POWERFUL BREAKTHROUGHS

2020 Annual Report
MISSION

To bring hope to cancer patients through innovative clinical trials while advancing treatment for patients in the future.
A MESSAGE FROM THE CHAIRMAN OF THE BOARD

BY THE NUMBERS

FINANCIALS

DONOR IMPACT
A MESSAGE FROM ROY LAMKIN
Chairman of the Board

Expanding Our Ability to Provide HOPE to Cancer Patients
Now and In the Future

In 2020 our dedicated team of professionals fought through the limitations and risks of the pandemic to successfully offer substantially more trials to more patients than ever in our history. By continuously focusing on our safety standards and working closely with pharmaceutical firms to be nimble and innovative, our team was able to provide uninterrupted care to existing and new cancer patients while many universities and independent cancer research centers had to curtail or even stop offering current or new treatments.

Led by the close coordination between our executive team and the board, we have continued to strengthen our ability to respond to opportunities. Operationally and financially, we have refined our ability to maximize the impact of philanthropic gifts to enable us to provide more trials to more patients in an industry-leading turnaround time. In direct support of this, EVERY Board member is directly involved on at least one of our board committees and is an active donor and passionate about our Mission of providing HOPE to cancer patients.

Organizationally, our team is experienced, dedicated, and committed to continuously improving our ability to be responsive and effective in providing the right trials to a broad array of patients. As we enter 2021, we look forward to an era of expanded opportunity to provide HOPE to more cancer patients throughout the metroplex and beyond. Achievements in 2020 have strengthened Mary Crowley’s ability to offer HOPE to more patients, in more locations, in both organ-specific and genomic trials, than ever before.

I encourage you to learn more about Mary Crowley and to explore what Mary Crowley is doing to “bring HOPE to cancer patients through innovative clinical trials while advancing treatment for patients in the future.”

Roy Lamkin
BREAKTHROUGHS

BY THE NUMBERS

OVERALL CANCER DEATH RATES DECLINE

FROM 1991-2018 CANCER DEATH RATES DROPPED BY 31% \(^1\)

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US ADULTS AND CHILDREN ARE CANCER SURVIVORS \(^1\)

16,900,000+

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745
# OF CLINICAL TRIALS CONDUCTED 1997-2020

7363
# OF PATIENTS ENROLLED 1997-2020

111
YEARS OF EXPERIENCE ACROSS MCCR INVESTIGATORS

18
FDA-APPROVED CANCER DRUGS STUDIED AT MARY CROWLEY

1. BAVENCIO
2. ROZLYTREK
3. LIBTAYO
4. CABOMETYX
5. LYNPARZA
6. NINLARO
7. PROVENGE
8. YERVOY
9. IMLYGIC
10. CAMPOSTAR
11. IMFINZI
12. PEMAZYRE
13. SOTORASIB
14. NIRAPARIB
15. TAZEMETOSTAT
16. ABEMACICLIB
17. LENVIMA
18. YONDELIS

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TOP TEN TUMOR TYPES TESTED
AT MARY CROWLEY

1. COLON & RECTAL
2. PANCREATIC
3. NON-SMALL CELL LUNG
4. OVARIAN
5. PROSTATE
6. ENDOMETRIAL
7. SARCOMA
8. CERVICAL
9. CHOLANGIOCARCINOMA
10. SMALL-CELL LUNG

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130
FIRST IN HUMAN TRIALS CONDUCTED AT MARY CROWLEY

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450
NEW PATIENT REFERRALS

3030+
PATIENT VISITS IN 2020

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MARY CROWLEY CANCER RESEARCH
MARY CROWLEY MEDICAL RESEARCH CENTER AND AFFILIATES
CONSOLIDATED STATEMENT OF FINANCIAL POSITION

As of December 31, 2020 and 2019

<table>
<thead>
<tr>
<th>Assets</th>
<th>2020</th>
<th>2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Current Assets</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash and cash equivalents</td>
<td>$3,974,872</td>
<td>$2,944,760</td>
</tr>
<tr>
<td>Investments in securities</td>
<td>1,496,579</td>
<td>1,375,415</td>
</tr>
<tr>
<td>Accounts receivable</td>
<td>5,950,044</td>
<td>4,293,161</td>
</tr>
<tr>
<td>Contributions receivable</td>
<td>72,175</td>
<td>74,675</td>
</tr>
<tr>
<td>Prepaid expenses &amp; other current assets</td>
<td>42,520</td>
<td>55,693</td>
</tr>
<tr>
<td>Total current assets</td>
<td>11,536,190</td>
<td>8,743,704</td>
</tr>
<tr>
<td>Property and Equipment (Net)</td>
<td>201,758</td>
<td>249,164</td>
</tr>
<tr>
<td>Other Assets</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Deposits</td>
<td>30,432</td>
<td>30,432</td>
</tr>
<tr>
<td>Total Other Assets</td>
<td>30,432</td>
<td>30,432</td>
</tr>
<tr>
<td>Total Assets</td>
<td>11,768,380</td>
<td>9,023,300</td>
</tr>
</tbody>
</table>

Liabilities and Net Assets

<table>
<thead>
<tr>
<th>Liabilities and Net Assets</th>
<th>2020</th>
<th>2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Current Liabilities</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Accounts payable</td>
<td>533,726</td>
<td>799,235</td>
</tr>
<tr>
<td>Accrued expenses</td>
<td>717,191</td>
<td>336,390</td>
</tr>
<tr>
<td>Contract liabilities</td>
<td>68,469</td>
<td>276,706</td>
</tr>
<tr>
<td>Total current liabilities</td>
<td>1,319,386</td>
<td>1,412,331</td>
</tr>
<tr>
<td>Long Term Liabilities</td>
<td></td>
<td></td>
</tr>
<tr>
<td>SBA loans</td>
<td>10,000</td>
<td></td>
</tr>
<tr>
<td>Total liabilities</td>
<td>1,329,386</td>
<td>1,412,331</td>
</tr>
<tr>
<td>Net Assets</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Without donor restrictions</td>
<td>8,582,949</td>
<td>5,777,969</td>
</tr>
<tr>
<td>With donor restrictions</td>
<td>1,856,045</td>
<td>1,833,000</td>
</tr>
<tr>
<td>Total net assets</td>
<td>10,438,994</td>
<td>7,610,969</td>
</tr>
<tr>
<td>Total Liabilities and Net Assets</td>
<td>11,768,380</td>
<td>9,023,300</td>
</tr>
<tr>
<td>SUPPORT AND REVENUE</td>
<td>Without Donor Restriction</td>
<td>With Donor Restriction</td>
</tr>
<tr>
<td>---------------------</td>
<td>---------------------------</td>
<td>------------------------</td>
</tr>
<tr>
<td></td>
<td>2020</td>
<td>2019</td>
</tr>
<tr>
<td>Revenue from contracts with customers</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Research revenue</td>
<td>$10,102,994</td>
<td>$831,744</td>
</tr>
<tr>
<td>Contributions and grant revenue</td>
<td>233,703</td>
<td>705,637</td>
</tr>
<tr>
<td>Interest income</td>
<td>33,322</td>
<td>-</td>
</tr>
<tr>
<td>PPP Loan</td>
<td>1,237,000</td>
<td>1,237,000</td>
</tr>
<tr>
<td>Realized gain on investments</td>
<td>20,431</td>
<td>-</td>
</tr>
<tr>
<td>Unrealized gain (loss) on investments</td>
<td>85,611</td>
<td>-</td>
</tr>
<tr>
<td>Net assets released from restrictions</td>
<td>1,514,336</td>
<td>(1,514,336)</td>
</tr>
<tr>
<td><strong>Total support and revenue</strong></td>
<td>13,227,397</td>
<td>23,045</td>
</tr>
</tbody>
</table>

**OPERATING EXPENSES:**

<table>
<thead>
<tr>
<th>Program</th>
<th>Without Donor Restriction</th>
<th>With Donor Restriction</th>
<th>Total All Funds</th>
</tr>
</thead>
<tbody>
<tr>
<td>Program</td>
<td>2020</td>
<td>2019</td>
<td>2020</td>
</tr>
<tr>
<td>Medical &amp; research</td>
<td>8,072,388</td>
<td>-</td>
<td>8,072,388</td>
</tr>
<tr>
<td>General &amp; administrative</td>
<td>1,965,576</td>
<td>-</td>
<td>1,965,576</td>
</tr>
<tr>
<td>Fundraising</td>
<td>389,257</td>
<td>-</td>
<td>389,257</td>
</tr>
<tr>
<td><strong>Total operating expenses</strong></td>
<td>10,427,221</td>
<td>-</td>
<td>10,427,221</td>
</tr>
</tbody>
</table>

Changes in net assets from operations

<table>
<thead>
<tr>
<th>Other income (expense)</th>
<th>Without Donor Restriction</th>
<th>With Donor Restriction</th>
<th>Total All Funds</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2020</td>
<td>2019</td>
<td>2020</td>
</tr>
<tr>
<td>Changes in net assets from operations</td>
<td>2,800,176</td>
<td>23,045</td>
<td>2,823,221</td>
</tr>
<tr>
<td>Other income (expense)</td>
<td>4,804</td>
<td>-</td>
<td>4,804</td>
</tr>
</tbody>
</table>

**INCREASE (DECREASE) IN NET ASSETS**

<table>
<thead>
<tr>
<th>NET ASSETS, beginning of period</th>
<th>Without Donor Restriction</th>
<th>With Donor Restriction</th>
<th>Total All Funds</th>
</tr>
</thead>
<tbody>
<tr>
<td>2020</td>
<td>5,777,969</td>
<td>1,833,000</td>
<td>7,610,969</td>
</tr>
</tbody>
</table>

**NET ASSETS, end of period**

| 2020                            | 8,582,949 | 1,856,045 | 10,438,994 | 7,610,969 |
Donor Spotlight: Pushing Hope
*Annual Marine Industry Charity Tournament*

Each year, a big pink barge catches everyone’s eye as it makes its way up and down the Mississippi River. Painted a bright, attention-grabbing pink, there is no missing its striking color as the Big Hope 1 glides through muddy waters. For Ceres Consulting LLC and Ceres Barge Line employee Vince Schu, that’s exactly the point.

In 2012, Vince came up with the idea for Ceres to support cancer research. Vince’s family had been deeply affected by cancer, as had many of his colleagues and friends in the barge industry. The Ceres team enthusiastically agreed, and they decided to paint a barge bright pink and name it Big Hope 1 to raise cancer awareness. Sherwin-Williams generously agreed to donate the signature bright pink paint, and Jeffboat Shipyard agreed to paint the barge. Thus, Ceres launched Big Hope 1, the big pink barge, to raise cancer awareness within the barge and towing industry.

“‘The marine industry is a group of individuals who do not sit back and wait for someone else to solve a problem. Instead, we take the problem on head first and try to tackle it with whatever resources we have available,’” Ceres Officers Mark Fletcher and Mark Mestemacher explain. “BIG HOPE 1 unites and rallies the inland river and coastal regions and affiliated industries in fighting a disease that strikes all ages, races and genders without remorse. This fundraising effort shows firsthand how that ‘can-do’ attitude can work toward a common good.”

In fact, Ceres goes beyond simply raising awareness by raising funds to support clinical trials at Mary Crowley Cancer Research. Each year, they host the Pushing Hope Annual Marine Industry Charity Tournament, a fun weekend featuring a seafood boil, golf tournament, softball and kickball tournaments, and a 5K Fun Run. Members of the barge industry all over the country gather in support of their family and friends who have been affected by cancer, while enjoying a chance to socialize with their associates.

Thanks to the generous efforts of Ceres and the rest of the barge industry, the Big Hope 1 initiative has raised almost $1.5 million since 2012. Mary Crowley is so grateful for their support, which has allowed us to open even more clinical trials and support countless patients. Because of Big Hope 1, new cancer treatments have been approved by the FDA and are now available to all cancer patients that were not available previously. Cancer patients have hope everyday thanks to Big Hope 1!
I wanted to take this moment to thank all of the wonderful donors that contributed to Mary Crowley Cancer Research in 2020. Even though we were all still in “pandemic mode”, we had a very good year due to your generosity. Events were not able to be held in person, but we still had support from you financially with our virtual events. As we look forward to 2022, we do have some exciting plans and hope you will participate in those.

As always, we could not do it without you. On behalf of the board, the staff, and most of all, the patients, THANK YOU! You are truly appreciated!

Deborah Montonen, CFRE
Vice President and Chief Development Officer

When I needed hope, Mary Crowley Cancer Research was there.

Judith Frye, Patient
OUR LEADERSHIP
Jon Friedenberg, Chief Executive Officer
Minal Barve, M.D., Executive Medical Director
James Strauss, M.D., Clinical Scientific Director
Deborah Montonen, CFRE, Vice President and Chief Development Officer
Jeanne Jones, RN, MSN, Vice President of Clinical Operations
Angela Ebel, Vice President of Budgeting
Jennifer Sala, MBA, Vice President of Compliance
Amber Craft, MBA, Vice President of Accounting

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Thomas B. Hoyt
Michael Kearins
Ashley E. Ross, M.D., Ph.D.
Mary Elizabeth Warner, J.D.

MEDICAL STAFF
Minal Barve, M.D., Executive Medical Director
James Strauss, M.D., Clinical Scientific Director
Reva Schneider, M.D., Physician Investigator
Jairo Olivares, M.D., Physician Investigator
Douglas Orr, M.D., Physician Investigator
Maurizio Ghisoli, M.D., Physician Investigator
Leah Plato, P.A., Associate Director of Clinical and Scientific Operations
Zoey Sayi, Nurse Practitioner
Jennifer Ashun, Nurse Practitioner

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