

2017 ANNUAL REPORT

BITE ME!
CANCER





At Bite Me Cancer

our mission is to

fight cancer

through **research,**

education and

inspiration.

Message from the Founder

2017 was a year of continued growth for Bite Me Cancer.

Thank you to our dedicated and hard-working volunteers who helped us meet or exceed our goals in 2017. Also, thank you to our donors who gave us the funds to help so many cancer fighters.

As you may know, Bite Me Cancer continues to focus on two main goals:

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

Our Teen Support Bag program expanded quite a bit in 2017! You will read more inside this report – we've increased our network of hospitals from 80 to 95 across the country in 39 states and DC.

We have now distributed 4,300 Teen Support Bags directly to teens battling cancer through our hospital partners. I am so proud that we have directly touched 4,300 teenagers, giving them support and inspiration.

We also reached our goal to fund our fifth thyroid cancer research grant before the end of the year and were then able to begin raising

funds for our sixth research grant. I am so grateful to have a direct partnership with our researchers to directly receive updates on their research.

Since the “bite me cancer” attitude is popular with many who are also not teenagers, I'm happy to know that we are making a positive difference for people of all ages. I'm thankful that my journey with cancer can help to inspire others, although I would rather not have cancer. I bet you understand!

I hope you enjoy reading about our 2017 progress and activities.



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 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, due to the expansion of the Teen Support Bag program, their home was not an effective solution anymore.

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.



Volunteers at the Bite Me Cancer location.

Organization

2017 Board of Directors

Executive Committee

Nikki Ferraro, Founder

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

Meryl Bisaga, Treasurer, Brambleton Group

Sharon Ferraro, Secretary, Training Solutions, Inc.

Committees

Teen Support

Thyroid Cancer Research

Development

Board Members

Colin Callahan, Colin Callahan & Associates

Donna Corley, Freddie Mac

Jenny Couch, Providge Consulting

Peter Crain, Cooley LLP

Ben Ingham, Northrop Grumman

Dean Klein, Fairfax County Government

Chris Lorek, SS&C Primatics

Marshall Rauner, Cardinal Bank

Finance/Operations

Communications

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 chooses a grant each year and is proud to be part of this important program that funds new and innovative research.

In 2017, Bite Me Cancer adjusted the funding for a grant by choosing to partner with ThyCa (Thyroid Cancer Survivors Association). This year, Bite Me Cancer raised the required \$28,750 to fund our 50% share of our fifth thyroid cancer research grant. This grant is still managed by ATA. This grant will be awarded by June 2018. In the fourth quarter of 2017, after raising the funds for the fifth grant, we were able to begin raising funds for our sixth grant.

Institution *MD Anderson Cancer Center*

Researcher *Dr. Brian Danysh*

Investment *\$57,500*

Start date: 7/1/2017

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. End date 6/1/2017.

Institution *MD Anderson Cancer Center*

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

Investment *\$57,500*

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

Education

The third Teen Cancer Awareness Week was held in January, 2017

Bite Me Cancer is proud to have initiated Teen Cancer Awareness Week in the Commonwealth of Virginia, which was first celebrated in January, 2015. This awareness week happens every year during the 3rd week of January across Virginia.

Originally a product of Bite Me Cancer's collaboration with Delegate Tom Rust 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 helps 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

The main focus of our support for teenagers with cancer is our popular Teen Support Bag program. Its success can be shown in the continued growth and inspiration messages sent to us by the teenagers with cancer, their parents and the hospital staffs.

In 2017, our hospital partner list grew from 80 to 95 organizations in 39 states plus DC. 900 more Teen Support Bags were shipped out in 2017, bringing our total to 4,300 as of December 31, 2017.

This program is fully funded by our generous donors. Each bag costs \$65 to assemble and ship. We only buy the bag items when we have the funds available. All items are chosen specifically for teenagers. With our volunteers assistance, all the bags are assembled and shipped every few months.

Bite Me Cancer partners with a local nonprofit that offers camping experiences to children and teens with cancer. Bite Me Cancer hands out our Teen Support Bags at some of their events. During 2017, Bite Me Cancer also provided dinners to the pediatric oncology unit at a major D.C. area hospital, and plan to do more in 2018. The dinners relieve some stress and bring some support to the families while they enjoy some nonhospital food and talk with the Bite Me Cancer volunteers.

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.

Below are photos from Teen Support Bag assembly activities with some of our volunteers





"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**

"The Teen Support Bags have been greatly appreciated by those receiving them! Thanks again for all your efforts in supporting teens fighting cancer across America!"

Louisiana hospital

"I'm 17 years and dealing with cancer and chemo treatments. I love my Teen Support Bag and all the items inside! I love the hat and will definitely wear it, and I will also wear the wristbands! Can I have more for my family?" **Teen 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 Bite Me Cancer's goals.

2017 Partner Events included: Burger 21, Zengo Cycle, Blackfinn and The Zone. With these events, ticket sales or a percentage of the sales from the venues on designated times/days were given to Bite Me Cancer. Also, the National Association of Broadcasters offered their Washington Nationals suite for a game!

Individual Fundraisers: a team running in the Cherry Blossom 10 Miler, a home fundraiser by the DiCesare family, and more.

Anyone can set up their own fundraiser!

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 Cancersiversary Dinner

A Night to Celebrate Survivors and Share Support

Our signature event, the Cancersiversary Dinner: Celebrating Survivors, has been held for the past four years. Founder Nikki's own cancersiversary is celebrated each April; and in April 2017, it was her 7th cancersiversary celebration.

The dinner has continued to grow each year, and so a new venue was needed for 2017. The dinner was held at the Chantilly National Golf and Country Club, Centreville, VA. As in previous years, some sponsors and other individuals 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 4th annual event was exceptional, with about \$51,000 dollars raised from 155 attendees. 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

Matt McQueen, Director of Communications, Northrop Grumman

Table Sponsors

Backflow Technology, BDO USA, LLP; Cooley LLP; Bobbie Kilberg; MG Raley; Peterson Companies; Rauner Family; Squire Patton Boggs; Training Solutions, Inc.; United Way; Zigo Family.

Support Sponsors

Robert Acosta; Colin/Jeanine Callahan; Steve Cooker; Peter Crain; Bill Fox; Mike King; Dean Klein; Jim LeBlanc; Chris Long; Lisa Martin; Matt McQueen; Phoenix Steel; Greg Van Beuren; Jean/Tim White.



Impact

2017 was a productive year for Bite Me Cancer. The foundation was able to maintain its programs while still having an all volunteer organization.

Teen Support Bags

At the end of 2017, 4,300 bags have been funded, assembled and distributed.

Teen Support Bag Partners

In 2017, Bite Me Cancer secured new hospitals to bring the total to 95 Teen Support Bag partners in 39 states and DC that helped to distribute our bags.

Thyroid Cancer Research Grants

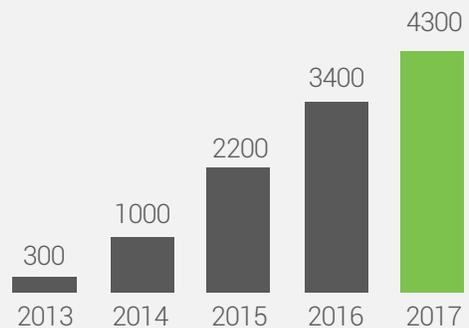
Bite Me Cancer began distributing its fourth \$57,500 research grant which is being performed at MD Anderson Cancer Center. Bite Me Cancer also raised \$28,750 for its fifth grant that will be a new 50-50 partnership with ThyCa (Thyroid Cancer Survivors Association) still under the oversight of the American Thyroid Association.

Annual Program Sponsors

Bite Me Cancer had a strong showing of program sponsors in 2017, with 35 by year-end (both corporation and individual).

Bite Me Cancer raised **\$137,372** in 2017.

4300 Teen Support Bags Made



95 Teen Support Bag Partners

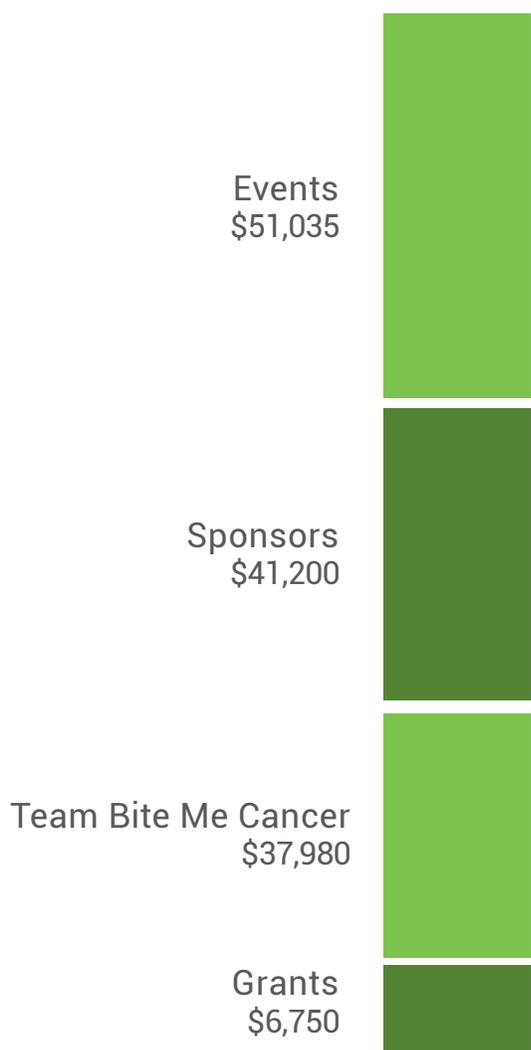
\$28,750 For 5th Grant

25 Corporate Sponsors
And 10 Individual Sponsors

\$137K Raised in 2017

Financials

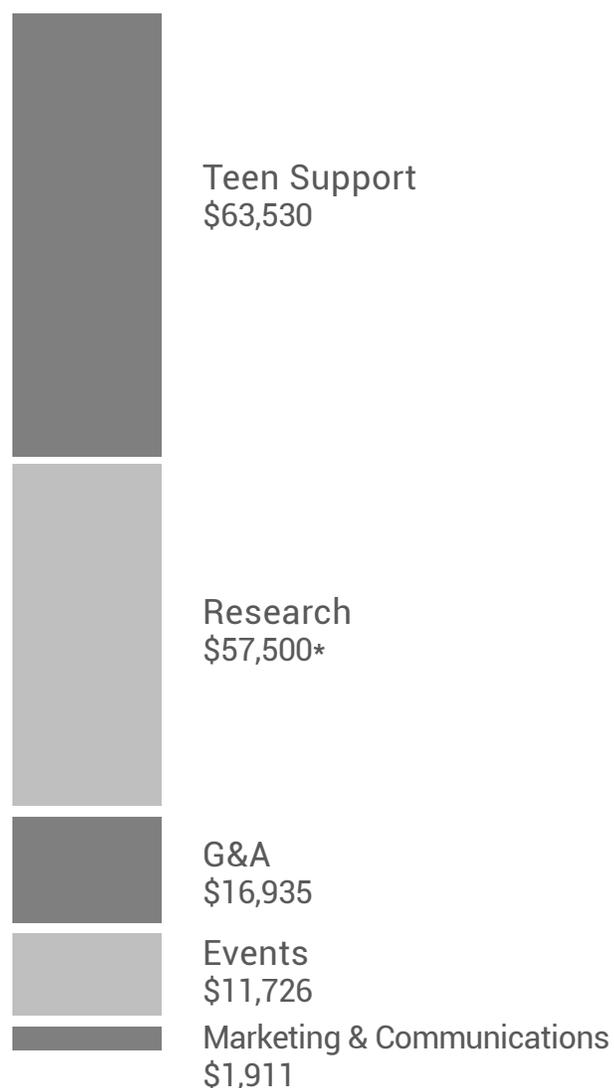
Revenue



Total Revenue:
\$137,372*

**\$407 is attributed to "Other Revenue"*

Expenses



Total Expenses:
\$152,397

**Research payout amount was raised during 2016*

Annual Corporate Sponsors

2017 Sponsors

Diamond: \$5000-\$9,999

Brambleton Soave Real Estate

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

Allegiance Group

Jenssen Supply

KT Enterprises

Leidos

Training Solutions, Inc.

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

Backflow Technology

Integrity Foundation

Phoenix Steel

Potomac Financial

Rappaport Management

Shephard Exposition

TM Associates

Tom Coughlin Jay Fund

Urban, Ltd.

Ventera

Wells Fargo

Bronze \$500-\$999

American Systems

Designs by Debijo

Future Media Concepts

The Freeman Company

KBS

Maximus

Metro Group Maritime

NETE

Testimonials:

"We feel honored to help Bite Me Cancer and Nikki in their goal to support and inspire teenagers battling cancer. It's amazing how Nikki came up with the desire to have a foundation and the idea to have a Teen Support Bag after her own diagnosis and early treatment at the age of 17."

"Almost everyone has been touched by cancer in some way. The "Bite Me Cancer" attitude certainly resonates with many cancer fighters. We are proud to help Bite Me Cancer in their goals. They have impressed us by being an all volunteer organization while doing so much to help others since 2010."

Phone - (703) 709-2539

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

© 2018 Bite Me Cancer Foundation

Bite Me Cancer Foundation is a 501(c)3 - Federal ID 27-3554181

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

BITE ME
CANCER!