HELPING TODAY, Creating a Better Tomorrow
Every day, the Lupus Foundation of America rises to the challenge of a disease that devastates individuals and their families - often striking people in the prime of their lives. The focus of our work is clear – **to find answers about how and why lupus develops in order to stop it in its tracks, and ensure that people who are struggling now have the support and care they need.**

When Michelle’s daughter received a lupus diagnosis at age 15, she was scared and unsure of what to do. She reached out to our Health Educator Network for information about how to help her daughter deal with her diagnosis. Thanks to our team, she found the answers to her questions about medication, insurance and an impending move to college.

Your commitment to the Lupus Foundation of America makes it possible for us to be there for Michelle and the countless others who rely on us to provide caring support and expert advice. Your support also accelerates our national medical research efforts which seek to bring new advances to people sooner rather than later.

Thanks to you, we are funding cutting-edge research on a promising stem cell treatment that has the potential to revolutionize how lupus is treated. That’s just one area of research we’re advancing. This year, together with our advocates, we stimulated $13 million in new federal funds including another new source of research funding – a $5 million lupus-specific research program within the Department of Defense.

You have also made possible our newly launched web-based National Resource Center on Lupus. The Resource Center connects, empowers and educates anyone impacted by lupus. Whether they are patients, families, or health care professionals, the Resource Center provides them with trustworthy, reliable information and tools they need to navigate the complexities of this disease.

With your support, we continue to expand on our efforts to raise awareness and elevate the profile of lupus. This summer we are launching an awareness campaign aimed at helping young women receive a diagnosis faster so that their treatment can begin before the disease progresses.

Because of your commitment to the Lupus Foundation of America, we are making an impact today to meet the needs of people affected by lupus, while creating a better future for them and future generations.

Thank you for your continued support and generosity.

Sandra C. Raymond  
President and CEO

Conrad Gehrmann  
Chair, Board of Directors
OUR VISION IS A
Life Free of Lupus
TOGETHER, WE CAN
Solve the Cruel Mystery
OUR IMPACT TODAY, CREATING A BETTER FUTURE

Improving the design of lupus clinical trials and supporting faster delivery of new treatments.

Funded research that led to approval of the first-ever diagnostic test that provides a more accurate diagnosis for lupus.

Secured nearly $90 million in new federal funding for lupus research, professional training and education through our advocacy initiatives.

Funding potentially game-changing lupus research.

Our nearly decade-long commitment to stem cell research has led to a new, ground-breaking, first-of-its-kind phase II clinical trial of mesenchymal stem cells for the treatment of moderate to severe lupus.

Working with Dr. Diane Kamen at the Medical University of South Carolina and top lupus researchers across the country, Dr. Gary Gilkeson is researching a potentially life-saving treatment which uses stem cells to treat lupus. This type of treatment has been particularly effective in treating other illnesses like Parkinson’s disease, leukemia, heart diseases and multiple sclerosis. Research shows that stem cell infusions work well in treating people with lupus who have not responded well to other treatments. It needs to be proven in a clinical trial that these cells are a safe and effective treatment for lupus.

This clinical trial represents a major milestone in lupus that could diminish the long-term effects of lupus, help lower medication dosage, stop damage to vital organs, and ultimately save lives.

There has been only one drug ever developed specifically to treat lupus. It’s not enough.

“I have seen too many lives cut short by lupus. We have to do more.”

— Gary Gilkeson, M.D., Chair, Medical Scientific Advisory Council

Only one drug is available that was developed specifically to treat lupus. It took more than 50 years for a new treatment to be approved for lupus. We can’t wait another 50 years. This study provides hope for the future. If it proves to be successful, it will be added to our presently small arsenal of lupus treatments.
More than half of all individuals surveyed reported waiting six or more years for an accurate lupus diagnosis. We must get people diagnosed and treated earlier.

**Awareness is the first step.**

We are continually expanding our reach through in-person programs, social media platforms, websites, celebrity engagement and national multi-media awareness campaigns. Previous campaigns, such as the Ad Council’s “Could I have lupus?,” the “Help Us Solve the Cruel Mystery National Tour,” and most recently our multi-media KNOW LUPUS campaign have all helped drive an increase in public awareness of lupus and its impact on individuals and their families. All of these awareness efforts have laid the foundation for our new campaign launching in the summer of 2017.

In partnership with the American College of Rheumatology, we are developing an awareness campaign designed to reach young Latina and African-American women – two audiences at greatest risk for the disease. The *Be Fierce. Take Control.* campaign is supported by a grant from the U.S. Centers of Disease Control and Prevention and is designed to raise awareness of the signs and symptoms of lupus, and empower individuals with the necessary resources and next steps to take if lupus is suspected.

**Ultimately, we want to ensure people receive a timely diagnosis so they can receive treatment earlier and reduce the long-term effects of the disease.**

---

**OUR GOAL:**

**REDUCE THE TIME to diagnosis.**

---

**OUR IMPACT TODAY, CREATING A BETTER FUTURE**

**KNOW LUPUS**, our national multi-media campaign continues to educate people about lupus and its impact, has resulted in more than **$31 million in donated media** and **839 million impressions**.

Launched the **World Lupus Federation**, a coalition of more than 200 lupus organizations around the globe.

Expanded our reach by exceeding more than **eight million visits to lupus.org** and growing our **social media followers to more than 250,000**.

“**The Be Fierce. Take Control.**” campaign will help raise awareness and understanding of lupus signs and symptoms among those at risk and may result in earlier diagnoses and treatment.”

— **Margaret Kaniewski, Centers for Disease Control and Prevention**
Generous donors fuel our efforts toward our vision of a life free of lupus. We can’t do it without you.

Iris Petrillo knows lupus well. Too well.
She was diagnosed with lupus at age 27. Her mother and aunt died of lupus. She also has a cousin living with lupus related kidney disease.
Iris decided that she had to do something in the fight against lupus. That’s why she started the Hudson Valley Lupus Walk in Newburgh, N.Y. She set up a Make Your Mark™ donation page on the Foundation’s website, and in two years she and her committee have raised more than $30,000 to support the Lupus Foundation of America. More than 200 walkers came out last year on a cold, drizzly October day to support her efforts.
Thanks to Iris and her dedicated committee of family and friends, people with lupus in the greater Newburgh area know that they are not alone and that the Lupus Foundation of America is there to help them.
The Hudson Valley Lupus Walk is just one example of people getting personally involved. It’s because of the hundreds of thousands of people across the country like Iris that we are getting closer to our vision of a life without lupus.

We thank Iris and the thousands like her across the country who are part of our family.
A one-stop resource for all things lupus.

In 2016, we conducted a National Needs Assessment on Lupus to take a broad, yet in-depth look at the very specific needs and wants of the diverse lupus patient, caregiver and health care professional communities. Listening to what people with lupus were telling us, we created the National Resource Center on Lupus – a one-stop resource for all things lupus.

The National Resource Center on Lupus aims to connect, empower and educate those whose lives are impacted by this devastating and unpredictable disease by providing trustworthy, reliable and high-quality resources, programs and emotional support services.

We developed more than 600 medically-reviewed resources in English and Spanish about all aspects of lupus. New content is added on a regular basis and will be developed in response to the needs of the lupus community. Children and teens with this disease will find specialized content created just for them based on their input and unique perspectives.

The National Resource Center on Lupus furthers our commitment to provide ALL people impacted by this disease whether they are a patient, caregiver or health care professional, with the information and resources they need today, while we continue our efforts to advance lupus research and one day end the devastating impact of the disease.

“The New Resource Center on Lupus is fantastic. So many topics, in-depth information, from a source patients can trust.”

— University of North Carolina, Department of Medicine
The Lupus Foundation of America National Network is composed of affiliated chapters, regional offices and national support groups in communities throughout the United States. As a united force, we lead a nationwide movement to solve the cruel mystery of lupus and improve the quality of life for all people who suffer from its brutal impact.

DC/MD/VA Chapter
Washington, DC

Florida Chapter
Boynton Beach, FL

Georgia Chapter
Smyrna, GA

Greater Ohio Chapter
Brecksville, OH

Heartland Chapter
St. Louis, MO

Indiana Chapter
Indianapolis, IN

Iowa Chapter
Des Moines, IA

Lone Star Chapter
Dallas, TX

Mid-South Chapter
Nashville, TN

New Jersey Chapter
Springfield, NJ

Northeast Regional Office
New York, NY

North Carolina Chapter
Charlotte, NC

Pacific Northwest Regional Office
Seattle, WA

Philadelphia Tri-State Chapter
Jenkintown, PA

Texas Gulf Coast Chapter
Houston, TX

Utah Chapter
Salt Lake City, UT

Wisconsin Chapter
Milwaukee, WI
## STATEMENT OF ACTIVITIES FOR THE YEAR ENDED SEPTEMBER 30, 2016

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue and Support</td>
<td>$12,703,336</td>
</tr>
<tr>
<td><strong>EXPENSES</strong></td>
<td></td>
</tr>
<tr>
<td>Program Services:</td>
<td></td>
</tr>
<tr>
<td>Public Information and Education</td>
<td>4,258,392</td>
</tr>
<tr>
<td>Professional Relations and Education</td>
<td>561,529</td>
</tr>
<tr>
<td>Network Support and Services</td>
<td>2,372,088</td>
</tr>
<tr>
<td>Patient Education and Support</td>
<td>455,616</td>
</tr>
<tr>
<td>Research</td>
<td>1,507,764</td>
</tr>
<tr>
<td><strong>TOTAL PROGRAM SERVICES</strong></td>
<td><strong>9,155,389</strong></td>
</tr>
<tr>
<td>Supporting Services:</td>
<td></td>
</tr>
<tr>
<td>Management and General</td>
<td>830,519</td>
</tr>
<tr>
<td>Fundraising</td>
<td>2,613,491</td>
</tr>
<tr>
<td><strong>TOTAL SUPPORTING SERVICES</strong></td>
<td><strong>3,444,010</strong></td>
</tr>
<tr>
<td><strong>TOTAL EXPENSES</strong></td>
<td>12,599,399</td>
</tr>
<tr>
<td><strong>CHANGE IN NET ASSETS</strong></td>
<td>103,937</td>
</tr>
<tr>
<td><strong>NET ASSETS, BEGINNING OF YEAR</strong></td>
<td>3,940,187</td>
</tr>
<tr>
<td><strong>NET ASSETS, END OF YEAR</strong></td>
<td><strong>$4,044,124</strong></td>
</tr>
</tbody>
</table>

A complete copy of the audited financial statements is available online or upon request from the Lupus Foundation of America National Office by calling 202-349-1155 or writing to Lupus Foundation of America, 2121 K Street NW, Suite 200, Washington, DC 20037.
STATEMENT OF ACTIVITIES FOR THE YEAR ENDED SEPTEMBER 30, 2016

Revenue and Support $ 17,620,319

EXPENSES
Program Services:  
- Public Information and Education  6,179,940  
- Professional Relations and Education  607,758  
- Network Support and Services  2,292,421  
- Patient Education and Support  2,659,986  
- Research  1,549,543  

TOTAL PROGRAM SERVICES 13,289,648

Supporting Services:  
- Management and General  1,483,338  
- Fundraising  3,540,193  

TOTAL SUPPORTING SERVICES 5,023,531

TOTAL EXPENSES 18,313,179

CHANGE IN NET ASSETS (692,860)

TRANSFER OF NET ASSETS: DISAFFILIATED CHAPTERS 104,521

NET ASSETS, BEGINNING OF YEAR 7,207,183

NET ASSETS, END OF YEAR $ 6,618,844

A complete copy of the audited financial statements is available online or upon request from the Lupus Foundation of America National Office by calling 202-349-1155 or writing to Lupus Foundation of America, 2121 K Street NW, Suite 200, Washington, DC 20037.
**National Board of Directors & Management**

**OFFICERS**
Conrad Gehrmann, Chair  
Seattle, WA  
Carol Ann Petren, First Vice Chair  
Scottsdale, AZ  
Lynn Blandford, Treasurer  
Houston, TX  
Stephen Rabinowitz, Secretary  
New York, NY  
Peter M. Schwab, Immediate Past Board Chair  
Chicago, IL

Sandra C. Raymond  
President and Chief Executive Officer  
Washington, DC

Susan Manzi, M.D., M.P.H.  
Medical Director  
Pittsburgh, PA

Joan T. Merrill  
Chief Advisor, Clinical Development  
Oklahoma City, OK

**DIRECTORS**

Janine Allen, Newport Beach, CA  
Judy Barlin, Miami, FL  
Bridget Jordan Levy, Chicago, IL  
Phong Nguyen, Devon, PA  
Katherine A. Ruffatto, Arlington, VA  
Kathleen Ruiz, New York, NY  
Marjorie S. Susman, Chicago, IL  
Fran Tsimoyianis, New York, NY  
Hallie Vanderhider, Houston, TX

**MEDICAL SCIENTIFIC ADVISORY COUNCIL REPRESENTATIVE**

Gary Gilkeson, M.D., Charleston, SC

**COUNCIL OF PROFESSIONAL STAFF REPRESENTATIVE**

Annette Myarick, Jenkintown, PA

**NATIONAL COUNCIL REPRESENTATIVES TO THE BOARD**

Tamara Atkins, Houston, TX  
Marguerete A. Luter, Arlington, VA  
Joseph A. Arnold, Philadelphia, PA

**SENIOR MANAGEMENT**

Seung-Ae Chung, Chief Financial Officer  
Mary Crimmings, Vice President, Marketing and Communications  
Donna Grogan, Vice President, Development and Fundraising  
Leslie Hanrahan, Vice President, Education and Research  
Duane Peters, Sr. Director of Communications  
Jeanine Smith, Vice President, Network Development  
Patrick Wildman, Vice President, Advocacy and Government Relations

**Medical Scientific Advisory Council**

Gary S. Gilkeson, M.D., Chair  
Medical University of South Carolina  
David R. Karp, M.D., Ph.D., Vice Chair  
UT Southwestern Medical Center  
Joan T. Merrill, M.D., M.S.A.C.  
Ex-officio  
Oklahoma Medical Research Foundation  
Graciela S. Alarcón, M.D., M.P.H.  
University of Alabama at Birmingham  
Gerald B. Appel, M.D.  
Columbia University  
Cynthia Aranow, M.D.  
Feinstein Institute for Medical Research-NSLIJ  
Stacy P. Ardoin, M.D., M.H.S.  
The Ohio State University  
Anca Askanase, M.D., M.P.H.  
Columbia University  
Sasha R. Bernatsky, M.D., Ph.D., M.Sc.  
McGill University  
Hermine I. Brunner, M.D., M.Sc., M.B.A.  
Cincinnati Children’s Hospital Medical Center  
Eliza F. Chakravarty, M.D., M.S.  
Oklahoma Medical Research Foundation  
Gilda S. Cooper, Ph.D.  
U.S. Environmental Protection Agency  
Karen H. Costenbader, M.D., M.P.H.  
Harvard Medical School  
Maria Dall’Era, M.D.  
University of California at Los Angeles  
Mary Anne Dooley, M.D., M.P.H.  
University of North Carolina at Chapel Hill  
Andrew G. Franks, Jr, M.D.  
New York University School of Medicine  
Richard Furie, M.D.  
Hofstra North Shore LIJ School of Medicine  
Emily C. Baechler Gillespie, Ph.D.  
University of Minnesota  
Dafna D. Gladman, M.D.  
University of Toronto  
Jennifer M. Grossman, M.D.  
University of California at Los Angeles  
Bevra H. Hahn, M.D.  
UCLA David Geffen School of Medicine  
Kenneth C. Kalunian, M.D.  
University of California at San Diego  
Diane L. Kamen, M.D., M.S.C.R.  
Medical University of South Carolina  
Mariana J. Kaplan, M.D.  
National Institutes of Arthritis and Musculoskeletal and Skin Disease  
Mimi Kim, Sc.D.  
Albert Einstein College of Medicine  
S. Sam Lim, M.D., M.P.H.  
Emory University School of Medicine  
Mark J. Mamula, Ph.D.  
Yale University School of Medicine  
Susan M. Manzi, M.D., M.P.H.  
Allegheny Health Network  
Joseph F. Merola, M.D., M.M.Sc.  
Harvard Medical School  
Timothy B. Niewold, M.D.  
The Mayo Clinic  
Brad H. Rovin, M.D.  
The Ohio State University Wexner Medical Center  
F. Jorge Sanchez-Guerrero, M.D., M.Sc.  
Mount Sinai Hospital  
Amr H. Sawalha, M.D.  
University of Michigan  
Laura E. Schanberg, M.D.  
Duke University Medical Center  
Betty P. Tsao, Ph.D.  
Medical University of South Carolina  
George C. Tsokos, M.D.  
Harvard Medical School  
Tammy O. Utset, M.D., M.P.H.  
University of Chicago  
Emily von Scheven, M.D., M.A.S.  
University of California at San Francisco  
Victoria P. Werth, M.D.  
University of Pennsylvania

LUPUS FOUNDATION OF AMERICA  
2121 K STREET NW, SUITE 200  
WASHINGTON, DC 20037  
TOLL FREE: 1.800.558.0121  
MAIN: 202.349.1155  
LUPUS.ORG