**2013 IA** Annual Report



YEAR OF ENHANCEMENTS



Connecting Cancer Fighters, Survivors & Caregivers

# JERMAN NGELS

Jonny Imerman



John May

# A LETTER FROM OUR FOUNDERS

Dear Friends,

This was a year of enhancements for Imerman Angels — a year of exciting, tangible improvements drawing further momentum to a growing community of cancer fighters, survivors, and caregivers. It was the result of a collection of new players and roles at the foundation.

A diverse group of dynamic, passionate individuals make up the team at Imerman Angels. Whether they are paid staff or a member of our Board of Directors, Development Committee, or the Professional Board their challenge and purpose is to make a fundamental impact for our cancer fighters, caregivers, mentor angels, and donors: ensuring that no one faces cancer alone.

In fiscal year 2013, we welcomed a new Board of Directors. This group is comprised of top leaders in their industry, a distinguished group that advises the organization at the highest level.

Our Program Team grew from two to four full-time Cancer Support Specialists providing friendly and efficient customer service to our Mentor Angels and Support Seekers. Policies and procedures have been designed to improve the integrity of the program and to allow for quick yet quality connections. We have made a concerted effort to grow our outreach into the cancer community by strengthening our relationship with cancer centers throughout the country.

We created innovative ways to enhance connections and support, harnessing social media to reach a growing audience, and engage them with targeted resources. As one of our core values we do not compete rather hug back, as we say. We continue to strengthen and expand our relationship among cancer partner organizations.

A new Chief Operations Officer, Hector Nunez, was brought in to create a three-year plan and implement with the new Development Team - to grow the organization into new markets and set record highs in connections.

And, with the generosity of donors at all levels — ranging from direct mail contributions to sponsoring our first formal event, Tuxes & Tees — raising more than \$819,000 to guide and grow our mission. Although down slightly from last year, largely due to change in staff structure, we anticipate greater growth in 2014.

Our vision of providing one-on-one support to all those affected by cancer will continue to move forward with continued determination and participation from you and the whole Imerman Angels community of volunteers, staff, and supporters.

Jonny Imerman

John May





2013

JAN

FEB

MAR

APR

MAY

JUN

JUL

AUG

SEP

OCT

NOV

DEC

2014

**THURSDAY, APRIL 11** 

6рт-9рт

**FOUNDERS** FIRED UP

**THURSDAY, APRIL 18**7pm-9pm

BLUE + WHITE PARTY

FRIDAY, JUNE 21

3RD ANNUAL

GOLF

OUTING

INAUGURAL
TUXES &
TEES BALL

A DAY WITH STANLEY

SUNDAY, OCTOBER 13
IMERMAN ANGELS
CHICAGO
MARATHON



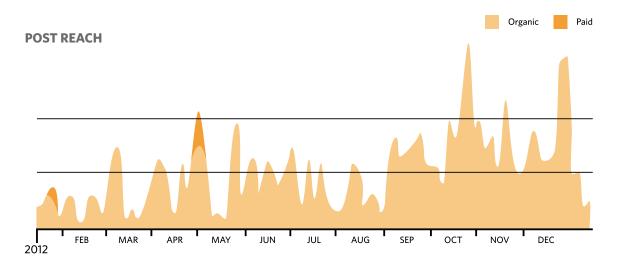


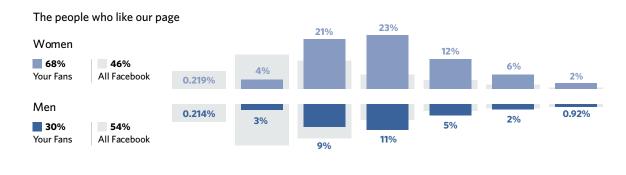
4 2013 Annual Report



**JAN 2013: LIKES = 13, 538 DEC 2013: LIKES = 16, 454**  2916

**NEW LIKES IN 2013** 





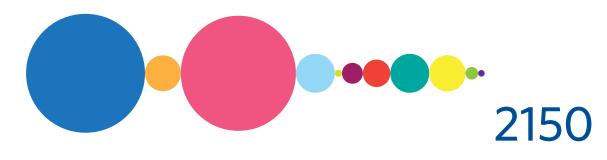
#### **FOLLOWER DEMOGRAPHICS**



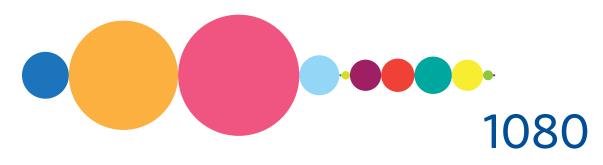




# 20**13**YEAR END NUMBERS



FIGHTERS MATCHED WITH MENTOR ANGEL (CONNECTIONS)



**TOTAL NEW MENTOR ANGELS** 

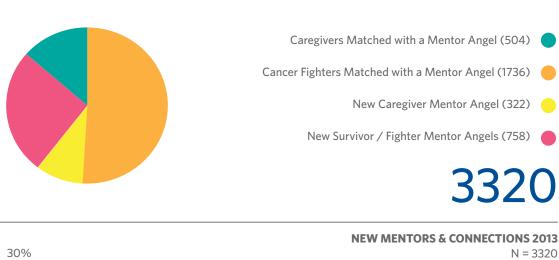
- Caregivers
- Survivor/ Fighter
- Females
- Males
- Under 18
- 18-24
- **25-34**
- **35-44**
- 45-54
- 55-64
- 65-74
- **75+**

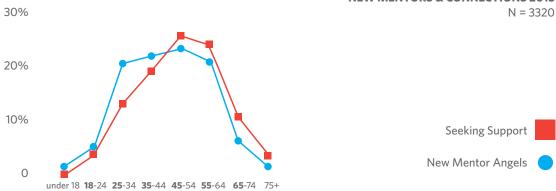
111

**CANCER TYPES MATCHED** 

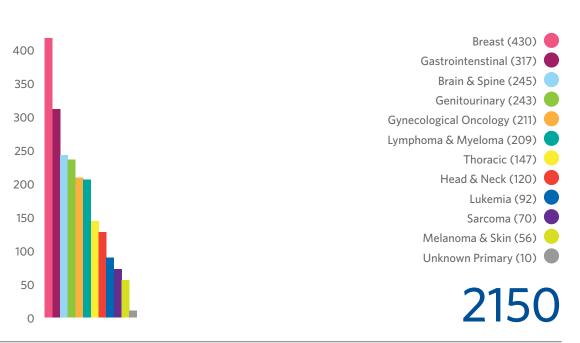
35

**COUNTRIES WITH CONNECTIONS** 









CANCER CATEGORIES SERVED IN 2013 N = 2150 CONNECTIONS



#### FOUNDERS FIRED UP + BLUE & WHITE PARTY

Our annual events to help spread awareness about Chicago non-profits took place on **Thursday, April 11** (6pm-9pm), and **Thursday, April 18** (7pm-9pm), at John Barleycorn in River North. The Founders Fired Up event educates and informs its guests about the non-profit organizations in the city and encourages guests to get involved. Twelve speakers from area organizations had the opportunity to address the guests and the event emcee was our own Jonny Imerman. Featured guests included: Chicago Bears' player Israel Idonije, founder of the Israel Idonije Foundation, and Lindsay Avner, CNN Hero and founder of Bright Pink.

At the annual Blue & White Party, we revealed the total number of cancer support matches Imerman Angels has made since our inception in 2006. We have reached all fifty states and more than 60 countries worldwide. This event **raised \$22,654 and welcomed over 300 guests.** 

#### 3RD ANNUAL GOLF OUTING

On **Friday, June 21, 2013**, we hosted our third annual Golf Outing at the Lost Marsh Golf Course in Hammond, Indiana. The event included a pre-round breakfast followed by 18 holes on the Lost Marsh course. Festivities continued with a post-course luncheon and silent auction and award ceremony, where guests had the opportunity to bid on all-inclusive golf and vacation packages.

#### **TUXES & TEES BALL**

On **Saturday, September 28, we raised \$130,000** at our very first Tuxes & Tees Ball, held at the Roosevelt University Ballroom. This was a semi-formal event where men wore their favorite Imerman Angels t-shirt under suit or tuxedo jackets, while women wore cocktail attire. Ryan Chiaverini served as the emcee for the evening and Dina Bair, WGN TV Midday News Anchor and Medical Reporter, led a live auction. An intimate account of her own battle with cancer was shared by Pam Paziotopolous, a two-time survivor. Champion Sponsors for the event included The Cancer Treatment Centers of America, L&W Supply Corporation, Montessori Academy of Chicago and Sound Investment AV. Mitchell's Ice Cream and Candies provided a full spread of desserts for the guests.

2013 JAN FEB MAR APR MAY

JUN

A DAY WITH STANLEY

On **Sunday, September 29, 2013**, at the Hard Rock Cafe, attendees were invited to pose with the original Stanley Cup trophy in support of Imerman Angels. Stan Bowman, the Vice President and GM of the Chicago Blackhawks, and new Imerman Angels board member, hosted the event.

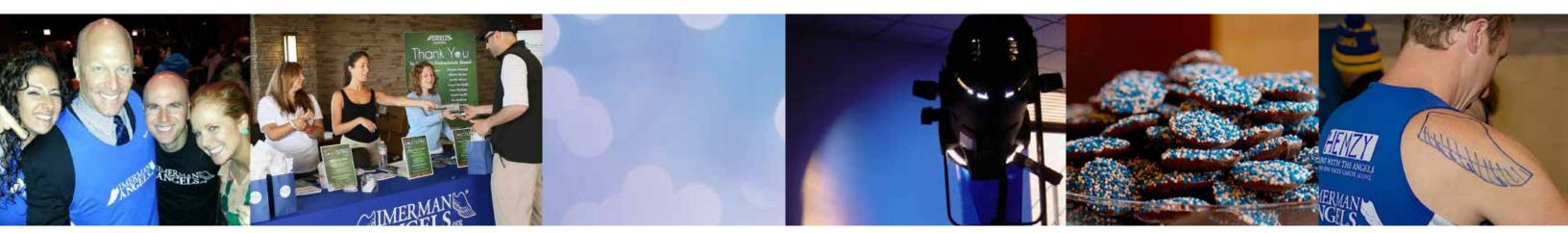
#### CHICAGO WOLVES

In **October of 2013**, we were thrilled to announce our partnership with the Chicago Wolves. This partnership strengthened the desire of both our organizations to support cancer fighters, survivors, and caregivers. The Chicago Wolves were named our charity partner for the 2013-14 season, continuing their long history of support for Chicago non-profit organizations.

#### IMERMAN ANGELS CHICAGO MARATHON

We are so proud of and grateful for all the members of Team Imerman Angels! The 90 member team for the 2013 Bank of America Chicago Marathon was led by first time marathon runner Khitam Masoud and together they **raised \$150,000 in funds to benefit the mission of Imerman Angels.** 

JUL AUG SEP OCT NOV DEC 2014





"I always thought that breast cancer was something that older women got (so) it was great to have a Mentor Angel who was a similar age as I was and who had a very similar diagnosis and had pretty much the same treatment that I was having."

- Jana, Stage 2 Breast Cancer Survivor/Fighter/Mentor Angel



"I can say (to cancer fighters): hey, I'm alive. I'm here. I've had what you've had. I have what you have. I'm still here. And you can be here too. And that is just so gratifying."

- Donna, Stage 4 Lung Cancer Survivor/Fighter/Mentor Angel



"Because you are talking to somebody who has been in your shoes.Somebody who has been there. Somebody who has walked that walk."

- Jim, Stage 3 Colorectal Cancer Survivor/Fighter/Caregiver Mentor Angel



"Imerman Angels provided me with this amazing Mentor Angel, Sara. She had went through Hodgkin's Lymphoma when she was going through college just like me. She told me that it was going to be okay."

- Vanessa, Stage 4 Hodgkin's Lymphoma Survivor/Fighter/Imerman Angels Cancer Support Specialist

#### JONNY IMERMAN

Co-Founder & Chief Mission Officer

#### **JOHN MAY**

Co-Founder Board Chair

#### ANDREW SIEJA

Founder and CEO of kCura

#### **BEN BORNSTEIN**

President at Prospero Capital Management and Portfolio Manager of Beaumont Fund, LP

#### **BEN WEPRIN**

President of AJ Capital Partners

#### **BRANDON CRUZ**

Founder, Chairman & President of Go Health

#### CARL ALLEGRETTI

Chairman & CEO of Deloitte Tax LLP

#### CHRISTOPHER SITZER

CEO of Hegele Logistics LLC

#### DAVID ZIMMER

President & Owner, Fleet Feet Sports

#### DR. CARALYNN NOWINSKI

Associate Vice President for Innovation & Economic Development at the University of Illinois

#### DR. GREG ROSLUND

Vice-Chairman of Department of Emergency Medicine at St. Joseph's Medical Center in Northern Indiana

#### DR. JASON CANNER

Pediatric Oncologist at Advocate Hope Children's Hospital

#### **HOWARD TULLMAN**

Chairman & CEO of Tribeca Flashpoint Media Arts Academy and Managing Partner of Chicago High Tech Investment

#### I AN SHALIT

Founder and Managing Member at Consolidated Training LLC

#### **JUSTIN GERNOT**

Regional Account Executive NetApp

#### LAWRENCE WEINER

Partner at Laner Munchin Ltd

#### MARK GRAF

Chief Financial Officer & Executive Vice President, Discover Financial Services

#### **MATT MATROS**

Founder & CEO, Protein Bar

#### NIMESH JHAVERI

Divisional Vice-President, Walgreens

#### NINA NASHIF

Managing Director, Sandbox Industries

#### **NOEL SMITH**

Retired Managing Partner, Third Millenium

#### **RAJ VOHRA**

Director, Private Funds Group

#### RYAN McCAIN

Founder & Managing Partner, KMG Private Wealth Management and KMG Accounting

#### **SANJAY TOLIA**

Managing Partner, Bengal Capital

#### STAN BOWMAN

Vice President and General Manager, The Chicago Blackhawks

#### STEPHEN LEE

Co-Founder & COO, Forty4 Asset Management and COO, Hard Eight Holdings

#### **VINAY TOLIA**

Managing Partner, Bengal Capital

# 20**13**MAJOR GIFTS

Imerman Angels considers all donations critical. Below you will find the list of major gifts which are defined by a value equal to \$350 or higher, the cost to connect a cancer fighter or caregiver to a Mentor Angel. We sincerely regret any omissions or errors.

Gregory Roslund

\$20,000+

Celgene Corporation
Galen Healthcare Solutions, Inc.
Genentech

\$10,000-\$19,999

Acheson Family Foundation Andrew Sieja Avenair Cancer Treatment Centers of America L&W Supply Corporation Walgreens Corporation

\$7,500-\$9,999

Hegele Logistic, LLC KMG Wealth Management LLC

\$5,000-\$7,499

Chicago Blackhawks
Chicago Wolves Charities
Dew Foundation
Flo & Santo's
Jared Gladstone
JWL Foundation
Kids II Foundation Inc.
Mark Graf
Michael Fosnaugh
Nicole Cooper Foundation
Robert Melman
Sigma Tau Pharmaceuticals

The Bill Bass Foundation

\$2,500-\$4,999

Brian Morgan
Brown Brothers Harriman & Co.
Coree Thomas
Family Foundation
Justin Ishbia
Montessori Academy of Chicago
Peter and Thalia Anest
Ogden Ave School
Rajan Vora
Rupert Williams
Ryan McCain
Sanjay Tolia

Vinay Tolia

12 **2013** Annual Report

Walter Lakomy

Koya Law LLC
Kristie Paskvan
Northwestern University
Parliament
Sol R. Kaufman Foundation
Starbucks Coffee Company
The Coleman Foundation
The Frey Foundation
The Livestrong Foundation
The Seligman Family Foundation
The University of Chicago Medical Center

\$1,000-\$2,499

Aaron King
Adam Levy
American Society for Radiation Oncology
Andrew Magliochetti
Annette Mueller
Beaverkill Foundation Inc
Benjamin Bornstein
Benjamin Milde
Brennan Hughes
Brent Smyth

Charles and Lynn Schusterman Family Foundation

Closerlook, Inc.
Courtney Walsh
Dana Thompson
Fair Oaks Farms Brands, LLC
Gregory Tong
Golub & Company of IL, LLC
Helen Liggett
Howard and Geraldine
Isabelli Media Relations LLC

Jeff Willinger
Jeffrey Bronswick
Jeffrey Imerman
Joe Kelly
JustGive
Keith Bowersox

Brian Barkley

KPMG Knaack Foundation Lee Golub

LPL Financial Loyola Academy Maria Giordano

Marnie DiCristi Michael Leyva Paul Torres

Ranbir Singh Shelley Piontek Salesforce

Spencer Larkin Tony Hebden

TTX Company Tyler Mansfield Valerie Nowinski

Wendy Dulak William Green \$351-\$999

The Chicago Community Foundation

BlackRock Financial Management, Inc

Jewish Federation of Metropolitan Detroit

Michael & Elaine Serling Philanthropic Fund

Richard C. and Margaret V. Romano

Charitable Trust UA DTD

Schwab Charitable Fund

The Allstate Foundation

Swett & Crawford

Thomas Albrecht

Thomas Schmidt

Steven & Kathleen Jennings

Westlake Reed Leskosky LTD

Citizen Yoga, LLC

Craig Donnewald

Elisabeth Williams

Guillermo Delgado

Howard Tullman

James Rosten

Jessica Ludwig

Ken Kailir

Mindy Peder

Nance Crosby

Robert Tucke

Ross Crowe

Fidelity Charitable Fund

Fidelity Charitable Gift Fund

Henry Ford Health System

Stephanie Shack LTS Chicago Jason Kovalcin Nicole Recine Sound Shore Liquor Pantry LLC Sheena McKinney Joseph Benjamir Ostrow Reisin Berk & Abrams, Ltd Auerbach Philin James Shanahan United Way of Metro Chicago Flex Watches, Inc Gene Walchirk Matt Matros Rucker Home & School Club Stephen Johnson Ryan Miller Antique Taco Christopher Pilat Old Town Market, LLC Michael Dor Flirt Communications Julie Steffen Chad Marshal Jonathon Nagle Corenet Global Chicago Chapter Arlene Bronstein David Wolf John Glassgow Katie Donnewald Mark Morris Patrick McGrath

Raymond M. Stout Robert R. McCormick Foundation Dave 7immer **Grant Thornton International** Brian Gilmartin Christian Chenoweth John Potterton Fric Pankowski Esther Barron Leo Burnett Company Charitable Foundation Linda Rivard Nicholas Ivey Kait Behan Roxanne Pilat Phil Hoffer River North LLC Daniel Noyce **Conquer Cancer Foundation** Greg Tong The Scout W H Chicago Inc Robert Staky Allison Mecher 5AM Ventures Aaron Klein Aaron Wahls Anita Kalhan Barbara Bennett Bobby Weil **Brad Carpenter** Caralynn Nowinski Claudia Krueger CME Group Community Foundation Daniel & Maria Hopp David Weiss Devin Huber Edna Ho Edward Adelson Erin Smith Francee Ford Fred Levin George Houlihan Georgina Bissell Giving Tree Associates Greater Green Bay Community Foundation, Inc Gurdon Smith Guy Comer Henry Crown and Company Ian Kernan Ilan Shalit Iris Nicholaichuk Jason Davis Jim Koliatsis Joe Benjamin John Oppenheimer Josh Aling Joy Posoli Lawrence Weiner Marina Nashif Mark Burno Mark Solkowski Martha Connell Michael Corridan Michelle Chiu

Ralph F. Del Monico

Randy Hebert

Robert J Graves

Imerman Angels Imerman Angels 2013 Annual Report 13

2012

248, 075

8, 333

15, 000

4, 983

\$276, 391

1, 021, 266

4, 623

\$1,302,280

## 2013 **MAJOR GIFTS**

#### cnt'd

Shelley Fagel Skanska USA Building Inc.

Stephen George

Stericycle

Susan Freedman Design

The Custom Companies The Katherine Estes Rogers Foundation

Theresa Lassa

Thomas Muscarella

Thomas Walsh

William & Jane Kanan

William Barry

William Kostka

Nancy Arnold

Jones Lang LaSalle Americas

Daniel J. Holland

Marci Marshall

Margaret Ann Alexander Nancy Glickman

Tom Roessler

Carl Allegretti

Stan Dee

Microsoft Matching Gifts Program

Teri Stout Robert Krueger

Jim Theologes

Collin Mckenna

Andrea Benn

Ashley Eleen Beirne Geoffrey Fleming

Megan Hughes

Njazi Salihu Patrick Morris

Red Frog Events, LLC

Mindie Kaplan

Bret Brania Anjali Pandit

Michael Jerbich

Donna Yormark

Merchant Giving Project Frank Myers

Heather Hoskin Heidi Gerhardt

Jack Smith

Jane Saccaro Jessica Sims

Judy Martens Justin Michna

Katherine Cordtz

Kris Carlson

Lesley Hoopes

Martin & Mary O'Connor Maureen McNaney

Melanie Giglio-Vakos Merck Partnership Giving

Michael Kolodny

Michael Mok

Michelle Kemp

Russ Naumenko

Samantha Herink

Stephanie Jennings Steven Korol

The GE Foundation

WERQ Fitness LLC

# \$350 one match

Ari Mark

Benjamin Wineman Buffalo Grove High School

ChrisAnn Richards

Dave Fitchett

David Choi David Ricci

David Roatch

David Shank

Dipul Patadia Donald and Anastatia McCann

Eric Mazur

Garret Weston

	20 <b>13</b>
STATEMENT OF FINANCIAL POSITION	
ASSETS	
Current Assets Cash & Cash Equivalents Program Service Fees Receivable - Net Prepaid Expenses Security Deposit	126, 351 5, 833 19, 460 4, 095
Total Current Assets	\$155, 738
Investments at Fair Value (Restricted Assets)	949, 720
Property & Eqipment, Net of Accumulated Depreciation and Amortization	31, 473
TOTAL ASSETS	\$1, 136, 932

### LIABILITIES AND NET ASSETS

Current Liabilities		
Accounts Payable	7, 737	26, 588
Accrued Liabilities	10, 274	
Deferred Revenue	25, 000	
<b>Total Current Liabilities</b>	43, 011	26, 588

Noncurrent Liabilities		
Deffered Rent	27, 168	
Total Liabilities	70, 179	26, 588

**2013** Annual Report 15 Imerman Angels Imerman Angels

	20 <b>13</b>	2012		20 <b>13</b>	2012
Net Assets Unrestricted Temporarily Restricted Permanently Restricted  Total Net Assets	117, 033  949, 720 <b>1, 066, 753</b>	259, 494 16, 198 1, 000, 000 <b>\$1, 275, 692</b>	CASH FLOWS FROM INVESTING ACTIVITIES Purchase of fixed assets Proceeds from sale of investments	(3, 867) 5, 067	 
TOTAL LIABILITIES & NET ASSETS	\$1, 136, 932	1, 302, 280	Net Cash Flows Provided by Investing Activities	1, 200	
STATEMENTS OF CASH FLOWS  CASH FLOWS FROM OPERATING ACTIVITIES			CASH FLOWS FROM FINANCING ACTIVITIES Cash transfers from endowment fund  NET (DECREASE) INCREASE IN CASH & CASH EQUIVALENTS	125, 000 (121, 724)	15, 000 159, 673
Net (Descrease) Increase in Net Assets Adjustments to Reconcile Increase  Net Assets to Net Cash Provided by	(208,939)	174, 340	CASH & CASH EQUIVALENTS - BEGINNING OF THE YEAR	248, 075	88, 402
(used in) Operating Activities  Depreciation  Deferred Rent	8, 979 (4, 794)	10, 513	CASH & CASH EQUIVALENTS - END OF THE YEAR	\$126, 351	248, 075
Not realized and unrealized gain on investments Contribution of marketable securities Payment of fees from investment account Decrease (increase) in accounts receiveable (Increase) in prepaid expense Decrease in security deposits	(68, 596)  10, 074 2, 500 (4, 460) 888	(39, 232) (5, 079) 8, 045 (6, 480) (15, 000)	SUMMARY DISCLOSURE OF NON-CASH INVESTING ACTIVITY  Tenant provided leasehold improvements	\$31, 962	
(Decrease in security deposits (Decrease) Increase in accounts payable Increase in deferred revenue Increase in accrued rent  Net Cash Flows (used in) Provided by	(18, 851) 25, 000 10, 274	 17, 566  			
Operating Activities	247, 924	144, 673			

# 20**13 FINANCIALS**

	20 <b>13</b>	2012		20 <b>13</b>	2012
STATEMENTS OF ACTIVITIES			TOTAL REVENUE &		
& CHANGES IN NET ASSETS			OTHER SUPPORT	754 040	000 554
			Unrestricted Temporarily Restricted	751, 213 	838, 551
REVENUES & OTHER SUPPORT			Permanently Restricted	68 596	39, 245
Contributions			Total	910 900	977 706
Unrestricted	679, 372	788, 551	iotai	819, 809	877, 796
Temporarily Restricted					
Permanently Restricted			EXPENSES		
Total	679, 372	788, 551			
			Programs		
rogram Service Fees			Unrestricted	622, 412	472, 812
Unrestricted	71, 841	50, 000	Temporarily Restricted		
Temporarily Restricted			Permanently Restricted		
Permanently Restricted			Total Programs	622, 412	472, 812
Total	71, 841	50,000			
			General & Administrative		
nvestment Income			Unrestricted	68, 515	50, 918
Unrestricted			Temporarily Restricted		
Temporarily Restricted			Permanently Restricted	10, 074	8, 047
Permanently Restricted	22, 629	21, 182	Total General & Administrative	78, 589	58, 965
Total	22, 629	21, 182			
			Development		
iain on Sale of Securities			Unrestricted	327, 747	171, 679
Unrestricted			Temporarily Restricted		
Temporarily Restricted			Permanently Restricted		
Permanently Restricted	12, 977	4, 078	Total Development	327, 747	171, 679
Total	12, 977	4, 078			
			TOTAL EXPENSES		
Net Unrealized Appreciation on Investments			Unrestricted	1, 018, 674	695, 409
Unrestricted			Temporarily Restricted		
Temporarily Restricted			Permanently Restricted	10, 074	8, 047
Permanently Restricted	32, 990	13, 985	•		
Total	32, 990	13, 985	Total	\$1, 028, 748	\$703, 456
					· · · ·
ual Report		Imerman Angels	Imerman Angels		<b>2013</b> Anr







## **OUR MISSION**

To provide FREE personalized connections that enable one-on-one support among cancer fighters, survivors, and caregivers.

## **OUR CORE VALUES**

These are the operating philosophies and principles that guide our internal conduct as well as our relationship with the outside world.

#### MISSION FIRST, PEOPLE FIRST

We focus on profoundly impacting those touched by cancer through delivery of our mission.

#### **CREATE AWARENESS AND INSPIRATION**

The more people that know about our mission and service, the more people we can help and inspire.

#### **FUNDRAISING AS MISSION FOCUSED**

While personalized one-on-one cancer support always remains the primary focus, fundraising is essential to ensure we maintain ample resources to carry out our mission.

#### **CREATE COMMUNITY**

We strive to be inclusive, to build long-term relationships and to treat everyone with empathy and compassion.

#### **BUILD ALLIANCES WITH EVERYONE**

We are happy to share and help any good cause. We don't compete - we just hug back!

#### STAY RELAXED, LAID BACK AND HAVE FUNNNNNNNNN!

While the work we do is serious, there's a joy and fulfillment in making an impact in people's lives.

#### STAY INNOVATIVE AND ALWAYS IMPROVE

We believe in excellence and must never settle for being "good enough." We set and exceed our own high standards in order to best help those touched by cancer.

#### BE HUMBLE

Cancer is an equalizer. There's no room for ego in the cancer fight.



Connecting Cancer Fighters, Survivors & Caregivers