

RESEARCH +

LOVE



Dr. Susan Love

RESEARCH FOUNDATION

For a future without breast cancer™

ANNUAL REPORT 2016-17

PORTABLE +
EMPOWERED

NASA +
THE BREAST

MICROBIOME +
NEW INSIGHTS

COMMUNITY +
COLLABORATION

METASTATIC +
QUALITY OF LIFE

WOMEN +
RESEARCHERS

IMPATIENT +
INFORMED

DONORS +
FUNDRAISERS

We believe that finding the cause of breast cancer lies at the intersection of **research + love**. By supporting the work of innovative researchers to look for answers in unexplored places and rallying individuals all around the world to donate, with love, their time and treasure to the cause, we know it's only a matter of time before we win this fight for our lives.

OUR MISSION STATEMENT

Dr. Susan Love Research Foundation challenges the status quo to achieve a future without breast cancer and improve the lives of people impacted by it now through education and advocacy. We drive collaborative, cutting-edge research with nontraditional partners, bring to light the collateral damage of treatment and seek ways to diminish it, and interpret science to empower patients. We drive progress by being fast, flexible, and project-based. We actively engage the public in our scientific research to ensure that it produces accurate and meaningful results.

I picked up a can of corn and had a gut-wrenching thought: This corn is going to outlive me. It wasn't going to expire until 2020, and I had already outlived my expiration date. Now, I wonder how many more "extra" days I will live. This is living with metastatic breast cancer.

Patricia Wu, Ed.D.
Metastatic Breast Cancer Patient



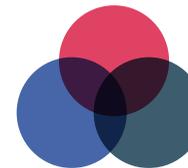
FROM THE CVO

The past year has been very busy for the Foundation on all fronts as we convened people with a variety of areas of expertise to address important problems in breast cancer.

The Metastatic Breast Cancer Collateral Damage Project addressed the fact that increasing success in treating cancers comes with an often-ignored price: collateral damage. Last year, we pioneered an initiative asking people living with metastatic breast cancer to tell us in their own words what they experience as collateral damage. The results were eye-opening and provided a wealth of data to discuss when we assembled a think tank of people living with metastatic breast cancer and "provider-survivors." The latter was a diverse group of people in the health-care delivery system who have experienced a diagnosis of and treatment for cancer. The think tank far surpassed our expectations, and we came away overwhelmed by the generosity of the people living with metastatic breast cancer and the openness of the provider-survivors. Our next steps include developing a set of recommendations for the healthcare system to improve the quality of life for women and men who are dealing with metastatic breast cancer today, and in the future.

In February, we convened the 9th International Symposium on the Breast, "Exploring the Human Breast: Employing New Technology," in Santa Monica, California. More than 120 clinical researchers, epidemiologists, engineers, pathologists, basic scientists, translational investigators, and breast cancer advocates attended. The goal of the symposium was to challenge everyone to rethink their work in a highly collaborative and supportive setting. No one left the event questioning whether we had achieved this goal.

Susan M. Love, MD, MBA
Chief Visionary Officer



We focus our resources on:

- Research
- Education
- Signature Program



FROM THE BOARD OF DIRECTORS

This was a stellar year for the Foundation as we continue our groundbreaking research and advocacy. We were awarded a coveted, three-year, \$3-million National Institutes of Health grant, totaled over 122 studies supported by the Army of Women, hosted a think tank on improving the quality of life for people living with metastatic breast cancer, and sponsored a symposium of world-class researchers, advocates and clinicians to stimulate new ideas for research. We would like to thank all our partners for their contributions and commitment to ensuring a future without breast cancer.

Meribeth J. Brand
Chair of the Board

RESEARCH

Innovative, breakthrough research has the capacity to change the world. At Dr. Susan Love Research Foundation, we believe that unconventional ideas pursued with unlikely partners can deliver groundbreaking results. Focused on the goal of eradicating breast cancer in our lifetime, we're approaching the complex nature of the disease from previously unexplored perspectives to accelerate scientific innovation and save lives.



3x

MORE LIKELY TO DIE

The percentage of women with breast cancer who die from the disease is three times higher in low- and middle-income countries (LMIC) than in high-income countries.

PORTABLE + EMPOWERED

SELF-READING PORTABLE ULTRASOUND STUDY

Some facts are impossible to ignore. Case in point: The percentage of women with breast cancer who die from the disease is three times higher in low- and middle-income countries (LMIC) than in high-income countries.

In 2014, the Foundation was awarded a \$1-million, National Institutes of Health (NIH) Phase 1 grant to develop a portable, non-invasive, handheld ultrasound device and computer-assisted-diagnosis (CAD) software to quickly determine which breast lumps are benign and which could be identified as either suspicious or malignant. A cost-effective program focused on triaging lumps would allow scarce resources in LMIC countries to be applied where they have the greatest potential for success—and for women with the disease to be treated promptly.

This year, the Dr. Susan Love Research Foundation was awarded a follow-up, \$2-million Phase II grant to continue this important project in Mexico. Collaborating with image-recognition software developers, a medical device manufacturer, and two major universities, the Phase I study found that the software could identify 100 percent of the breast cancers while reducing the number of benign breast lesions being sent to biopsy by 69 percent. The Phase II grant will support testing and validation studies of the software at two test sites in Guadalajara and Tijuana, Mexico.

The study was presented during a poster discussion session at the 2016 San Antonio Breast Cancer Symposium and the 2016 Institute of Electrical and Electronics Engineers Healthcare Innovation Point-of-Care Technologies Conference (HI-POCT) in Cancun, Mexico.

“This simple technology makes us feel proud and also hopeful that women in undeveloped countries will soon have a better chance to survive breast cancer.

Dr. Ana Lilia López Aldrete
Site Principal Investigator, Guadalajara, Mexico

NASA + THE BREAST

MAPPING THE BREAST DUCTS

Did you know that nearly 80 percent of all breast cancers are believed to begin in the lining of the breast ducts? Yet the exact numbers and distribution patterns of these ducts have only received limited attention since they were first studied by an English anatomist in 1840. It's only logical then that a functional map of the basic anatomical pattern of breast ducts and their common variations would help researchers better understand the development of breast cancer and doctors more effectively diagnose, treat, and possibly prevent the disease.

Breast ducts are challenging to study because they're not clearly visible on a mammogram, ultrasound, or MRI. Since 2015, the Foundation has been conducting a first-of-its-kind study using Automated Whole Breast 3D Ultrasound to trace the normal ductal patterns in lactating women. Because these participants already have breast milk fluid in their ductal

system, the ducts can be seen on ultrasound. Yet tracing the ducts with this method has still proved difficult, so we're working with NASA's Jet Propulsion Laboratory (JPL) for their expertise in imaging uncharted terrain.

Our goal for this study is to collect whole breast ultrasound images from 200–250 lactating women and, collaborating on imaging and data analysis with JPL and the Technology Educational Institute of Athens, begin to construct a 3-D model of the human breast duct system. Our hope is that by completing this study, we will be better able to identify how a large percentage of breast cancers begin.

MICROBIOME + NEW INSIGHTS

BIOME STUDY

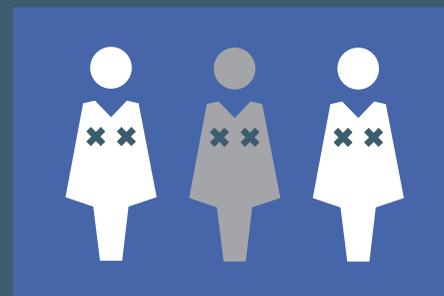
We strive to explore the uncharted and the ignored. Since 2012, we've been investigating the population of bacteria and viruses that exist in the nipple aspirate fluid of the breast duct—and looking for the potential role they may play in causing or preventing breast cancer.

Our collaboration with Dr. Delphine Lee, MD, PhD, chief of dermatology at Harbor-UCLA Medical Center, began with the assumption that breast cancer could have an infectious origin. In 2014, we confirmed the presence of microorganisms in the breast using tissue samples at our disposal. In 2015, we began investigating the bacteria and viruses present in ductal fluid collected from 48 women—half with breast cancer and half without.

At this juncture, we joined forces with NASA's Jet Propulsion Laboratory. Using their genomic sequencing technique, we were able to analyze the DNA in the ductal fluid of the women in the study and found that the community of microorganisms in women without breast cancer not only differs significantly from that of women with breast cancer, but women with no history of breast cancer had higher levels of certain microbes. Is it possible that a protective bacteria is responsible? Does this mean that microbes can cause breast cancer, just as certain viruses and bacteria can lead to cervical, stomach and liver cancers? Further investigation is needed.



Could we finally win the fight against breast cancer if we fully understood the anatomy of the human breast?



In 2008, when the NIH began the Human Microbiome Project to better understand how microbial flora affects human health, they did NOT include the breast.

COMMUNITY + COLLABORATION

9TH INTERNATIONAL SYMPOSIUM ON THE BREAST

As part of the Foundation's efforts to engage the public and scientific communities in innovative research and inspire novel research, we host a biennial *International Symposium on the Breast* that brings together world-class researchers, clinicians, and advocates in an intimate, think-tank environment to stimulate ideation, collaboration and, ultimately, breakthroughs that will end breast cancer.

The 9th International Symposium, *Exploring the Human Breast: Employing New Technology*, gave attendees the opportunity to discover new theories and directions for studying the breast and breast cancer, focusing on how technologies and technological advances have opened up directions that used to be impossible to explore.

Some highlights from this year's symposium included a presentation by Fatemah Hassanipour, PhD, associate professor of mechanical engineering, University of Texas at Dallas, detailing her research into the stages and pacing of the suck cycles of babies. She has discovered that the majority of milk intake occurs within the first four minutes of breastfeeding. This not only provides a greater understanding of the breast but could lead to the development of a more biologically correct breast pump.

Saraswati Sukumar, PhD, co-director of the Breast Cancer Program, Johns Hopkins Medicine, presented her research on intraductal treatment for breast cancer, including the identification of drugs that could be instilled into the milk ducts to prevent breast cancer or to treat ductal carcinoma in situ (DCIS).

I loved how the meeting brought together people with such different perspectives on breast cancer and normal tissue biology, and the consistent focus on issues that matter most to patients.

Saraswati Sukumar, PhD
Co-director of the Breast Cancer Program,
Johns Hopkins Medicine



METASTATIC + QUALITY OF LIFE

METASTATIC BREAST CANCER COLLATERAL DAMAGE PROJECT

The Metastatic Breast Cancer Collateral Damage (MBCCD) Project strives to make a significant difference for women and men with metastatic disease by capturing and quantifying the life-altering impacts of the disease and developing concrete recommendations to improve the quality of life of those impacted.

We began this pioneering project by creating a highly diverse Advocate Task Force, comprised of 11 women and men with metastatic disease, to guide our research and provide insights along the way. We then developed a five-question survey that asked metastatic breast cancer (MBC) patients to tell us, in their own words, everything that has impacted their ability to live their lives the way they want.

We used the responses from that crowdsourcing survey to develop a longer, qualitative questionnaire. Working with our research team, including collaborators Dr. Annette Stanton, UCLA, and Dr. Jessica Clague DeHart, City of Hope, we spent a month analyzing the data.

The findings were presented at a two-day think tank, where we learned that MBC patients suffer collateral damage in every aspect of their lives—physical, functional, psychological, emotional, social, vocational, and financial. For example, we learned that MBC patients need highly individualized care; providers don't spend time discussing quality-of-life issues with patients, which is often of greatest importance to them; and younger women and those with fewer financial resources have greater challenges with quality-of-life issues.

Finally, provider-survivors and the patient advocates worked together in groups both small and large to develop recommendations for addressing the quality-of-life needs of metastatic patients. Having both groups at the table resulted in recommendations that did not shy away from addressing complex issues and how to implement them.

This two-day think tank helped further our understanding of the collateral damage experienced by women and men with metastatic breast cancer.

515 completed questionnaires

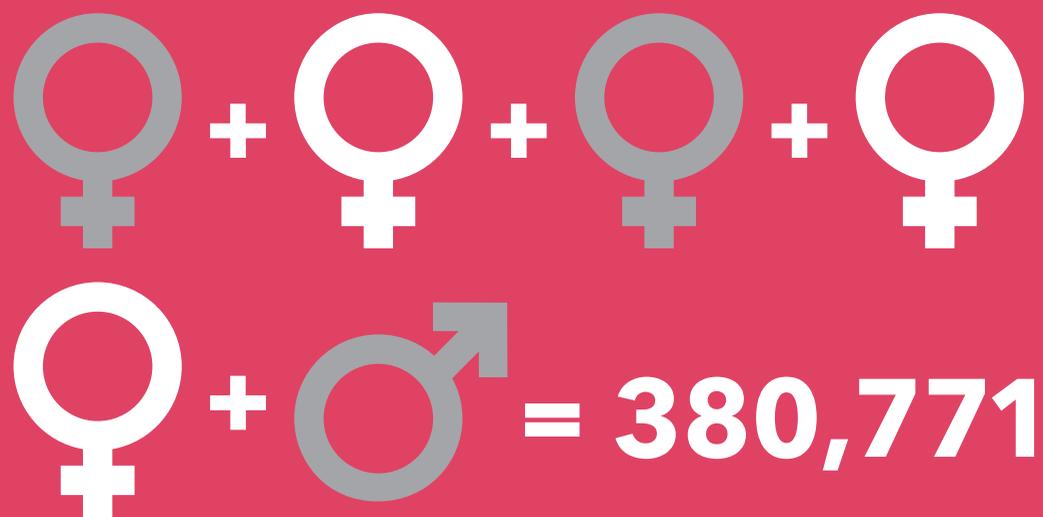

11 advocates with metastatic disease

1

amazing research team

SIGNATURE PROGRAM

It takes an army to eradicate breast cancer. Over the last nine years, we've gathered hundreds of thousands of women and men of every ethnicity—with and without breast cancer—to participate in breast cancer research studies. We've connected them to researchers who are committed to solving important breast cancer questions. And we've challenged the scientific community to expand its focus to include breast cancer research conducted on people.



As of June 30, 2017, there were 380,771 participants enrolled in the Army of Women. Fourteen new studies were launched this year.

WOMEN + RESEARCHERS

ARMY OF WOMEN®

Since its inception in 2008, the Army of Women® (AOW) is the only breast cancer research network of its kind connecting the public directly to breast cancer researchers. With recent research breakthroughs, we've learned that there are at least four different kinds of breast cancers that affect people of varying ages and races/ethnicities differently—with varying risk factors and treatments.

Despite these advances, one of the greatest obstacles to research is the challenge of recruiting study candidates. Without people to participate in studies, new and innovative research solutions are impossible. AOW aims to disrupt the status quo by pairing people ready to serve science with researchers who want to learn more about the causes, prevention, and treatment of breast cancer.

MyEnvironment Study on Safe Data Sharing for Environmental Health

Researchers are investigating how to communicate with potential study participants about the risks and benefits of sharing environmental health data online in different types of scientific databases. The researchers turned to the AOW for help enrolling volunteers across the U.S. In less than a year, the AOW provided over 2,200 volunteers for this study.

Avon Viral IL-10 in Cancer Study (AVICS)

Researchers are evaluating cmlL-10 blood levels in breast cancer patients and comparing them to levels in healthy women. If it's found that some breast cancer patients have higher levels of cmlL-10, it's possible they could benefit from anti-viral drug treatments. The researchers turned to the AOW for help enrolling up to 150 volunteers and, in less than a year, over 97% of the recruitment goal was reached by AOW volunteers.

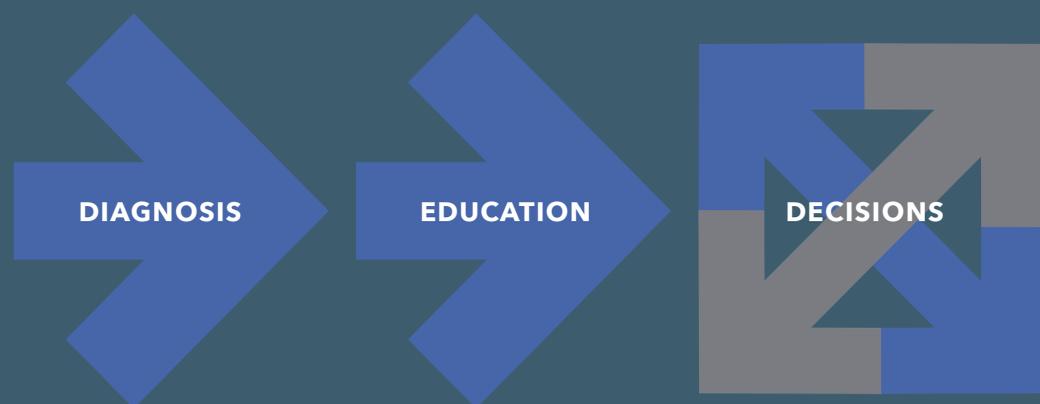
In 2004, my mom died from breast cancer. In 2009, I was diagnosed with metastatic breast cancer that had spread to my liver and ribs. They gave me three to five years to live. And because of research, eight years later, I'm still here, I'm still alive. Participate in breast cancer research because you CAN make a difference.

Sheila McGlown
Metastatic Breast Cancer Patient



EDUCATION

Knowledge is power, and education is a powerful tool. We're dedicated to educating breast cancer patients and their families about the science of breast cancer. By translating complex concepts into easily digestible information, we're helping people better understand the human breast, the causes of breast cancer and how we can prevent it, the promising new directions of the most recent research, and the pros and cons of different treatment options.



By taking the time to learn all they can about breast cancer, people diagnosed with the disease can make the most informed decisions about their treatment options.

IMPATIENT + INFORMED

IMPATIENT SCIENCE

In October 2015, we launched ImPatient Science[®], an educational program that uses videos to explain breast cancer. Hosted by Dr. Susan Love, the series is designed for patients, caregivers, and members of the public who want to improve their understanding of overall breast health, the different types of breast cancer that have been identified, what it's like to live with breast cancer, and available treatment options for the disease.

ImPatient Science aims to engage the public as informed partners and reach thousands of underserved individuals each year affected by breast cancer. On average, the Foundation's website receives 90,000 unique visits and 105,000 total visits each month from those seeking clear, easy-to-understand information about breast cancer in what can be a complex digital world of confusing scientific data. When women affected by this disease receive reliable and straightforward information, they are better informed about their diagnosis and treatment options—and better able to make decisions that ensure they receive the best necessary care.

There are currently five animated video series in the ImPatient Science program, with titles that include "The Science of Breast Cancer," "Metastatic Breast Cancer," "Breast Cancer Sub-Types," "Understanding Immunology," and "Clinical Research." The videos are loaded with easily digestible information that can be used by breast cancer patients and their families to have productive conversations with their health-care providers and ensure the healthiest life possible within the current options presented to them.

Empowering patients with vital information requires deft interpretation and engaging presentation. We look forward to creating more videos for people who are as impatient for science as we are.

Cancer is scary. Confusion and uncertainty fuel the stress that comes along with a cancer diagnosis. And well-meaning friends share misleading or incorrect information in the name of love. This series sets the record straight with clear and concise information that will help you breathe easier and keep you from wading around in the "unknown."

Laura Mola
Breast Cancer Patient

DEVELOPMENT

Philanthropy plays an essential role in creating a future without breast cancer. Investments of all sizes empower the Foundation's vision for meaningful research. We can't do this important work without the support of passionate community members who believe that forging unique partnerships for innovative research is the clearest path for making breast cancer a thing of the past.



This year we've raised more than \$2.5 million from donors in 48 U.S. states, Washington, D.C., Puerto Rico, the Virgin Islands, and stations overseas, plus 15 countries across six continents.

DONORS + FUNDRAISERS

WALK WITH LOVE

This year we celebrated the 10th anniversary of Walk with Love, our annual 5k walk/run fundraiser that raises money to support our groundbreaking breast cancer research programs, including our Army of Women signature program and the Health of Women (HOW) Study, which gathers information from women and men across the globe—with and without a history of breast cancer—to help us gain a better understanding of why women get breast cancer.

Our family- and dog-friendly event is held each year in Pacific Palisades and nationwide for those who attend virtually. More than 528 participants joined together and raised over \$199,000. Helene Dameris, founder of Walk with Love and longtime Foundation supporter, served as honorary chair of the 2017 Walk with Love Executive Committee.

ACT WITH LOVE

Our Act with Love program raises critical funds for our research programs by giving donors the tools to create their own events and engage their friends, family and/or customers in ways that are meaningful to them. This year, more than 70 Act with Love peer-to-peer events were held across the country, raising over \$130,000.

Turning Grapes into Research Funds at Taplin Cellars

Stephen and Bill Taplin are the owners of Taplin Cellars in Napa Valley, California. When their beloved sister, Melinda, died of breast cancer in 2015, the brothers created "Melinda's Rosé" to honor her memory—and now donate 100 percent of the profits of the 50 to 100 cases they produce each year to the Foundation.

Over the past five years I have devoted a great deal of time and energy to Dr. Susan Love Research Foundation for one reason... I believe that through the research her Foundation is funding, she will help to find the cause of breast cancer and eradicate it from all of our lives.

Sonya Rosenfeld
Foundation Board Member and
Walk with Love Committee Member



FINANCIALS

Statement of Financial Position

June 30, 2017

Assets

Cash and cash equivalents	\$ 183,248
Accounts receivable	\$ 14,000
Contributions and grants receivable	\$ 54,479
Prepaid expenses	\$ 36,345
Investments	\$2,413,883
Patents, net	\$ 7,502
Property, equipment and website, net	\$ 268,395
Security deposit	\$ 8,884
Total assets	<u>\$2,986,736</u>

Liabilities

Liabilities	\$ 249,829
Total liabilities	\$ 249,829

Net Assets

Unrestricted:	
Operating net assets	\$1,709,443
Board-designated operating reserves	\$ 614,314
Total unrestricted	\$2,323,757
Temporarily restricted	\$ 413,150
Total net assets	<u>\$2,736,907</u>
Total liabilities and net assets	<u>\$2,986,736</u>

Statement of Activities

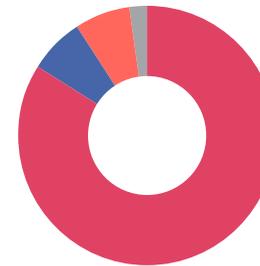
Year ended June 30, 2017

2016–17 Public Support and Other Revenue

Grants, contracts, contributions	\$2,120,669
Other	\$ 53,297
Special events	\$ 175,748
Investment returns	\$ 173,972
2016–17 public support and other revenue	<u>\$2,523,686</u>

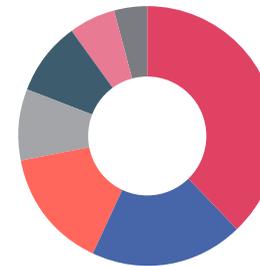
2016–17 Expenses

Research	\$1,057,797
Army of Women	\$ 414,217
Health of Women Study	\$ 530,792
ImPatient Science	\$ 152,860
Education	\$ 108,648
Fundraising	\$ 239,342
Management and general	\$ 246,830
2016–17 expenses	<u>\$2,750,486</u>
Change in net assets	\$ (226,800)
Net assets, beginning of year	<u>\$2,963,707</u>
Net assets, end of year	<u>\$2,736,907</u>



Public Support & Other Revenue: \$2,523,686

- 84% Grants, contracts, and contributions
- 7% Investment returns
- 7% Special events
- 2% Other



Expenses: \$2,750,486

- 38% Research
- 19% Health of Women Study
- 15% Army of Women
- 9% Fundraising
- 9% Management and general
- 6% Impatient Science
- 4% Education

82 cents of every dollar is invested in research and public education programs.



PARTNERSHIPS

Our corporate partners provide valuable support that allows us to continue to promote and inspire novel research.



DONATIONS & HONOR ROLL

We are grateful for every contribution, large or small, from our generous donors.

\$100,000+

Anonymous
Breast Cancer Research Foundation
Ford Warriors in Pink
Sharon Lund Foundation

\$25,000 – \$99,999

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Kirsten Charlson
Julie Marie Chavez Corporation
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\$10,000 – \$24,999

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Lone Coyote Foundation
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Revlon
Kerra and Addison Sollog

\$5,000 – \$9,999

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Sidney Stern Memorial Trust
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Nicole and Robert Wrubel
York Capital Management

\$1,000 – \$4,999

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Sally and Richard Wilson
Jacquelyn Wilson and Robert Gordon
Ann Winterbottom
Lydia Woodward
Peg Yorkin
Constance and Graham Yost

In addition, 3,561 donors contributed a total of \$369,049.87 to help us end breast cancer.

TRIBUTE & MEMORIAL DONATIONS

\$10,000 – \$24,999

In honor of Bonnie Sollog

\$5,000 – \$9,999

In memory of Michelle Henninger-Ainscough (55 gifts)

\$1,000 – \$4,999

In honor of Jackie Alm (7 gifts)
In memory of Linda Brogan
In honor of Maryalice Chaifetz
In memory of Judith Chyten (21 gifts)
In memory of Beverly Downs (44 gifts)
In memory of Beth Elvig (19 gifts)
In memory of Cathy Foy Green (14 gifts)
In memory of Roxanne Hoerning (2 gifts)
In honor of Nancy Jaffe (21 gifts)
In memory of Michelle (Miki) Loughran (19 gifts)
In memory of Ann Margaret Solomon O'Quist (12 gifts)
In memory of Joann Reinold (17 gifts)
In memory of Helen Patricia Schwab
In honor of Marquerite Shepard-DiCiaccio
In honor of Selina Siegel
In memory of Mary J. Tramonte (3 gifts)
In honor of Mary Twombly
In memory of Karen Weibel
In memory of Ann McLauchin "Lauchi" Wooley (15 gifts)

DR. SUSAN LOVE RESEARCH FOUNDATION'S VISIONARY CIRCLE

Comprised of generous and dedicated supporters who have chosen to leave a gift to the Foundation in their will, trust, or life insurance.

Anonymous
Meribeth J. Brand
Estate of Joan Dirricq
Dr. Susan Love
Lois Garofalo
David and Natalie Hagan
Kate McLean and Steve Stone
Nicole and Robert Wrubel

It is an honor to be a longtime advocate of Dr. Love Research Foundation! It is important to me to support causes that focus on research with priorities set by one of the best strategic thinkers in the field. When I make a gift to the Foundation, I know it's going to directly fund innovative and critical research for breast cancer.

Penelope Foley
Foundation Supporter

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Debbie Laxague
National Breast Cancer Coalition

Debra Madden
National Breast Cancer Coalition &
Ann's Place: the Home of I Can

Marlene McCarthy
Rhode Island Breast Cancer Coalition

Chris Norton
Minnesota Breast Cancer Coalition

Michele Rakoff
Breast Cancer Care and
Research Fund

Rosemarie Rogers
American Cancer Society

Donna Sanderson
Susan G. Komen for the Cure
Sacramento

Michael Singer
Male Breast Cancer Coalition

Sandy Walsh
California Breast Cancer
Organizations

The fight to eradicate breast cancer is daunting. It takes stamina, innovation, out-of-the-box thinking and significant financial resources to maintain our strong push forward. With your help, we can continue to facilitate innovative and collaborative research — and, ultimately, achieve our goal.

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Dr. Susan Love

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