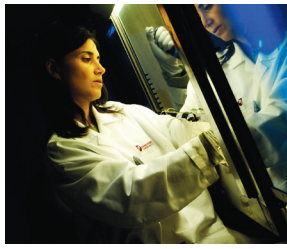




IT TAKES MORE THAN COURAGE TO BEAT CANCER®

Why we need your support:

- Dana-Farber is equally committed to researching cancer's causes, as well as treatments and caring for patients. Supporting 50/50 research and care is very expensive, and we have set high standards for achievements in both, but we believe the model is critical for making the most progress against these diseases in the shortest time possible.
- Dana-Farber has consistently ranked among the top recipients of grant funding from the National Institutes of Health. In 2012, the Institute received more than \$151 million, even as national success rates for grant applicants dropped to approximately 13 percent. Further cuts in federal spending that began in 2013, known as sequestration, meant the Institute experienced a decrease in receiving research awards. Overall, virtually all of Dana-Farber's federal research awards have been reduced from previously committed levels of funding by as much as 10 percent in many cases. Philanthropy fills the funding gap, allowing our research to continue even as government support declines.
- Private support is essential for conducting innovative basic research, which is not eligible for federal funding until well along in successful testing. Philanthropy provides seed funding to test our hypotheses and bring promising studies far enough along to attract federal support.
- Cancer is complicated. While we have achieved remarkable successes in treating many forms of the disease, we lack effective treatments for other subtypes. Drug resistance is a vexing problem, some therapies show terrific initial response only to lose effectiveness as the cancer mutates. The pace of discovery is slow because cancer is complex and our work is meticulous. Your support is crucial to turn promising research into effective treatments.
- There are more than 700 clinical trials currently underway at the Institute and not all are funded by the government. They are expensive and time consuming but are absolutely necessary to bring promising drugs to market. Only a handful of new cancer therapeutics are brought to market each year, making our clinical trial work that much more essential. Your support is vital for a robust clinical trials program.
- Dana-Farber must remain competitive in the marketplace to recruit and retain world-class faculty. The Institute stays current with hiring and compensation trends and must offer competitive retention packages so faculty stay and thrive here.



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Why we need your support, continued:

■■■ Dana-Farber's hallmark total patient care philosophy is reflected in the comprehensive services we provide to meet the social, emotional, and spiritual needs of our patients and their families. The Institute's patient and family resource centers offer incredible access to health information, support groups, art and music therapies. The school liaison program helps children transition back into their classroom after undergoing treatment. Your support funds many of these important services not covered by insurance.

■■■ Dana-Farber initiatives like the Blum Family Resource Center Van, Mammography Van—the only mobile mammography program in Massachusetts—and cancer treatment clinic at the Whittier Street Health Center in Roxbury, MA, raise awareness about cancer and prevention, and improve access to Dana-Farber's expert care for medically underserved populations. Your generosity helps bring cancer education, screening, and treatment to Boston's neighborhoods and surrounding communities.

■■■ With newer, more effective treatments, more cancer patients are surviving longer than ever before, and many are even considered cured. Yet the effects of treatment can have long-term physical and psychological implications. Dana-Farber provides ongoing care to cancer patients because we believe everyone who survives cancer deserves the chance to lead a fulfilling, productive life. Your support is integral to the Institute's renowned survivorship programs.

■■■ The Institute's overall endowment is modest. Dana-Farber is a relatively young organization, and has not had enough time to build an endowment to the level where it provides a cushion in uncertain economic times. The endowment assets we do have are managed conservatively to provide future security, but our focus has always been on raising flexible funds that can be put to immediate use.

■■■ Dana-Farber lacks the general hospital revenues and more profitable services that help offset the tremendous costs of treating cancer patients at other organizations. We also provide a level of service and support to our patients, as reflected in our patient satisfaction survey, almost unlike any other center. This is possible because of philanthropy. Furthermore, we conduct innovative clinical trials based on laboratory findings which accelerate the pace of discovery and greatly increase our knowledge about cancer; these are often made possible only by the funds you raise.

■■■ As a non-profit, Dana-Farber uses all surplus revenues to fund research, patient care, and operations to achieve its mission and stay competitive in the marketplace.

Learn more at JimmyFund.org

Contact: **1-800-52-Jimmy(54669)**