payout amount was raised during 2014-2015*

Annual Corporate Sponsors

2016 Received Sponsors

Platinum: \$10,000+

WiSC Enterprises

Diamond: \$5000-\$9,999

Brambleton Soave Real Estate

QTS Data Centers

Gold \$2,500-\$4,999

KT Enterprises

Leidos

Training Solutions, Inc.

Silver \$1,000-\$2,499

Backflow Technology

Integrity Foundation

Phoenix Steel

Rappaport Management

TM Associates

Tom Coughlin Jay Fund

Urban, Ltd.

Ventura

Wells Fargo

Bronze \$500-\$999

American Systems

Designs by Debijo

KBS

NETE

Testimonials:

"We are honored to sponsor Bite Me Cancer in order to help support teenagers battling all cancers and to identify the causes and successful treatments for thyroid cancer. As Bite Me Cancer says, "the only good cancer is no cancer."

"Anyone would be hard pressed to find someone who has not been impacted by cancer. When a business associate of mine was diagnosed with papillary thyroid cancer, I was surprised to learn that thyroid cancer was the fastest increasing cancer in both men and women!"



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Address – 4400 Fair Lakes Court, Suite 40, Fairfax, VA 22033

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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CANCER!