



The Leader

in Fundraising Assistance and Support for Transplant and Catastrophic Injury

2009-2010
Annual Report

Dear Friends



Fiscal Year 2010 (10/01/09 - 09/30/10) was as a **year of milestones** for NTAF with a record-breaking:

- amount of funds raised for patients (nearly \$8.3 million);
- number of new patient fundraising campaigns (604);
- amount of assistance provided to patients (**more than \$6.2 million**);
- number of patients transplanted (204).

FY 2010 also marked the **10-year anniversary** of our **Catastrophic Injury Program**. To date, the program has helped more than 500 individuals and families affected by catastrophic spinal cord or traumatic brain injury raise more than \$17.7 million in their communities to pay for essential but uninsured expenses, such as: home and vehicle accessibility/modifications, physical therapy and rehabilitation, home health care and much more.

The stories of injury to independence thanks to funds raised are numerous, moving, each journey unique. Like the **transplant patients** NTAF has served for nearly **three decades**, injured individuals are given

a second chance at life through grassroots fundraising. I can attest to that firsthand.

As many of you may know, in January 2000 (before I became the executive director of NTAF) my stepdaughter Katie was paralyzed in a sledding accident while home on winter break from college. She sustained an injury to her spinal cord, which rendered her immobile below her chest - ending her collegiate lacrosse experience just months after she had helped her team win the NCAA title. In Katie's words, she was "born again" as a C-6 quadriplegic.

Soon after the accident, local family and friends found NTAF on the Internet. NTAF, formerly known as National Transplant Assistance Fund, had just recently expanded its mission to help catastrophically injured individuals. Within three months, our local lacrosse community rallied, setting up a youth lacrosse tournament to raise funds to help pay Katie's many injury-related expenses. Community organizers were pleased to be able to



& Supporters,

fundraise through NTAF, knowing that contributions would be **tax deductible**, and NTAF would **assure fiscal accountability** of funds raised.

Thanks to continued support, the event in Katie's honor has grown into an annual lacrosse festival, and is now the largest single-day high school lacrosse tournament in the country. Funds raised have helped pay for Katie's ongoing medically related expenses for more than a decade.



Fundraising through NTAF has given our family the ultimate gift: **independence** and a **quality of life** for Katie. Following her injury, Katie was able to finish college and then relocate to Arizona for graduate school and to pursue her career. She has since moved back to the Philadelphia area, where she participates in several adaptive sports programs, and lends her time to various foundations.

When I joined NTAF as the executive director in 2003, it was with the hope that I might help other individuals and families affected by injury (or by transplant) to understand the **power** of community-based fundraising and

the **opportunities** it provides.

I am continually struck by the perseverance of patients and families, and the selflessness of individuals nationwide who continue to give them a fighting chance. To the more than **18,000 contributors in FY 2010** who helped us to fulfill our mission, we thank you. **Without you, our many successes would not be possible.**

Here's to breaking more records and financial barriers to transplant and catastrophic injury in FY 2011 !

Lynne Coughlin Samson, Esq.
NTAF Executive Director and C.E.O.



Our Mission

To help transplant and catastrophic injury

patients and their **families**

afford critical but uninsured medically related **expenses**

through fundraising guidance and patient support

as well as financial and other **resources**.

The Leader

Since 1983,

NTAF has **helped more than 5,000 patients and families** afford the out-of-pocket costs of transplantation and catastrophic injury, **providing more than \$60 million** for patient care.

Average first-year costs for a transplant are more than \$600,000; yearly expenses for someone with a severe catastrophic injury can

top \$500,000. Even with “good” insurance and personal savings, most families cannot meet these expenses alone.

NTAF is the **trusted** financial safety net patients and families continue to turn to for support. The only four-star rated charity of its kind, **NTAF outperforms** comparable service organizations - providing more than

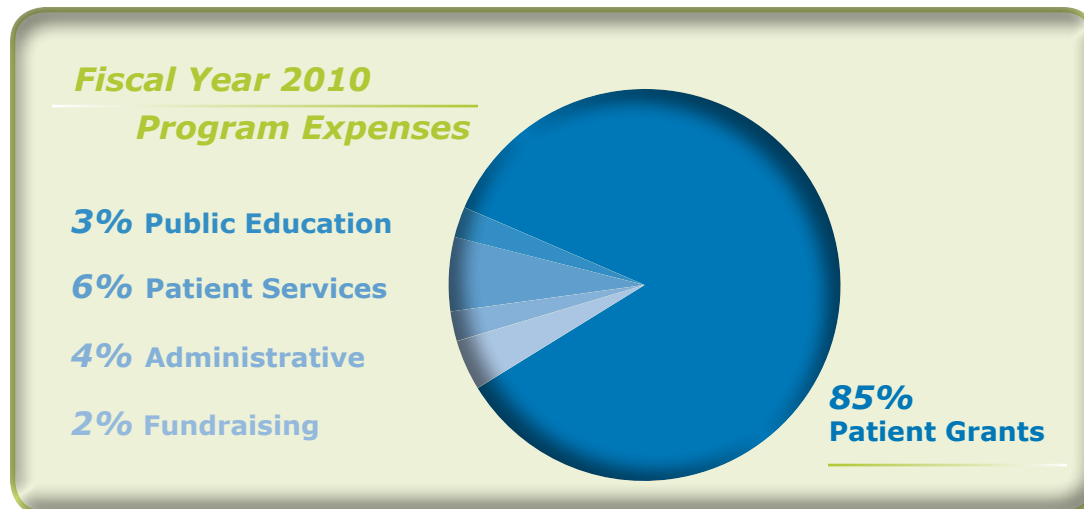
triple the amount

of assistance in FY 2010 as the next largest fundraising organization, while keeping operating costs low (See our *Program Expenses* below).

Funds raised through NTAF have **helped facilitate more than 2,000 transplants**, and **pay for physical and vocational rehabilitation** for nearly 200 injured individuals on their road to recovery.



In FY 2010, NTAF received the coveted four-star rating for sound fiscal management from Charity Navigator for the seventh consecutive year.



Together, we are **giving people their futures!**

*Excerpt from Charity Navigator letter,
August 2010:*

“Only 2% of the charities we rate have received at least 7 consecutive 4-star evaluations, indicating that NTAF consistently executes its mission in a fiscally responsible way, and outperforms most other charities in America.”

Leader in Fundraising

Nearly \$8.3 million raised

From October 1, 2009, through September 30, 2010, NTAf:

- Administered **2,300** patient fundraising campaigns.
- Facilitated **530** community-based fundraising events.
- Created **917** event flyers, tickets and coin bank labels.

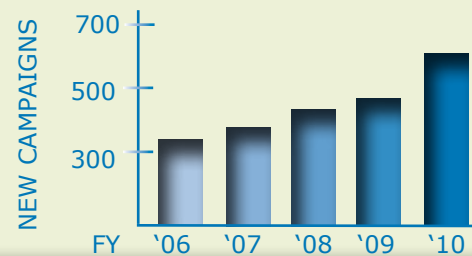
NTAF helps patients and families mobilize their communities to fundraise, providing expert **fundraising guidance**, patient **resources** and **ongoing support**.

Patient Services

- Identify networks for fundraising
- Provide how-to event instructions, event flyers, and transplant and spinal cord injury awareness materials
- Assist in approaching the media
- Create patient Web pages at www.NTAFund.org for online contributions and social support
- Provide access to peer support

604 new patient fundraising campaigns

NEW PATIENT CAMPAIGNS
PER FISCAL YEAR (FY)

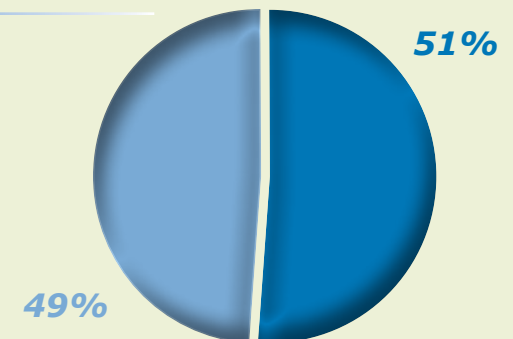


An increase of 30% more than FY 2009.

An increase of 95% in the last five years.

Nearly \$8.3 million raised for patients

- For Transplant **\$4,234,569**
- For Catastrophic Injury **\$4,055,921**



Funds raised have more than doubled since FY 2005.

Leader in Assistance

More than \$6.2 million for patient care

Funds raised in FY 2010 helped NTAF pay for **1,352 patients'** critical medical and continued-care needs not met by insurance.



Support in FY 2010 helped NTAF:

- purchase medications for **435** individuals;
- pay for temporary relocation housing for **318** patients;
- provide **\$421,986** in subsistence grants;
- pay for **\$1,574,424** in patient medical care.



More than \$181,000 in challenge grants

NTAF awarded 171 challenge grants to patient campaigns in recognition of fundraising goals met in FY 2010.

More than \$93,000 in emergency grants

In FY 2010, NTAF provided **89 one-time emergency grants** to patients needing immediate help to avert a medical crisis.

June 23, 2010

Dear NTAF and their funders,

Your help during my husband's recovery and 'getting back on his feet' process was a miracle to us! ... We have been through so much as a young family and at the end of our long, long journey, you came to our aid - so full of just the right help for our needs! ... Without your help we would have lost (my husband's) insurance just six months after his transplant. Yikes! ... We are so pleased that Stephen is healthy enough to look for work again ... he has always been such a hard worker ... We know your hard work blesses many others in the midst of fear, frustration and pain. We thank you for easing our anxiety in getting Stephen continued care.

- Sincerely, The Smith Family

Funds raised through NTAF have helped facilitate at least
2,000 transplants



Olivia Ruiz, 10, with friend and fundraising volunteer Mayra Snider Viera, received a transplant in FY '10.

204 NTAF patients received the gift of life in **FY '10**.

Leader in Support

For Transplant

More than 110,000 people are on the organ transplant waiting list.

Patients awaiting a transplant are encouraged (sometimes required) to fundraise to prepare for the many uninsured, often unanticipated, expenses they face before and after a transplant.

In FY 2010, NTAF helped families engage their communities to raise **more than \$4.2 million** for transplant patients

like Olivia (left), raising hope and restoring health.



Olivia was born with congenital heart disease. She endured multiple heart surgeries - her first just 11 days after her birth. By the time Olivia was eight her little heart had, had enough. Doctors informed her mom, a single parent, that Olivia would need a heart transplant to survive. Olivia's mom had to stop working to provide full-time care for her daughter. Family and friends stepped



up to help. Volunteers held several events in the community to raise funds to pay for her pending transplant. On June 23, 2010, Olivia received the **gift of life** (a heart).



Follow Olivia's progress on Facebook. Join the group 'Operation Olivia'.

FY 2010 Assistance for Transplant Patients

Medical	1,136,775
Relocation for medical care	667,659
Medications	484,188
Subsistence	288,345
Insurance	267,224
Funeral	155,488
Fundraising	103,550
Transportation	81,075
Home Care	41,203
Rehab & Physical Therapy	18,026

Total Expenses \$ 3,243,533

FY '10 marked the **10th anniversary** of our
Catastrophic Injury Program.

NTAF has **helped more than 500 injured** individuals and their
families afford more than **\$14.3 million** in out-of-pocket
injury-related expenses.

L e a d e r i n S u p p o r t

For Catastrophic Injury

Since 2000, NTAF has worked to promote independence and improve the quality of life for individuals living with a catastrophic injury by **increasing access to options for care**. Our model of **neighbors helping neighbors** has proven as effective helping injured individuals afford medical care as it has been for our transplant hopefuls and recipients.

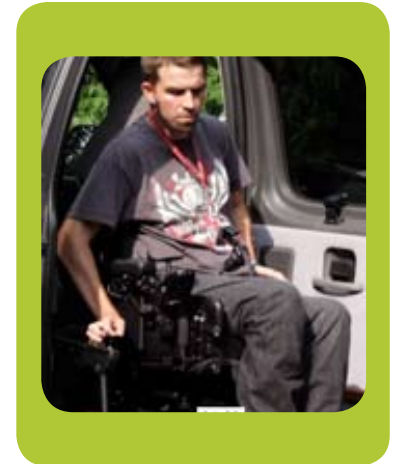
In FY 2010, NTAF:

- Administered **410** fundraising campaigns for individuals living with catastrophic injury.
- Facilitated about **80** community-based fundraising events, helping raise more than **\$4 million** for injury-related expenses.
- Paid out more than **\$3.1 million** for medical expenses of **241** catastrophically injured individuals.
- Established **99** new fundraising campaigns.

The yearly **number of new campaigns** for injured individuals has **more than doubled** in the last five years.

Impact in FY 2010:

- 29 vans purchased and modified **\$307,687**
- 33 homes modified **\$483,738**
- home health care for 47 individuals **\$532,977**
- physical therapy & rehab for 100 individuals **\$724,750**



Jeff Harris

"Fundraising with NTAF has provided me the ability to have a life of independence ... It's really given me a life back that I didn't have before."

Watch Jeff's story at www.NTAFund.org. Select ...

WHY FUNDRAISE? CATASTROPHIC INJURY

NTAF is grateful to The McLean Contributionship for its support of our new "Why Fundraise?" DVDs.

Financial Position

Years ended September 30, 2010 and 2009

	2010	2009
ASSETS		
Cash and cash equivalents	\$ 1,609,129	\$ 751,879
Investments	12,224,089	11,393,372
Interest receivable	47,140	74,096
Equipment and improvements, net	8,391	9,786
Prepaid expenses and other assets	<u>3,031</u>	<u>3,031</u>
Total Assets	<u>\$13,891,780</u>	<u>\$12,232,164</u>
LIABILITIES AND NET ASSETS		
LIABILITIES		
Accounts payable and accrued expenses	\$ 19,459	\$ 25,005
NET ASSETS		
Unrestricted	1,958,356	1,806,857
Temporarily restricted	<u>11,913,965</u>	<u>10,400,302</u>
Total Net Assets	<u>13,872,321</u>	<u>12,207,159</u>
Total Liabilities and Net Assets	<u>\$13,891,780</u>	<u>\$12,232,164</u>



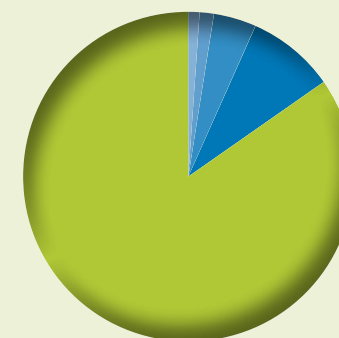
View our most recent IRS 990 document at www.NTAFund.org/resources.

Statement of Activities

Years ended September 30, 2010 and 2009

	Total (Restricted and Unrestricted)	
	2010	2009
Public Support and Other Income		
Public Support		
General	\$ 8,203,824	\$ 6,806,874
Federated campaigns	54,036	53,876
Project / operating grants	156,144	251,444
Matching gifts	99,362	134,815
Memorial contributions	5,920	7,411
Total Public Support	8,519,286	7,254,420
Interest and dividend income	365,635	296,797
Net gain/(loss) on investments	399,903	12,910
Total Public Support and Other Income	9,284,824	7,564,127
Expenses		
Program services	6,849,333	6,528,181
General operating	325,228	321,449
Fundraising	445,101	331,173
Total Expenses	7,619,662	7,180,803
Net Assets		
Beginning of year	12,207,159	11,823,835
End of year	\$13,872,321	\$12,207,159
Change in Net Assets	1,665,162	383,324

FY '10 Sources of Revenue



85%
Restricted Funds for Patients

9%
Earned Income on Investments

4%
Administrative Fee

1%
Foundation Grants and Corporate Sponsorships

1%
Individual Giving

Thanks for your support

\$130,250 in Corporate and Foundation Grants in FY 2010

F. M. Kirby Foundation, **\$27,500**

Craig H. Neilsen Foundation, **\$23,250**

Astellas Pharma US, Inc. **\$20,000**

The McLean Contributionship, **\$15,000**

John R. Sellon Charitable Trust, **\$15,000**

Duffy + Partners, **\$9,500**

CSL Behring Biotherapies for Life™, **\$5,000**

Genentech, **\$5,000**

Christopher & Dana Reeve Foundation, **\$5,000**

The Barra Foundation, **\$2,500**

Bryn Mawr Trust, **\$2,500**

In FY '10, NTAF received **21,808 gifts** from **18,257 individuals, companies and foundations** in support of our mission.



NTAF Executive Director Lynne Coughlin Samson (in white) with representatives from Astellas at the Second Annual "Making Strides: A Run/Walk for Organ Donation" in San Diego, California, May 3, 2010. Astellas donated \$1 to NTAF for every person finishing the run/walk: a total contribution of \$20,000.

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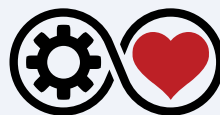
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"One of the things I like most about NTAF is that it helps people help themselves."

*Arthur H. Rainey, Esq.
Chair, Board of Directors*



NTAF

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www.NTAFund.org