# INNOVATION

# 2009 ANNUAL REPORT





CURE LEUKEMIA, LYMPHOMA, HODGKIN'S DISEASE AND MYELOMA, AND IMPROVE THE QUALITY OF LIFE OF PATIENTS AND THEIR FAMILIES.

MISSION

# PRESIDENT & CHAIRMAN'S MESSAGE

n looking back on The Leukemia & Lymphoma Society's (LLS) 60 years, there is one defining characteristic that shows up in everything we do: Innovation. It is evident in every area of our mission, from our research track record, through innovative patient services programs and in new legislative victories that address the needs of the blood cancer population. This year's report will highlight some of the innovations that have helped patients with blood cancers live better, longer lives and show some of the survivors who have benefited from LLS innovations.

More than anything else, this 60th anniversary is a time when we are looking forward. The landscape in which we live and work is going through powerful changes and we grasp the need to adapt quickly, moving toward a culture that supports and nurtures fresh perspectives and solutions at every level of our organization, from the local chapter to the national board room.

We have created a legacy of innovation. Now, it's time to re-commit, with new vigor and resolve, as we remember the words of the German poet and intellectual, Goethe: "Whatever you can do or dream you can, begin it. Boldness has a genius, power and magic in it."

8 SWalt

John E.Walter • President and CEO

Steven L. Hooker - Chair





# 60 XEARS OF

LLS is the world's largest voluntary health organization dedicated to funding blood cancer research and providing education and patient services. Over our 60 years of existence, we have thrived on a spirit of innovation in all aspects of our mission. Our continuous support for the best research, wherever in the world it is being done, is a testament to innovation.



# <sup>60</sup> XEARS OF VATION

# INNOVATIONS IN RESEARCH

When LLS was founded in 1949, a diagnosis of leukemia, lymphoma or myeloma was almost always fatal. Today, thanks to innovative research funded in part by LLS, survival rates for some blood cancers have doubled, or even tripled. In fact, some blood cancer survival rates rose as much as four-fold from 1960 to 2005.

LLS-funded research programs include traditional grants to individual researchers and research teams as well as the more recent model of funding projects at companies and health organizations that will accelerate the advancement of our mission. These programs support discoveries that have led or contributed to new treatments and that have saved the lives of patients battling many types of cancer. Read about two such innovations below.

### 

Ten years ago, the five-year survival rate for patients with chronic myelogenous leukemia (CML) was less than 50 percent. Then, an LLS-funded researcher, Brian Druker, MD, developed the targeted drug Gleevec<sup>®</sup> (approved 2001). Now, the survival rate for patients with newly diagnosed, chronic phase CML has nearly doubled, to 95 percent, and they enjoy a high quality of life. Gleevec is also FDA-approved for patients with a rare form of stomach cancer called GIST, and the drug is being tested for patients with many other kinds of malignancies.

### **\* THERAPY ACCELERATION PROGRAM**

Innovations in research have helped us become the third-largest generator of private support among all U.S. voluntary health organizations – behind only The American Cancer Society and The American Heart Association. This is truly phenomenal when you consider the "orphan status" of our diseases.

One such innovation that makes the future look even brighter for patients with blood cancers is a new program that will bring more treatments to more patients faster. Through our *Therapy Acceleration Program*, we are partnering with biotechnology companies to facilitate the rapid development of promising new therapies that might otherwise go undeveloped. The program is also helping to overcome a key barrier in getting patients into clinical trials by developing novel models that will bring those trials into communities where patients live. And the *Therapy Acceleration Program* is accelerating the development of new discoveries in its pipeline by funding applied research, paving the way for FDA approval.

66 Our LLS chapter has been there for us, with support and information that has helped immensely. We've formed a Friends and Family Team for Light The Night Walk and it feels so rewarding to raise funds to help others who, like Layla, are bravely battling blood cancers."

> ALECIA HEFTER LAYLA'S MOM

# INNOVATIONS IN PATIENT SERVICES

Nearly 913,000 people across the United States currently battle leukemia, lymphoma and myeloma. LLS offers a comprehensive array of services to guide blood cancer patients and their caregivers to make informed decisions, access the most current treatment and clinical trial options and provide support services so each patient may have the best possible outcome and quality of life. Last year alone, LLS made 4.9 million contacts with patients, caregivers and healthcare professionals.

### **\* INFORMATION RESOURCE CENTER**

Only LLS provides individualized information to patients and their caregivers about blood cancers, resources, treatments and other critical issues through our Information Resource Center.

### \* PEDIATRIC CANCERS

We have created and implemented an innovative program, *The Trish Greene Back to School Program for Children with Cancer*, to help smooth the way for children returning to school after cancer treatment, with education and tools for teachers and school personnel.

### **\* FIRST CONNECTION**

This novel peer-to-peer program, started in 1995, matches newly diagnosed patients and family members with trained volunteers who have been through similar cancer journeys, and arranges contact. The program is provided through LLS chapters in communities throughout the U.S. and Canada.

### LAYLA HEFTER

IN THIS PHOTO, LAYLA WAS THREE AND HAD SUCCESSFULLY COMPLETED HER FIRSTYEAR OF CHEMOTOTREAT ACUTE LYMPHOCYTIC LEUKEMIA (ALL). IN SPITE OF ALL SHE'S GONE THROUGH, SHE'S STILL SMILING! SHE ENJOYS READING BOOKS WITH HER MOM, PLAYING WITH HER PRINCESS DOLLS AND ESPECIALLY, VISITING THE ANIMALS AT THE ZOO. THESE DAYS, LAYLA IS LOOKING FORWARD TO HER 2½ YEARS OF TREATMENT TO BE OVER AND, THANKSTO RESEARCH, SHE SHOULD HAVE A FUTURE WITH PLENTY OF TIME FOR SMILES.



66 Since being diagnosed with myeloma, I've been glad to have the assistance of LLS. For one thing, research they helped fund resulted in Velcade<sup>®</sup>, one of the drugs I'm being treated with. For another, their financial assistance program has come in very handy during my illness. Thank goodness for LLS."

\* MANUEL TAPIA

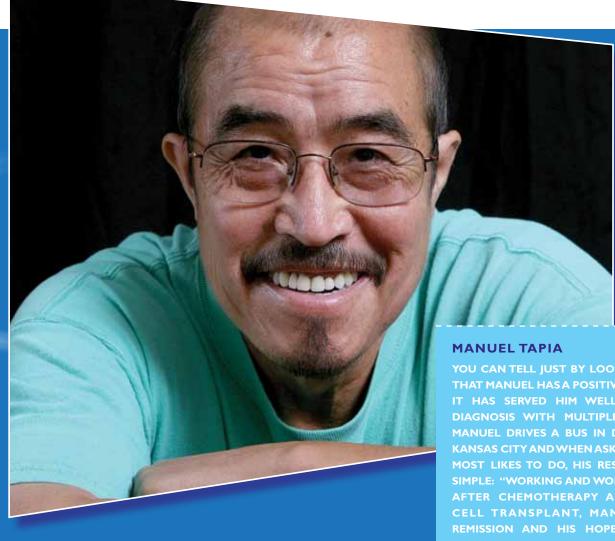
# **INNOVATIONS IN ADVOCACY**

LLS has made vital contributions that advance our mission through advocacy at both state and national government levels. In past years, for example, we helped initiate the first blood cancer lobby day in Washington, D.C.; we have advocated for legislation to continue insurance coverage for standard-care costs when patients participate in clinical trials, with coverage now expanded to 28 states; championed the first legislation in the country to provide neuro-psychological testing for pediatric cancer survivors; helped establish the first blood cancer research program at the Department of Defense; and initiated a blood cancer patient education program funded through the Centers for Disease Control and Prevention.

# INNOVATIONS IN FUNDRAISING

Our signature fundraising program, Team In Training<sup>®</sup> (TNT), is the world's first and largest charity sports training program, raising nearly \$1 billion for blood cancer research and patient support since its inception 21 years ago! Often imitated, but never equaled, TNT makes a major impact on the lives of people battling blood cancers.

LLS entered online search and fundraising early. These efforts have not only proven to be successful, but also have caught the attention of Google, which has been generous with its support and is currently writing a case history based on our experience.



YOU CAN TELL JUST BY LOOKING AT HIM THAT MANUEL HAS A POSITIVE OUTLOOK. IT HAS SERVED HIM WELL SINCE HIS DIAGNOSIS WITH MULTIPLE MYELOMA. MANUEL DRIVES A BUS IN DOWNTOWN KANSAS CITY AND WHEN ASKED WHAT HE MOST LIKES TO DO, HIS RESPONSE WAS SIMPLE: "WORKING AND WORKING OUT." REMISSION AND HIS HOPES FOR THE FUTURE ARE EQUALLY SIMPLE. HE WANTS TO "STAY WELL." AND THAT'S EXACTLY WHAT WE WISH FOR HIM.

LLS also has a virtual, remote, in-house center for telemarketing and customer support, improving customer service and creating cost savings.

LLS also found that strategic partnerships can have a meaningful impact on our revenue goals. Thanks to Scott Key, Team In Training Alumni and Senior Vice President of Marketing at Gap, Inc., LLS was included in Gap's Give & Get program for the first time in the spring of 2009. The discount coupon promotion helped raise \$600,000 for LLS due in large part to heavy viral promotion conducted online.

# LOOKING AHEAD

Our goal is a future in which LLS has transformed the lives of people with blood cancer and the healthcare landscape that patients, families and caregivers navigate. LLS will continue to lead with innovation, embracing change to keep ahead of a world that's changing fast.

As a cancer survivor recently acknowledged, "LLS was like finding a window to hope and knowledge." This is a window that we promise will never be closed.

# 2009 HIGHLIGHTS

In 2009, LLS continued to make progress toward cures. The following pages provide updates on our mission areas and on the many programs that support them.

# **RESEARCH HIGHLIGHTS**

LLS developed and utilizes an innovative system to support new therapies from discovery through testing and into clinical use to help blood cancer patients. Our research grant programs facilitate basic, translational and multi-disciplinary research; our *Therapy Acceleration Program* focuses on parts of the therapy development pipeline in which bottlenecks too often occur. We recently saw a wonderful example of the full strategy at work in the case of a new drug with great promise for the treatment of some patients with leukemia, lymphoma and even solid tumors.

In 2004, an LLS grant funded studies of Aaron Schimmer, MD, PhD, FRCPC, at the Ontario Cancer Institute. Dr. Schimmer's investigation focused on a protein called XIAP that had been associated with resistance to chemotherapy among patients with acute myeloid leukemia (AML). He identified chemicals that inhibit this protein and confirmed that these targeted drugs could help kill AML cells.

In 2007, Dr. Schimmer used additional LLS funding to extend his earlier work into clinical studies of a particularly promising anti-XIAP drug (AEG35156). It was used in combination with chemotherapy in 51 AML patients and found safe and effective, producing remissions in nearly half of the patients for whom other therapies had failed.

LLS continues to help advance this promising new therapy through its *Therapy* Acceleration Program, supporting new trials of AEG35156. This time, patients with relapsed or refractory chronic lymphocytic leukemia (CLL) and two types of lymphomas are being enrolled in a Phase I study to determine the safety and optimal dose of this drug. A Phase II study will follow to measure the drug's effectiveness at the highest safe dose.

The Therapy Acceleration Program also takes clinical trials to patients where they live. CLL and lymphoma patients now have access to AEG35156 trials at three community treatment centers, made possible by LLS's groundbreaking partnership with the Cleveland Clinic Taussig Cancer Institute.

This story, which follows the development of a drug from basic to translational research and into clinical trials, past several points where its development might have stalled, demonstrates the importance of LLS's continuum of support, and is an LLS innovation success story.





# PATIENT SERVICES

- LLS's Information Resource Center (IRC), staffed by masters-level professionals responded to nearly 80,000 inquires this year helping patients navigate treatment, clinical trial options and support services.
- Over 3,200 clinical trial searches were conducted using the new IRC clinical trial search tool, Trial Check, created in partnership with the Coalition of Cancer Cooperative Groups.
- The LLS co-pay assistance program awarded over \$19.2 million in support to patients to assist them with prescription drug co-pay and insurance premium obligations.
- Over 407,000 patients, caregivers and healthcare professionals attended national LLS Web cast and teleconference blood cancer education programs and over 56,000 attended community-based LLS chapter education programs.
- LLS chapters offered 516 family support groups across the U.S. and Canada, 7,000 First Connection
  matches occurred matching newly diagnosed patients with trained volunteers, and nearly 3,000
  school personnel, healthcare professionals and parents attended the LLS education program
  "Welcome Back: Facilitating the School Experience for Childhood Cancer Survivors."

### LAURA WHITAKER

LAURA WAS DIAGNOSED WITH CLL IN 2000, AND SAYS SHE WAS, "A LITTLE LOST" UNTIL AN LLS PATIENT SERVICES MANAGER GAVE HER INFORMATION ON HER DISEASE AND TREATMENT OPTIONS, AND TOLD HER ABOUT CLINICAL TRIALS THAT HELPED GET HER CANCER INTO REMISSION. A SCHOOL LIBRARIAN, SHE ALSO GIVES BACK AS A VERY ACTIVE VOLUNTEER, PARTICIPANT AND FUNDRAISER FOR LLS. LAURA SAYS SHE LIVES WITH "ZEST AND GUSTO," AND SURROUNDS HERSELF WITH POSITIVE PEOPLE.

### **CONNOR OHLSON**

CONNOR IS UNUSUALLY PHOTOGENIC. IT'S ALSO UNUSUAL, AND UNFORTUNATE, THAT HE WAS DIAGNOSED WITH CHRONIC MYELOGENOUS LEUKEMIA (CML) AT AGE FOUR. CONNOR'S IN HEMATOLOGICAL REMISSION NOW AND TAKES GLEEVEC<sup>®</sup>, AN ORAL TREATMENT DEVELOPED WITH SUPPORT FROM LLS. THIS DRUG HELPS GIVE HIM A HIGH QUALITY OF LIFE SO HE CAN PLAY WITH HIS FRIENDS LIKE ANY OTHER LITTLE BOY. LAST YEAR, HIS FAMILY FORMED "TEAM CONNOR" AND RAISED MONEY THROUGH LIGHT THE NIGHT WALK – TO HELP LLS FIND BETTER TREATMENTS, AND EVENTUALLY, CURES FOR KIDS LIKE CONNOR.

# ADVOCACY

- LLS volunteer advocates led coalition efforts that garnered passage of legislation in Colorado, Indiana, Oregon and Texas that ensures access and insurance coverage for patients in potentially life-saving clinical trials. This coverage is now required by 28 states and the District of Columbia.
- LLS spearheaded a patient coalition that resulted in enhanced blood cancer research at the Department of Defense in a newly focused \$20 million peer-reviewed cancer program and a new bone marrow failure disease program.
- Teamed with other pediatric cancer groups, LLS secured passage of the Carolyn Pryce Walker Conquer Childhood Cancer Act (H.R. 1553), ensuring the expansion of pediatric cancer research, increased public awareness of treatments and the creation of a national childhood cancer registry.
- LLS launched a new and improved LLS Advocates Network communication and mobilization system which provided 45,000 blood cancer advocates with fresher, more timely and targeted information, and more opportunities to get involved and make their voices heard.





# FUNDRAISING

### **TEAM IN TRAINING**

Last year, LLS launched its second, co-branded Team In Training event, the Nation's Triathlon To Benefit The Leukemia & Lymphoma Society. In its inaugural season, TNT brought 700 participants to this sold-out event, raising \$3 million to help find cures for blood cancers. In 2009, a third co-branded event, the *Womens' Running Magazine* Women's Half Marathon To Benefit The Leukemia & Lymphoma Society was created, adding to LLS's fast-growing co-branded events arena. This new half marathon will take place in November 2009, in scenic St. Petersburg, FL.

### LIGHT THE NIGHT WALK

This year, new emphasis was placed on developing strategies to recruit more businesses to form teams and provide sponsorship. These include identifying, recruiting and engaging volunteers who are active in their community and well connected to serve as the Corporate Walk Chair or on Executive Committees. These volunteers will bring their contacts to Corporate Recruitment Events, helping secure new corporate teams and sponsorship. Light The Night will also continually replenish volunteers by having existing leaders replace themselves when their term is up.

### SCHOOL & YOUTH PROGRAMS

These innovative programs continue to engage students in communities across the country, resulting in participation in nearly a quarter of the nation's schools. A new tactic this year, acknowledging individual classrooms with pennants to recognize their fundraising success, encouraged students to keep on fundraising. The coveted pennants – bronze, silver and gold – were awarded to classrooms who met different fundraising milestones.

### MAN & WOMAN OF THE YEAR

This successful fundraising program continues its expansion into new geographies, attracting dynamic community leaders who commit themselves to raise funds to support lifesaving cancer research. The local Man & Woman of the Year titles are announced at festive gala celebrations and the top fundraisers nationwide earn the national titles. Local and national winners are congratulated in a full-page ad in USA Today.

## DONOR DEVELOPMENT

Thanks to commitments from generous individuals, foundations, and organizations who recognize the importance of affirming the LLS mission, \$23.4 million was contributed in FY 2009 for specific initiatives. Significant income from magnanimous individuals who remembered LLS in their estate plans was also realized during this period. These deferred gifts are increasingly important as LLS seeks to heighten its impact on blood cancer research and therapy acceleration.

Funds are supporting basic and translational studies, encouraging greater access to clinical trials, and fostering partnerships among academic institutions, medical centers, and companies to accelerate new therapies to market. Outreach to patients and their families has also been enhanced, enabling LLS to provide supportive and educational resources from the earliest days of diagnosis through their journey.

Recognizing the importance of keeping generous benefactors informed, the *Giving Circle*, new this year, provides special access to experts in blood cancer research and treatment.

2009 NATIONAL MAN OF THE YEAR

DAWSON GRIMSLEY PRESIDENT & OWNER DAVIS-MOORE AUTO GROUP WICHITA, KS REESE NAYLOR GIRL OF THE YEAR

> 2009 NATIONAL WOMAN OF THE YEAR

ARI JONES MOMS FOR A CURE FAIRFAX, VA ALESSANDRO VALERI BOY OF THE YEAR

# **RESEARCH GRANTS**

SPECIALIZED CENTER OF RESEARCH

THE SPECIALIZED CENTER OF RESEARCH PROGRAM FUNDS MULTIDISCIPLINARY RESEARCH BY TEAMS OF LEADING-EDGE ACADEMIC INVESTIGATORS THAT HASTENS THE DISCOVERY AND DEVELOPMENT OF BETTER TREATMENTS FOR LEUKEMIA, LYMPHOMA AND MYELOMA PATIENTS. A CENTER IS COMPOSED OF AT LEAST THREE INDEPENDENT RESEARCH PROGRAMS THAT ARE INTEGRATED AND SUPPORTED BY SCIENTIFIC CORE LABORATORIES.

Jerry Adams, PhD\* Walter & Eliza Hall Institute of Medical Research

Frederick Alt, PhD Immune Disease Institute

Jon Aster, MD, PhD Brigham & Women's Hospital

Irwin Bernstein, MD\* Fred Hutchinson Cancer Research Center

John H. Bushweller, PhD<sup>7</sup> The Rector and Visitors of the University of Virginia

John Byrd, MD<sup>2</sup> Ohio State University

**Riccardo Dalla-Favera, MD**\*<sup>3</sup> Columbia University

**Brian Druker, MD**\*<sup>4</sup> Howard Hughes Medical Institute, Oregon Health & Science University Cancer Institute

Carolyn Felix, MD Children's Hospital of Philadelphia

Anthony Green, MD, PhD University of Cambridge

James Griffin, MD\*<sup>5</sup> Dana-Farber Cancer Institute

Helen Heslop, MD\* Baylor College of Medicine

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Jonathan Licht, MD Northwestern University School of Medicine

Scott Lowe, PhD\*7 Cold Spring Harbor Laboratory

Tak Mak, PhD, DSC University Health Network

**Beverly Mitchell, MD**<sup>8</sup> Stanford University

Stephen Nimer, MD\* Memorial Sloan-Kettering Cancer Center

Michael Thirman, MD<sup>9</sup> The University of Chicago

Cheryl Willman, MD University of New Mexico

CAREER DEVELOPMENT PROGRAM

THE CAREER DEVELOPMENT PROGRAM PROVIDES STIPENDS TO INVESTIGATORS OF EXCEPTIONAL PROMISE IN THE EARLY STAGES OF THEIR CAREERS, HELPING THEM DEVOTE THEIR CAREERS TO LEUKEMIA, LYMPHOMA AND/OR MYELOMA RESEARCH.

Ioannis Aifantis, PhD New York University School of Medicine

David Allman, PhD University of Pennsylvania

Shannon Anderson, PhD University of California, San Francisco

Philippe Armand, MD, PhD Dana-Farber Cancer Institute

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Laura Attardi, PhD Stanford University

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# RESEARCH GRANTS CONTINUED

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Acute Lymphocytic Leukemia Research Portfolio<sup>1</sup>

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Chronic Lymphocytic Leukemia Research Portfolio<sup>3</sup>

Chronic Myelogenous Leukemia Research Portfolio<sup>4</sup>

Hodgkin Lymphoma Research Portfolio<sup>5</sup>

Myeloma and Waldenstrom Macroglubulinemia Research Portfolio<sup>6</sup>

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Indolent Non-Hodgkin Lymphoma Research Portfolio<sup>8</sup>

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- <sup>10</sup> Therapy Acceleration Program is funded in part by the John and Michael Neal Foundation for Cancer Research.
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Anonymous (15)

# DONORS CONTINUED

# THE LEGACY CIRCLE

### TOP CAMPAIGN FUNDRAISERS

INDIVIDUALS WHO HAVE RAISED MORE THAN \$50,000 OR COMPANY TEAMS THAT HAVE RAISED MORE THAN \$100,000 TO SUPPORT LLS'S MISSION.

LEGACY CIRCLE HONORS THOSE WHO NAME LLS IN THEIR WILLS, OR AS BENEFICIARIES OF A TRUST, RETIREMENT ACCOUNT OR INSURANCE POLICY OR ENTER INTO A CHARITABLE GIFT ANNUITY. WE LIST OUR NEWEST MEMBERS BELOW ALONG WITH THOSE WHOSE BEQUESTS OF \$10,000 OR MORE WERE RECEIVED THISYEAR.

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\* National Man & Woman of the Year

\* Deceased

# INDEPENDENT AUDITORS' REPORT

The Board of Directors The Leukemia & Lymphoma Society, Inc.:

We have audited the accompanying consolidated statement of financial position of The Leukemia & Lymphoma Society, Inc. (the Society) as of June 30, 2009, and the related consolidated statements of activities, functional expenses, and cash flows for the year then ended. These consolidated financial statements are the responsibility of the Society's management. Our responsibility is to express an opinion on these consolidated financial statements based on our audit. The prior year summarized comparative information has been derived from the Society's 2008 consolidated financial statements and, in our report dated October 20, 2008, we expressed an unqualified opinion on those statements.

We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes consideration of internal control over financial reporting as a basis for designing audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Society's internal control over financial reporting. Accordingly, we express no such opinion. An audit also includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements, assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of The Leukemia & Lymphoma Society, Inc. as of June 30, 2009, and the changes in its net assets and its cash flows for the year then ended in conformity with U.S. generally accepted accounting principles.

PMG LLP

September 15, 2009

# CONSOLIDATED STATEMENT OF FINANCIAL POSITION

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THE LEUKEMIA & LYMPHOMA SOCIETY, INC. = JUNE 30, 2009

(WITH COMPARATIVE AMOUNTS AT JUNE 30, 2008) (IN THOUSANDS)

	2009			2008		
Assets						
Cash and cash equivalents	\$	28,196	\$	36,180		
Prepaid expenses and other assets		4,314		4,807		
Accounts receivable		75		1,360		
Legacies and contributions receivable (note 2)		22,752		7,167		
Investments (note 3)		161,623		162,978		
Fixed assets, less accumulated depreciation						
and amortization of \$12,544 and \$12,069		4,616		5,148		
Total assets	\$	221,576	\$	217,640		
Liabilities and Net Assets						
Liabilities:						
Accounts payable and accrued expenses	\$	14,682	\$	20,700		
Deferred revenue		15,479		17,174		
Grants payable (notes 4 and 5)		85,768		81,670		
Total liabilities		115,929		119,544		
Net assets (note 9):						
Unrestricted		78,551		83,085		
Temporarily restricted		23,596		11,932		
Permanently restricted		3,500		3,079		
Total net assets		105,647		98,096		
Total liabilities and net assets	\$	221,576	\$	217,640		

SEE ACCOMPANYING NOTES TO CONSOLIDATED FINANCIAL STATEMENTS.

# **CONSOLIDATED STATEMENT OF ACTIVITIES**

THE LEUKEMIA & LYMPHOMA SOCIETY, INC. = YEAR ENDED JUNE 30, 2009 (WITH SUMMARIZED TOTALS FOR THE YEAR ENDED JUNE 30, 2008) (IN THOUSANDS)

				Temporarily	Per	manently		Total		
	l	Unrestricted		Restricted		estricted		2009		2008
Revenue										
Campaign contributions	\$	260,876	\$	30,526	\$	119	\$	291,521	\$	304,380
Less direct donor benefit costs		(39,077)						(39,077)		(42,541)
Net campaign contributions		221,799		30,526		119		252,444		261,839
Legacies		9,198		17,261		-		26,459		6,137
Donated services (note 1)		6,829		-		-		6,829		5,740
Net interest and dividend income (note 3)		6,375		83		9		6,467		7,204
Net (decrease) increase in fair value of investments		(7,159)		(161)		5		(7,315)		(4,839)
Grant refunds		2,768		-		-		2,768		966
Redesignation of net assets		(288)		-		288		-		_
Net assets released from restrictions		36,045		(36,045)						
Total revenue		275,567		11,664		421		287,652		277,047
Expenses (note 10)										
Program Services:										
Research		69,786		-		_		69,786		76,979
Patient and community service		93,448		_		-		93,448		77,686
Public health education		41,331		_		-		41,331		42,094
Professional education		8,497						8,497		8,433
Total program services		213,062						213,062		205,192
Supporting Services:										
Management and general		23,259		-		-		23,259		24,942
Fund raising		43,132						43,132		46,052
Total supporting services		66,391						66,391		70,994
Total expenses		279,453						279,453		276,186
Change in net assets before foreign currency										
translation adjustment		(3,886)		11,664		421		8,199		861
Foreign currency translation adjustment		(648)						(648)		37
Change in net assets		(4,534)		11,664		421		7,551		898
Net Assets										
Beginning of year		83,085		11,932		3,079		98,096		97,198
End of year	\$	78,551	\$	23,596	\$	3,500	\$	105.647	\$	98,096
Lind Of year	Ψ	70,331	Ψ	23,330	Ψ	3,300	Ψ	103,047	Ψ	50,090

SEE ACCOMPANYING NOTES TO CONSOLIDATED FINANCIAL STATEMENTS.

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# CONSOLIDATED STATEMENT OF FUNCTIONAL EXPENSES

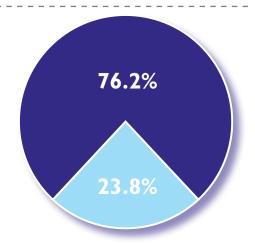
THE LEUKEMIA & LYMPHOMA SOCIETY, INC. - YEAR ENDED JUNE 30, 2009

(WITH COMPARATIVE TOTALS FOR THE YEAR ENDED JUNE 30, 2008) (IN THOUSANDS)

		Pro	gram Service	s		Sup	porting Servi	ces				
		Patient and	Public	D ( )		Managemen	it Fund		То	tal		t donor fit costs
	Research	community service	health education	Professional education	Total	and general	raising	Total	2009	2008	2009	2008
Awards and grants	\$ 63,542	\$ -	\$ -	\$ -	\$63,542	\$ -	\$ -	\$ -	\$ 63,542	\$ 69,134	\$ -	\$ -
Therapy acceleration program (note 6)	2,294	-	-	-	2,294	-	-	-	2,294	3,941	-	_
Financial aid to patients	-	7,437	-	-	7,437	-	-	-	7,437	6,545	-	-
Co-pay assistance (note 5)	-	19,211	-	-	19,211	-	-	-	19,211	4,560	-	-
Donated services	856	5,973	-	-	6,829	-	-	-	6,829	5,740	-	-
Salaries	1,649	31,118	16,449	4,510	53,726	7,983	9,897	17,880	71,606	70,363	-	-
Employee benefits and taxes (note 7)	222	7,840	4,856	1,299	14,217	2,199	3,376	5,575	19,792	18,020	-	-
Occupancy (note 8)	36	3,546	2,385	658	6,625	1,082	1,465	2,547	9,172	8,727	-	-
Insurance	10	230	162	34	436	66	130	196	632	768	-	-
Telephone	38	2,421	1,075	191	3,725	346	1,140	1,486	5,211	5,715	-	-
Travel	56	883	571	160	1,670	296	339	635	2,305	3,178	13,054	15,183
Printing and supplies	172	2,672	5,641	345	8,830	3,722	9,260	12,982	21,812	24,308	5,781	6,201
Equipment rentals and maintenance	19	841	566	147	1,573	251	397	648	2,221	2,355	-	-
Postage and shipping	71	1,224	3,522	146	4,963	2,020	6,552	8,572	13,535	15,267	-	-
Meetings	485	1,877	814	235	3,411	395	467	862	4,273	6,003	9,127	8,914
Professional fees	304	6,540	4,240	487	11,571	4,171	9,359	13,530	25,101	28,491	3,776	5,280
Miscellaneous	8	996	622	185	1,811	548	404	952	2,763	1,246	7,339	6,963
Depreciation and amortization	24	639	428	100	1,191	180	346	526	1,717	1,825		_
Total expenses	\$ 69,786	\$ 93,448	\$ 41,331	\$ 8,497	\$213,062	\$ 23,259	\$ 43,132	\$66,391	\$279,453	\$276,186	\$ 39,077	\$ 42,541

### **EXPENSES**

Research	<b>25.0</b> %
Patient and Community Service	33.4%
Public Health Education	<b>I 4.8</b> %
Professional Education	3.0%
TOTAL PROGRAM SERVICES	76.2%
Management and General	8.3%
Fundraising	15.5%
TOTAL SUPPORTING SERVICES	23.8%
TOTAL EXPENSES	 _100.0%



SEE ACCOMPANYING NOTES TO CONSOLIDATED FINANCIAL STATEMENTS.

# CONSOLIDATED STATEMENT OF CASH FLOWS

THE LEUKEMIA & LYMPHOMA SOCIETY, INC. . YEAR ENDED JUNE 30, 2009

(WITH COMPARATIVE AMOUNTS FOR THE YEAR ENDED JUNE 30, 2008) (IN THOUSANDS)

	 2009	 2008
Cash flows from operating activities:		
Change in net assets	\$ 7,551	\$ 898
Adjustments to reconcile the change in net assets to net cash (used in) provided by operating activities:		
Net decrease in fair value of investments	7,315	4,839
Permanently restricted revenue collected	(119)	(142)
Depreciation and amortization	1,717	1,825
Changes in operating assets and liabilities:		
Accounts receivable	1,285	326
Legacies and contributions receivable	(15,585)	(2,846)
Prepaid expenses	493	(96)
Accounts payable and accrued expenses	(6,018)	1,540
Deferred revenue	(1,695)	1,916
Grants payable	 4,098	 4,425
Net cash (used in) provided by operating activities	 (958)	 12,685
Cash flows from investing activities:		
Purchases of fixed assets	(1,185)	(2,317)
Purchases of investments	(186,225)	(200,376)
Sales of investments	 180,265	 178,276
Net cash used in investing activities	 (7,145)	 (24,417)
Cash flows from financing activities:		
Permanently restricted contributions collected	 119	 142
Net cash provided by financing activities	 119	 142
Net decrease in cash and cash equivalents	(7,984)	(11,590)
Cash and cash equivalents at beginning of year	 36,180	 47,770
Cash and cash equivalents at end of year	\$ 28,196	\$ 36,180

SEE ACCOMPANYING NOTES TO CONSOLIDATED FINANCIAL STATEMENTS.

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# NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

THE LEUKEMIA & LYMPHOMA SOCIETY, INC. = JUNE 30, 2009 (WITH COMPARATIVE AMOUNTS AS OF AND FOR THE YEAR ENDED JUNE 30, 2008)

### I. Organization and Significant Accounting Policies

### Organization

The Leukemia & Lymphoma Society, Inc. (the "Society") is an international not-for-profit health agency dedicated to seeking the cause and cure of leukemia, lymphoma, Hodgkin's disease, and myeloma and improving the quality of life of patients and their families. The Society's principal activities include: awarding research grants; facilitating psychosocial support groups; providing financial aid to patients; answering phone requests for blood cancer information made to the Society's Information Resource Center; and disseminating educational information about blood cancers in the form of publications, internet sites, conference calls, and symposia sponsorship for both the medical community and the general public.

### Tax-Exempt Status

The Society qualifies as a charitable organization as defined by Internal Revenue Code Section 501(c)(3) and, accordingly, is exempt from federal income taxes under Internal Revenue Code Section 501(a). Additionally, since the Society is publicly-supported, contributions to the Society qualify for the maximum charitable contribution deduction under the Internal Revenue Code.

The Leukemia & Lymphoma Society of Canada, Inc. (LLSC) is registered as a charitable organization under the Income Tax Act (Canada) and is therefore not subject to income taxes if certain disbursement requirements are met.

### **Principles of Consolidation**

The accompanying consolidated financial statements include the accounts of the Society, which encompasses the Home Office of the Society and its sixty chapters in the United States, LLSC and the Society's not-for-profit affiliates, The Leukemia & Lymphoma Society Research Programs, Inc. and The Leukemia & Lymphoma Society Research Foundation. All significant inter-company and intra-Society accounts and transactions have been eliminated in consolidation.

### Estimates

The preparation of financial statements in conformity with generally accepted accounting principles requires the Society's management to make estimates and assumptions that affect the amounts reported in the financial statements and accompanying notes. Actual results could differ from those estimates.

### **Risks and Uncertainties**

The Society invests in various investment securities. Investment securities are exposed to various risks such as interest rate, market, and credit risks. Due to the level of risk associated with certain investment securities, it is at least reasonably possible that changes in the values of investment securities will occur in the near term and that such changes could materially affect the amounts reported in the statement of financial position.

### **Summarized Financial Information**

The consolidated financial statements are presented with 2008 summarized or comparative information. With respect to the consolidated statement of activities, such prior year information is not presented by net asset class and, in the consolidated statement of functional expenses, 2008 expenses by object are presented in total rather than by functional category. Accordingly, such information should be read in conjunction with the Society's 2008 consolidated financial statements from which the summarized information was derived. Certain reclassifications have been made to the 2008 comparative information to conform to the current year presentation.

### Subsequent Events

The Society evaluated subsequent events after the statement of position date of June 30, 2009 through September 15, 2009, which was the date the financial statements were issued, and concluded that no additional disclosures are required.

### **Net Asset Classifications**

To ensure observance of limitations and restrictions placed on the use of resources available to the Society, funds that have similar characteristics have been classified into three net asset categories as follows:

**Unrestricted net assets:** Consist of funds that are fully available, at the discretion of the Society's Board of Directors, for the Society to utilize in any of its programs or supporting services.

Temporarily restricted net assets: Consist of funds that are restricted by donors for a specific time period or purpose.

**Permanently restricted net assets:** Consist of funds that contain donor-imposed restrictions requiring that the principal be invested in perpetuity and that only the income be used. Income earned on these funds may be unrestricted or temporarily restricted, depending upon the donor-imposed restrictions.

### Foreign Currency Transactions and Translation

The consolidated financial statements are prepared in accordance with SFAS No. 52, *Foreign Currency Translation*. The Canadian operation uses the Canadian dollar as the functional currency. Accordingly, the currency impact of the translation of the statement of financial position of the Canadian operation to U.S. dollars is included as a translation adjustment in the consolidated statement of activities.

### Fair Value Measurements

Effective July 1, 2008, the Society adopted SFAS No. 157, *Fair Value Measurements.* SFAS No. 157 defines fair value and establishes a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value.

The fair value hierarchy gives the highest priority to unadjusted quoted prices in active markets for identical assets or liabilities (Level I measurements) and the lowest priority to unobservable inputs (Level 3 measurements).

The three levels of the fair value hierarchy under SFAS No. 157 are as follows:

- Level I Inputs that reflect unadjusted quoted prices in active markets for identical assets or liabilities that the Society has the ability to access at the measurement date
- Level 2 Inputs other than quoted prices that are observable for the asset or liability either directly or indirectly, including inputs in markets that are not considered to be active
- Level 3 Inputs that are unobservable

A financial instrument's level within the fair value hierarchy is based on the lowest level of any input that is significant to the fair value measurement.

Effective June 30, 2009, the Society elected to apply the concepts of proposed FASB Staff Position (FSP) No. 157-g (FSP 157-g), *Estimating the Fair Value of Investments in Investment Companies That Have Calculated Net Asset Value per Share in Accordance with the AICPA Audit and Accounting Guide, Investment Companies.* As a practical expedient, FSP 157-g permits an investor to estimate the fair value of an investment within the scope of FSP 157-g using the net asset value of the fund without future adjustment.

### **Contributions and Deferred Revenue**

Contributions are recorded as revenue, at their fair value, when received or promised unconditionally. Contributions received with donor restrictions that limit their use are reported as either temporarily or permanently restricted revenue. When a donor restriction is met through the passage of time or fulfillment of a purpose restriction, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the consolidated statement of activities as net assets released from restrictions. Conditional contributions are recognized as revenue when the conditions have been substantially met.

Deferred revenue includes amounts received for special events that will be held subsequent to the fiscal year-end.

### **Donated Services**

The Society has determined that certain of the donated services it receives meet the criteria for recognition in the financial statements. Specifically, the donated services of family support group facilitators and research grant reviewers in the amount of \$6,829,000 have been valued and are reported as both revenue and expense.

# NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

THE LEUKEMIA & LYMPHOMA SOCIETY, INC. - JUNE 30, 2009 (WITH COMPARATIVE AMOUNTS AS OF AND FOR THE YEAR ENDED JUNE 30, 2008)

### Cash Equivalents

Cash equivalents consist of short-term investments with an original maturity of three months or less from date of purchase, except for amounts held for long-term purposes reported as investments.

### Investments

Investments are stated at fair value based upon guoted market prices, except for the fair values of institutional mutual funds and limited partnerships, which are based on net asset values provided by the fund managers and general partners, respectively, based upon the underlying net assets of the funds consistent with the concepts of proposed FSP 157-g. These values are reviewed and evaluated by management. Investments in limited partnerships are generally less liquid than other investments and the reported fair value may differ from the values that would have been reported had a ready market for these securities existed.

### **Fixed Assets and Depreciation**

Fixed assets, which consist principally of equipment, software, and leasehold improvements, are recorded at cost, if purchased, or at fair value at date of donation, if contributed, and are depreciated or amortized using the straight-line method over the estimated useful lives of the assets or the terms of the leases, if shorter.

### **Recent Accounting Standards**

In June 2006, the FASB issued Interpretation No. 48 (FIN 48), Accounting for Uncertainty in Income Taxes. In February 2008, the FASB released FSP FIN 48-2, Effective Date of FASB Interpretation No. 48 for Certain Nonpublic Enterprises. The Society has determined that it meets the criteria for deferral and has elected to defer the adoption of FIN 48 until after December 15, 2009. Management believes the adoption of FIN 48 will not have a material impact on the Society's consolidated financial statements.

Effective June 30, 2009, the Society adopted the disclosure requirements of FSP FAS 117-1, Endowments of Not-for-Profit Organizations: Net Asset Classification of Funds Subject to an Enacted Version of the Uniform Prudent Management of Institutional Funds Act, and Enhanced Disclosures for All Endowment Funds in note 9 of the consolidated financial statements. This FSP also provides guidance on classifying the net assets associated with donor restricted endowment funds held by organizations that are subject to an enacted version of the Uniform Prudent Management of Institutional Funds Act (UPMIFA). New York State has not yet adopted UPMIFA and, accordingly, the Society continues to follow the Uniform Management of Institutional Funds Act (UMIFA).

### 2. Legacies and Contributions Receivable

The Society's legacies and contributions receivable at June 30, 2009 and 2008 consist of unconditional promises to give and legacies for which the underlying wills have been declared valid by the probate court and no other conditions are required to be met. Amounts are scheduled to be received as follows (in thousands).

	2009		 2008	
Less than one year	\$	21,154	\$ 4,886	
I to 5 years		1,630	2,118	
After 5 years		163	445	
Less discount to present value	_	22,947 (195)	 7,449 (282)	
Total	\$	22,752	\$ 7,167	

At June 30, 2009, approximately 60% of the Society's legacies and contributions receivable was from one estate.

### 3. Investments

The following is a summary of investments at June 30, 2009 and 2008 (in thousands):

	2009					20						
		Cost		Cost		Fair Value				Cost		Fair Value
Money market funds	\$	1,514	\$	1,514	\$	939	\$	939				
Corporate notes and bonds		62,628		65,884		67,425		67,156				
Common stocks and mutual funds		29,411		25,184		33,057		33,301				
Government obligations		49,788		50,738		40,532		41,199				
Other		25,310		18,303		22,130		20,383				
Total	\$	168,651	\$	161,623	\$	64,083	\$	162,978				

Other investments at June 30, 2009 and 2008 consist principally of limited partnerships, the underlying holdings of which are principally marketable securities. Investment expenses of \$568,000 and \$416,000 have been netted against interest and dividend income for the years ended June 30, 2009 and 2008, respectively. The unrealized losses were \$5,923,000 and \$8,869,000 for the years ended June 30, 2009 and 2008, respectively.

All investments at June 30, 2009 are comprised of Level 1 assets except for \$16,303,000 of other investments which are Level 3 assets.

The following table presents a reconciliation for all Level 3 assets measured at fair value as of June 30, 2009 (in thousands).

	Level 3 Assets		
Balance at July 1, 2008	\$	19,334	
Purchases		2,000	
Investment expense		(103)	
Investment income		332	
Net decrease in fair value			
of investments		(5,260)	
Balance at June 30, 2009	\$	16,303	

### 4. Awards and Grants

Awards and grants for research are recognized as expense in the year approved by the Society's Board of Directors. Multi-year grants, which are generally two to five years in length, are approved on an annual basis and may be terminated at the discretion of the Society's Board of Directors. In addition to unconditional grants payable of \$85,768,000 at June 30, 2009, the Society has grant commitments of \$74,730,000 that are conditioned upon future events and, accordingly, are not recorded.

### 5. Co-Pay Assistance Program

The Co-Pay Assistance program offers assistance to patients in meeting their co-pay obligations for prescription medications or private/public health insurance premiums. Amounts awarded under the program are expensed in the year approved based on the available funding in the program. Approximately \$7,448,000 is included in the grants payable balance for amounts awarded but unpaid at June 30, 2009.

### 6. Therapy Acceleration Program ("TAP")

TAP is the Society's strategic initiative to speed the development of blood-cancer treatments and supportive diagnostics by creating business alliances with biotechnology and pharmaceutical companies. TAP provides funding for investigational new drug-enabling studies and clinical-stage projects. TAP contracts are recognized as an expense in the year program milestones are achieved. Multi-year contracts, which are generally two to three years in length, are reviewed against milestones on a quarterly basis and may be terminated at the discretion of the Society's Board of Directors. The Society has contract commitments of \$7,190,000 at June 30, 2009 that are conditioned upon future events and, accordingly, are not recorded.

# NOTES TO CONSOLIDATED FINANCIAL STATEMENTS CONTINUED

THE LEUKEMIA & LYMPHOMA SOCIETY, INC. = JUNE 30, 2009

(WITH COMPARATIVE AMOUNTS AS OF AND FOR THE YEAR ENDED JUNE 30, 2008)

### 7. Pension Plan

The Society has a defined contribution 403(b) pension plan covering all employees meeting age and service requirements. Contributions are based on a percentage of each eligible employee's salary and years of service. Expense under this plan aggregated \$4,105,000 and \$3,780,000 for the years ended June 30,2009 and 2008, respectively.

The Society has a 457(b) Deferred Compensation Plan (the "457 Plan"), for its executive staff. The 457 Plan is a nonqualified deferred compensation plan subject to the provisions of the Internal Revenue Code Section 457. Expenses under the 457 Plan approximated \$170,000 and \$134,000 for the years ended June 30, 2009 and 2008, respectively. The assets and liabilities of the 457 Plan are included in investments and accounts payable in the accompanying consolidated statement of financial position and amounted to approximately \$437,000 and \$314,000 at June 30, 2009 and 2008, respectively.

### 8. Lease Commitments

The leases for premises which the Society's Home Office and chapters occupy expire on various dates through May 31, 2018 and provide for certain payments subject to escalation and periodic rate increases relating to real estate taxes, operating expenses and utilities. The Home Office lease expires in March 2016.

The approximate minimum aggregate future annual rental commitments are summarized as follows (in thousands):

Year ending	June	30:
2010	\$	7,243
2011		5,897
2012		4,806
2013		3,100
2014		2,167
Thereafter		3,812
Total	\$	27,025

### 9. Temporarily and Permanently Restricted Net Assets

Temporarily restricted net assets and the income earned on permanently restricted net assets are available for the following purposes at June 30, 2009 and 2008 (in thousands):

	20	09	2008			
	Temporarily Restricted	Permanently Restricted	Temporarily Restricted	Permanently Restricted		
Time restrictions	\$ 16,566	\$ -	\$ -	\$ -		
Research	2,241	2,917	2,913	3,030		
Patient service	4,658	420	8,972	-		
Other	31	163	47	49		
Total	\$ 23,596	\$ 3,500	\$ 11,932	\$ 3,079		

The Society has interpreted UMIFA as requiring the preservation of the original gift of the donor-restricted endowment funds absent explicit donor stipulations to the contrary. As a result of this interpretation, the Society classifies permanently restricted net assets at (a) the original value of gifts to the permanent endowment, (b) the original value of subsequent gifts to the permanent endowment, and (c) accumulations to the permanent endowment made in accordance with the direction of the applicable donor gift instrument. The remaining portion of the donor-restricted net assets is classified as temporarily restricted net assets to the extent the donor restricted income earned on such endowments to a particular purpose or time, and in all other cases is classified as unrestricted net assets.

The Society has no board-designated endowment funds.

The following table presents changes in the donor restricted endowment funds for the year ended June 30, 2009 (in thousands).

	Un	Temporarily Unrestricted restricted		, , ,			Total		
Endowment net assets at July I	\$	2,198	\$	635	\$ 3,079	\$	5,912		
Investment income		43		76	9		128		
Net (depreciation) appreciation		(710)		(161)	5		(866)		
Contributions		-		-	119		119		
Net assets released		153		(153)	-		-		
Redesignation of net assets		(288)			 288				
Endowment net assets at June 30	\$	1,396	\$	397	\$ 3,500	\$	5,293		

The Society has adopted investment and spending policies for endowment assets that attempt to provide a predictable stream of funding to programs supported by its endowment while seeking to protect the original value of the gift. Under this policy, the endowment assets are invested in a manner that is intended to produce results consistent with the Society's overall investment strategy.

### 10. Joint Costs Allocation

For the years ended June 30, 2009 and 2008, the Society incurred joint costs for informational materials and activities that included fund raising appeals as follows (in thousands):

	_	2009	_	2008
Fund raising	\$	12,834	\$	14,505
Patient and community service		1,013		1,161
Public health education		10,188		12,243
Total	\$	24,035	_	27,909

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