



2023 ANNUAL REPORT



Contact

Address - 10467 White Granite Drive, Oakton, VA 22124

Phone - (703) 709-2539

Website - www.BiteMeCancer.org

Facebook - facebook.com/BMCAttitude

Instagram - @bitemecancer

LinkedIn - www.linkedin.com/company/bite-me-cancer-foundation

Twitter - @bitemecancerorg

YouTube - youtube.com/bitemecancerorg

© 2023 Bite Me Cancer Foundation

Bite Me Cancer Foundation is a 501(c)3 - Federal ID 27-3554181

Donations are tax deductible to the fullest extent allowed by law.



Message from the Founder

I am very thankful for all of our donors and volunteers! Since the foundation still does not employ any full-time or part-time employees, I'm very aware that the foundation's success is a direct result of our board of directors and volunteers. I hope that you enjoy reading our 2023 Annual Report.

Here are a few highlights:

! We sent out 1,400 Teen Support Bags to teens across the country battling all cancers. This brought our total to 12,050 teens receiving our bags since the first bag was given out in 2012!

! We were able to deliver meals to families on the pediatric/oncology ward six times at one of our local hospitals during the year. Since Covid started, we still are not allowed inside to deliver the meals personally; but we are so grateful to deliver yummy foods to the families!

! During 2023, we held 2 free events at our local Dave & Buster's arcade venue for teenagers with cancer and their families/friends. Offering these events help the teens and their guests disconnect and give them time to enjoy a fun afternoon!

! We are monitoring year 2 of our 2022 9th research grant. We also conducted fundraising for our 10th grant, and we plan to chose the grant during 2024.

! Our annual wine dinner was a tremendous success in September 2023. We raised more money than we ever have at this event, \$115,870!

! We offered our annual birthday campaign in November/December in honor of my 31st birthday on November 20 and raised over \$3,600.

! One of our outstanding Communications

Committee volunteers set up his own fundraising campaign and raised almost \$12,000!

! As of December 31, 2023, we have reached \$1,597,266 in total fundraising dollars since the foundation began!

! I celebrated my own 13th cancer anniversary in April 2023 and continue to have success with a new daily oral chemo pill (Retevmo) that I switched to in April 2021.

! There have been challenges with side effects that bother me almost daily; but later in 2023, my doctor and I were able to find a dosage compromise to help me feel better.

! Unfortunately, during the later part of September 2023, I had to deal with pneumonia which caused me to not attend the wine dinner. This was heartbreaking for me, but I was able to deliver a short message via Zoom and felt all the love and support in the room that night.

! To all our volunteers, sponsors, committees, board members, donors, supporters, research and hospital partners, I thank you for your support during the past 13 years!



Nikki, Founder

About Us

Bite Me Cancer is devoted to supporting teenagers with all cancers and funding meaningful research for thyroid cancer.

Bite Me Cancer is an all-volunteer nonprofit foundation in Fairfax County, Virginia, founded in September 2010 by Nikki Ferraro, five months after she was diagnosed with a rare form of thyroid cancer called Sporadic Medullary Thyroid Cancer. At the time of her diagnosis, she was 17 years old and a junior at Chantilly High School in Virginia.

Nikki was determined to lead a Relay for Life team just two weeks after her diagnosis. She named the team Bite Me Cancer and experienced great success raising over \$20,000 all while preparing for and recovering from major surgery!

Bite Me Cancer began with a small board of directors and a focus on Nikki's 2 goals, which are still the same goals: (1) to support and inspire teenagers battling all cancers (2) to directly fund thyroid cancer research.

Goal 1: Teens with cancers fall through the

cracks for needed support between the younger pediatric services and the adult services. Nikki wanted to let them know they weren't alone and that she understood so all items in the bag were selected for teenagers. In June 2012, the first Teen Support Bag was given to a teen with cancer. The program snowballed after the first year!

Goal 2: Thyroid cancer continues to be one of the most increasing cancers in the US, yet successful treatments haven't been available for the many versions of this cancer. In 2014, Bite Me Cancer directly funded its first thyroid cancer research grant.

Since 2018, the foundation has had a small office and storeroom in a local building owned by Service Source (a national nonprofit) that offers a very generous discounted rate for a small office and storeroom and the use of all conference rooms and facilities.

Still an All-Volunteer Organization

Board of Directors

Executive Committee:

Nikki Ferraro, Founder (Freddie Mac)

C. Michael Ferraro, Chairman (Training Solutions, Inc.)

Meryl Bisaga, Treasurer (Brambleton Group)

Sharon Ferraro, Secretary (Training Solutions, Inc.)

Peter Crain (Cooley LLP)

Additional Board Members:

Tammy Brant (United Health Services)

Chris Buchen (Retired)

Andrew Clements (Grant Thornton LLP)

Donna Corley (Strategic Advisor)

Janet Cunningham (Booz Allen Hamilton)

Jake Fishbein (Cerner Corporation)

Row Heydarian (Squadra Solutions, LLC)

Eric Trager (Google)

2023 Committees

Annual Wine Dinner, Communications, Finance/Operations, Teen Support, Thyroid Cancer Research

Contact us to learn more about how to volunteer!

Annual Corporate Sponsors

Empower: \$7,500

TM Associates

Impact: \$5,000

Brambleton Soave Real Estate
Map Your Show

Inspire: \$2,500

Dynex Capital
KT Enterprises
Training Solutions, Inc

Support: \$1,500

Expovision
Metro Group
Morgan Stanley Wealth
Management
Tom Coughlin Jay Fund
Urban, Ltd.

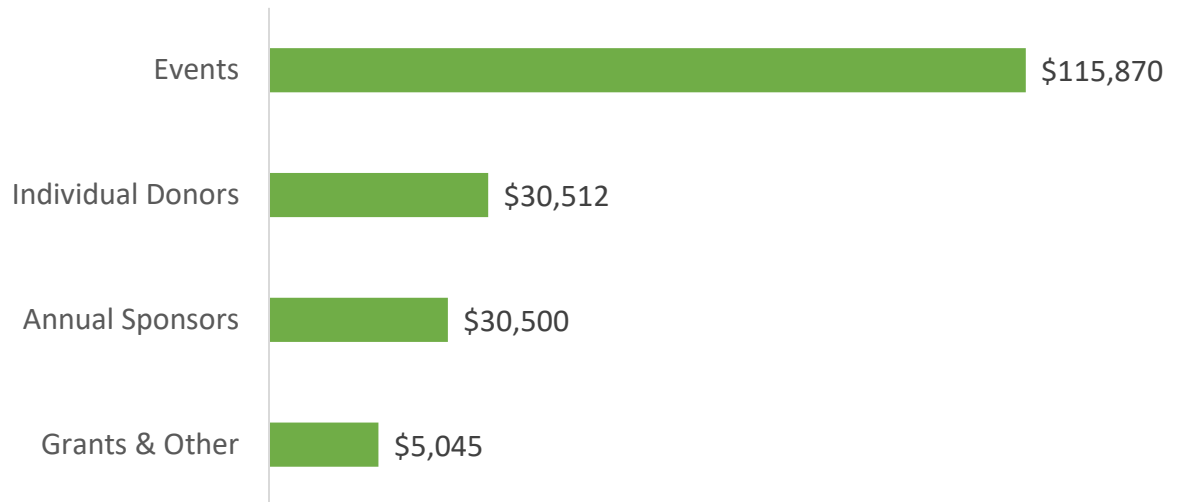
Champion Campaign Sponsors

Dominic Cacciavillani and Jake Fishbein

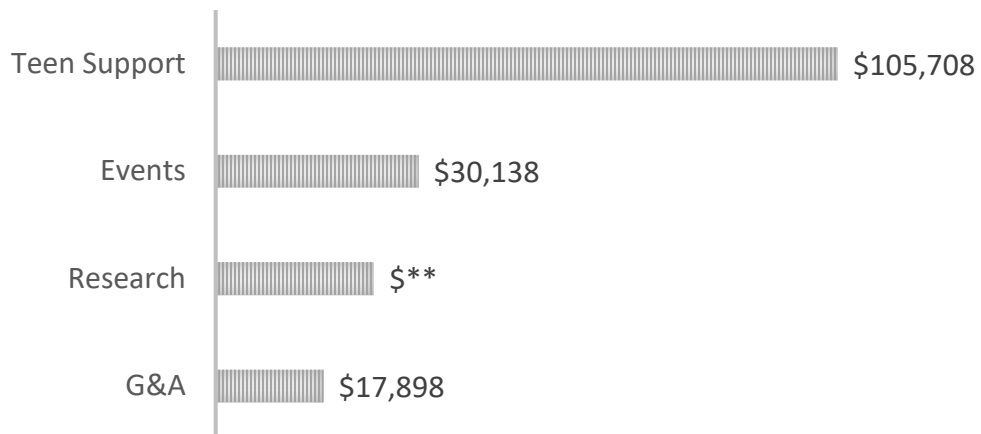


Financials

REVENUE = \$181,927



EXPENSE = \$153,744



**Research payout amount was raised in 2022 but wasn't paid out in 2023 due to research staff changes and delays at the research hospital. Our 2022 grant will receive our year 2 payment in 2024. Each grant is for a 2-year period. With a new grant, Bite Me Cancer pays ½ at the beginning of year 1 and pays ½ at the beginning of year 2.

Research

Our grants make a positive impact in fighting thyroid cancer.

When Nikki founded Bite Me Cancer, she felt strongly that thyroid cancer research needed to be a focus for the foundation's mission. For years, thyroid cancer had been the fastest increasing cancer. Until recently, Nikki's rare kind of thyroid cancer had no drug treatment options.

In 2013, we became a research partner with the American Thyroid Association (ATA). ATA's grant program is for younger researchers who receive a two-year grant directly from Bite Me Cancer. We select and follow the researcher throughout the project. In some years, we partner with ThyCa to split a grant. (Thyroid Cancer Survivors Assoc.)

We are proud to be part of this important program that directly funds new and innovative research. As of 12/2023, we have directed \$346,250 to our 9 research grants! Our research payments go directly to the researcher for a specific Bite Me Cancer grant, and we stay in contact with the researcher to monitor their progress.

In 2023, Bite Me Cancer received a positive report for year 1 of our 2022 grant. However, due to a change in the researcher, the grant was put on hold until a new hire was made. When that process completes, Bite Me Cancer will pay the year 2 portion. Bite Me Cancer didn't choose a new grant to fund for 2023 to due to lack of projects that met our needs. progress.

9th grant, start 7/2022:

Dr. Shoko Kure
Beth Israel Deaconess Medical Center,
Harvard Medical School, MA

8th grant, start 7/2021:

Dr. Eman Ali Toraih
Tulane Univ. School of Medicine, LA

7th grant, start 7/2020:

Dr. Cristina Montero-Conde, PhD
Spanish National Cancer Research
Center, Madrid, Spain

6th grant, start 7/2019:

Dr. Anthanasios Bikas, PhD
Georgetown Univ/MedStar, DC

5th grant, start 7/2018:

Dr. Wayne Miles, PhD
The Ohio State University Medical
Center, OH

4th grant, start 7/2017:

Dr. Yu Qin
MD Anderson Cancer Center, TX

3rd grant, start 7/2016:

Dr. Irene Min
Weill Cornell Medicine, NY

2nd grant, start 7/2015:

Dr. Laura Boucai
Memorial Sloan Kettering Cancer
Center, NY

1st grant, start 7/2014:

Dr. Ramona Dadu
MD Anderson Cancer Center, TX

Inspiration

Teen Support Program

Our Teen Support Bag program continues to grow. In 2023, we were able to assemble and distribute another 1,400 Teen Support Bags! Bite Me Cancer has now made 12,050 bags to give to teenagers who deal with all kinds of cancer.

With almost 200 hospitals in our network, we continue to receive very positive feedback from Child Life Specialists and other support staff. Also, many parents and teens send us their heartfelt positive feelings and feedback after they receive a Teen Support Bag.

We are very grateful for our group of volunteers who come together to assemble and ship out the bags to the hospitals. We have wonderful vendors who find the lowest prices of top-quality items for our bags. During 2023, we improved our water bottle by choosing one with a larger opening for ice cubes and a top with a handle for easier carry.

We also changed our hat from a baseball cap to a knit beanie cap. We have received positive feedback on both. Thank you to our donors who make this program possible!

For 2023, each Teen Support Bag cost us \$85 (same as in 2022).





"Hi, I'm Elijah and 14 years old. Your bag truly brought a smile to my face, and I am very grateful. Nikki, you are a true warrior, and I stand with you on "attitude is everything."

"My 16-year-old daughter loved your bag! She just started her first day of treatment, and she loved many items in the bag. Thank you for what you are doing – we are truly grateful!"

Teen Support Bags Go To Teenagers With All Kinds Of Cancers.

"I want to heartily thank you for the bag with so many fun items in it. It really made my 13-year-old son feel loved and important. I thank you for your support and efforts." says mom.



From Child Life Specialists:

"To have a foundation focused solely on teens is what has been missing in our patient experience with our kids. Our recent patient who received a Teen Support Bag felt so understood receiving all the items in the bag!"

"Our patients love the "Bite Me Cancer" bags. The phrase itself breaks the ice and makes a teen laugh. It is in that moment they find a piece of courage, words to move forward with and truly feel they got this. Take that cancer!!



Additional Teen Support Events

In 2023, we delivered dinners to families on the Pediatric/Oncology Unit of INOVA Children's Hospital six times. Before Covid, we could bring the food directly to the floor and meet the families. Since Covid, we deliver to staff outside the hospital entrance. A local Chick-Fil-A provided a generous 50% discount to help us. The families really enjoy the delicious meals we deliver, and it's a joy for us to receive the feedback we receive from hospital staff!



During this year, we also provided 2 free events for teens with cancer and their families/friends at our local Dave & Buster's Fairfax. The venue management provided free game cards and free food. These events have been a great way for teens and parents to meet each other as well as enable the teens to have some fun.



Nikki also spent time talking with the teens and families. Her parents and other volunteers also attended to give their support to all the guests. We are so grateful that the Dave & Buster's management is very generous to assist us! We started this partnership in 2022.



Annual Wine Dinner

Our Annual Wine Dinner was held on September 19, 2023. Sponsor seats and ticket purchases raised our seat total to 296 – more than ever before! The total amount raised was \$115, 870 which broke our record for the most money raised at this event! The focus of this event is to raise funds for our Teen Support program.

The event was again held at Westwood Country Club in Vienna, VA. The guests enjoyed a reception and a 3-course meal with complimentary Prosecco along with red and white wines. Onsite we raised \$50,158 that came from a live ask and a silent auction. Nikki, our founder, was not able to attend due to pneumonia. But she was brought in virtually for a brief message

Thank you to our Host Committee: Monica Chandler Tressler (Sandy Spring Bank), JD Kathuria (WashingtonExec) and Ed Zigo (Clarke Hook Corp).

We thank all our Wine Dinner Committee volunteers and our co-chairs (Meryl Bisaga and C. Michael Ferraro) for their dedication to the success of this wine dinner.

We proudly honored one of our individual volunteers and two of our family volunteers at the dinner, highlighting their outstanding contributions to the foundation over many years. We are very grateful for: Chris Brown, the Corley Family and the Trager Family. (Corley Family below with Ferraro's on left.)



Annual Wine Dinner Sponsors

Thank you to our 2023 dinner sponsors!

Dessert Sponsor:

Wayne Traveler

Flowers Sponsor:

Eli Lilly & Company

Valet Sponsor:

Christine Schnider

Welcome Reception Sponsor:

Bobbie and Bill Kilberg

Wine Sponsor:

Sandy Spring Bank

Empower Full Table Sponsors:

Clarke-Hook Corp., Cooley LLP, Corley Family, Joe & Patty Coughlin, Employment Enterprises, Inc., Phoenix Steel Erectors Inc., Squadra Solutions, Inc., Training Solutions Inc., WashingtonExec

Inspire Sponsors:

Brown Family, Grant Thornton LLP, Johns Hopkins University & Medicine, Raley Family, United Bank

Gratitude Sponsors:

American Thyroid Association, Meryl & Tom Bisaga, Gary & Marcia Bisaga, Chris & Gina Buchen, Callahan Family, Doug & Cyndi Danko, Dave & Buster's Fairfax, Gig Wealthy, Matt McQueen, Northwest Federal Credit Union, Raine Family, Rappaport Co., Raelyn Marketing Promotions, Kevin Reynolds, Searle Family, Dianne & Tom Wahl, Wheelless Family

Wine Dinner In-Kind Sponsors and Discount Partners

Thank you to these organizations whose assistance and generosity were so important to the success of our annual wine dinner.

In-Kind Sponsors

Donation Gifts: Custom Ink

Photography: Johnny Wen

Signs: Fast Signs

Silent Auction Technology Items: B & H Video

Videographer – Mike Gray



Discount Partners:

Dessert: Nothing Bundt Cakes

Flowers: Open Blooms

Wine: Wine Styles South Riding & Bravo Wine Imports

Venue: Westwood Country Club

Teen Cancer Awareness Week

The ninth Teen Cancer Awareness Week was held the 3rd week of January 2023.

Bite Me Cancer is proud to have successfully achieved an annual Teen Cancer Awareness Week across the Commonwealth of Virginia during the 3rd week of January each year that began in 2015. Delegate Tom Rust and Delegate Ken Plum helped achieve a unanimous vote of the entire Virginia House of Delegates in 2014 to make this happen. This awareness week serves as a positive force for Virginia teen cancer patients. (Photo below is from 2014.)

Bite Me Cancer continues to spread awareness to the specific challenges of teenagers who battle cancer. Teenagers dealing with cancer have many unique challenges: they understand the seriousness of cancer and the possibility of death, the loss of friendships, the missing of school and activities, the increased need for parents, the loss of independence, the question around getting through middle school, high school or college, and even more.



BITE ME
CANCER!