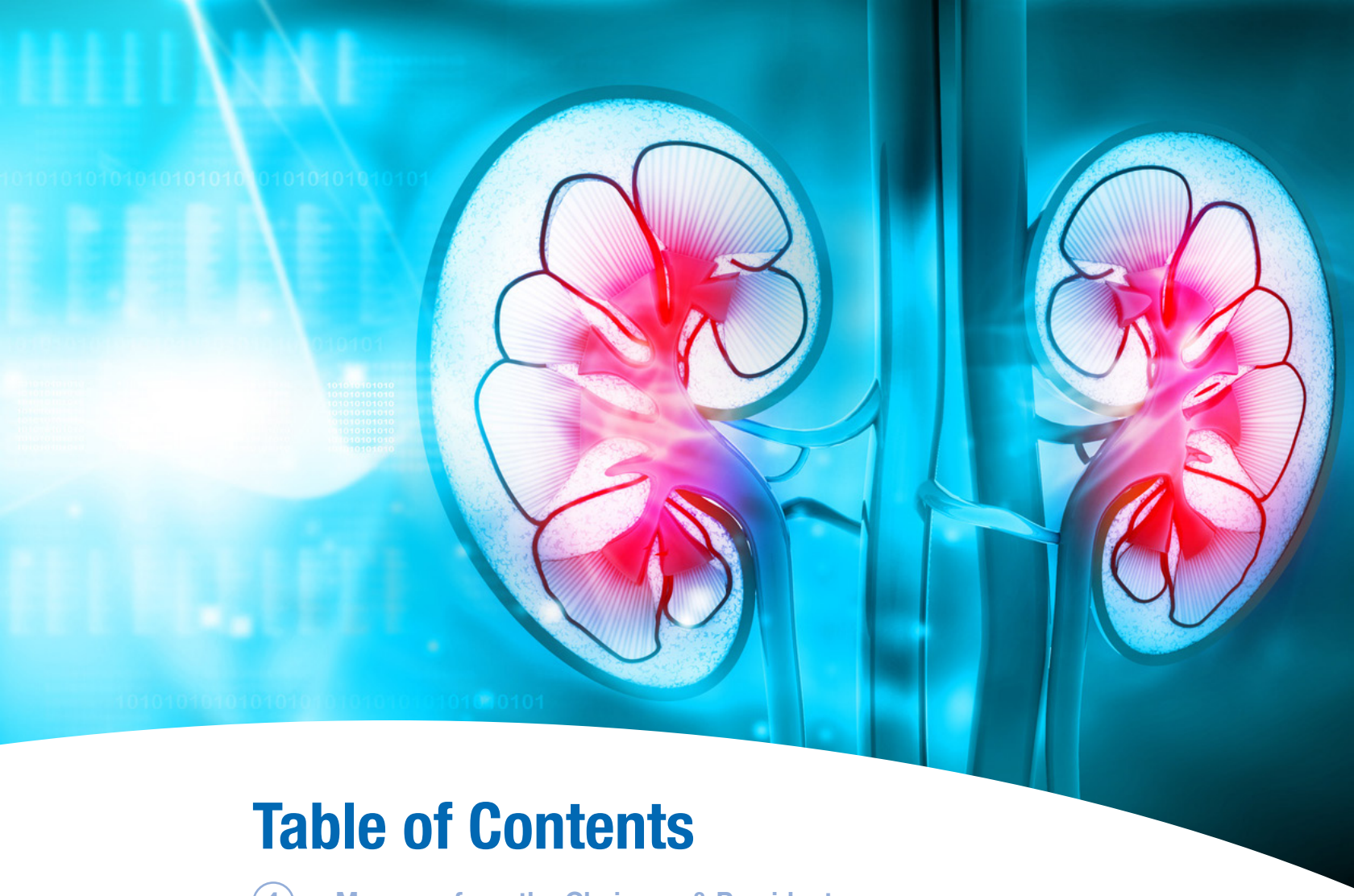
KIDNEY FOUNDATION
OF OHIO, INC.

2017 ANNUAL REPORT

Includes Kidney Foundation of Ohio
Real Estate Foundation Annual Report



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Message from the Chairman & President

Dear Friends,

We want to express our sincere appreciation to the generous donors, volunteers, Medical Advisory Board, Board of Directors and the dedicated staff at the Kidney Foundation of Ohio. We applaud your hard work and support of the patients that need our services. What makes the Kidney Foundation of Ohio so very special is that every dollar received stays in Northern and Eastern Ohio and Northern West Virginia.

We provide services to patients with kidney disease and related illnesses. This past year, the Kidney Foundation of Ohio provided direct aid for medication and transportation assistance along with emergency grant funding to 1,118 individuals. This number speaks to the needs in our community and the help that we are able to provide patients.

The Kidney Foundation of Ohio is fully engaged in our community. We provided educational opportunities through our annual Renal Symposium and Learning Series for healthcare professionals, Teen Summits, and health fairs throughout the year. Our goal to provide education has been enthusiastically received by the attendees of these programs.

In preparing for the future, our Board has done a diligent job in making sure that our strategic plan continues to be solid. The Foundation responds to changing needs of our programs through continual assessment and evaluation.

Thank you again. We depend on and so much appreciate your generous support.

Michael Bongers
Chairperson, Board of Directors
Kidney Foundation of Ohio

Michael F. Needham
President & CEO
Kidney Foundation of Ohio

About Us

The Kidney Foundation of Ohio serves a thirty-two county area in Northern and Eastern Ohio and supports two affiliate chapters in Lake and Summit counties. There are additionally five counties supported by the organization in West Virginia to assist individuals who cross into Ohio for treatment. The Foundation remains the only health and human services agency in Northeast Ohio that continues to provide direct dollars to patients to assist through the devastation of living with kidney disease.

OUR MISSION

The Kidney Foundation of Ohio is dedicated to providing a broad-based program of direct assistance to persons with kidney disease and promoting and providing educational programming for the general public, renal professionals, and patients and their families.

OUR VISION

It is our goal that all people with renal disease or transplant recipients will be accepted in the community and have a measurably improved quality of life and function as a result of the services provided by the Kidney Foundation of Ohio.

HISTORY

The Cleveland-based organization was founded in 1950 by a group of parents whose children suffered with nephrosis and physicians from Mount Sinai and University Hospitals. As medical advances were made in the renal field, the Foundation's scope of services and coverage area grew. Initially, the small group of parents and physicians sought to provide services for patients suffering from kidney disease and to encourage and assist basic research. The organization soon began to develop educational programs to create professional and public interest.

In partnership with the Cleveland United Labor Agency, mobile clinics were integrated into the community to provide dialysis to patients needing treatment in the 1960s. By 1969, the Committee on Donor Enlistment (CODE) was established by the organization to encourage the public to carry organ donor cards and to donate kidneys upon death. CODE was one of the first seven original, independent organ procurement organizations in the United States.

The Foundation maintains a strong commitment to both professional and public education, which led to the creation of the Nephrology Fellowship for Northeastern Ohio researchers. It has worked closely with Eversight Ohio (formally Cleveland Eye Bank) and Lifebanc to promote awareness of the need for organ donations. In the late 1970s, the Organ Recovery Fund was established to support organ donation.

In the 1990s, direct assistance programs were formed to support patients with medication, transportation, and emergency needs. For children ages 5-18, dialysis camps held at Red Raider Camp (Novelty, Ohio) and Camp Cheerful (Strongsville, Ohio) provided kids with the ability to attend a week-long camp that delivered the necessary onsite dialysis treatments.

Patient Assistance Programs

The Foundation maintains a strong commitment to the community by ensuring its main focus is providing support to patients and their families through direct assistance. The programs below address the financial needs of people with kidney disease and help improve treatment compliance.

Transportation Reimbursement

Patients require safe, reliable, and affordable transportation to and from dialysis and/or transplant appointments. This program is designed to assist patients to maximize health outcomes and meet basic human needs, leading to an improved quality of life while promoting financial stability and independence. Qualified and enrolled participants received mileage reimbursement up to $50/month, paid bi-monthly directly to the individual. In emergency situations, bus passes, cab vouchers, and gasoline gift cards were issued when no other support was available. Priority was given to individuals who travel long distances. While the Foundation is aware of other transportation programs that exist, many kidney patients do not qualify, the services are cost prohibitive, or transit schedules are not conducive to a patient who is ill after a scheduled treatment.

> *"The Kidney Foundation of Ohio helped a great deal with my transportation expense going to dialysis. This is a big deal because I am not able to work."*

The average patient on our program attends 13 medical appointments a month. This includes doctor visits, dialysis treatments, and transplant appointments.

Medication Assistance

The average kidney patient takes ten to twelve renal medications a day and prescription costs can be $600/month; this number doubles for transplant recipients. This program provides financial aid to help individuals purchase life-saving renal medications and nutritional supplements through an approved pharmacy. In emergency situations, gift cards are distributed to pharmacies to receive immediate medications. This program is designed to assist patients to maximize their health outcomes and meet basic human needs. Providing medication assistance leads to an improved quality of life, enabling more people to live healthier, longer lives.

> *"I could not afford my medication. This program helped me to get my medications and my family to keep up with other expenses."*

On average, patients on our program take 12 medications a day.

Emergency Insulin

Due to the dissolution of the Diabetes Partnership of Cleveland, the Foundation launched an Emergency Insulin Program to assist diabetic patients in Cuyahoga County starting the second half of 2017. During this time, 25 patients were assisted. Approved applicants obtained an emergency supply of insulin, syringes, or pen needles. The program provides access to insulin for individuals with diabetes who have run out of their medication and are unable to access another supply. In addition, this program links such clients to long-term access solutions preventing another emergency situation.

Emergency Grants

To help lessen the financial burden of kidney disease, an emergency grant, available once a year, is issued when an incident occurs that has an impact on the patient's life. Unexpected high utility bills, auto repairs, and medical supplies are situations where emergency grants are awarded.

174 PATIENTS

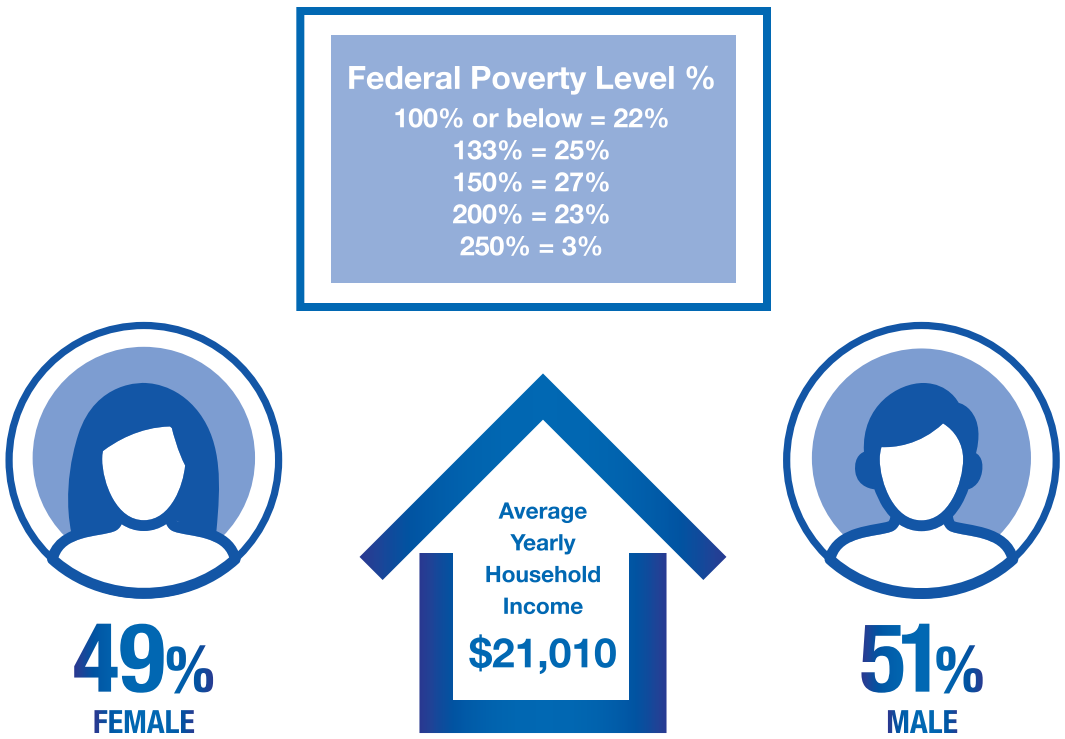
> ***The Emergency Assistance program was truly a Godsend. The help that was provided let me know that I was not alone.***

Giving Tree

This program provides patients affected by kidney disease with basic need items during the holiday season. Generous donations from employees at Cleveland Clinic Glickman Institute and parishioners of St. Basil the Great Catholic Church in Brecksville allowed the Foundation to donate gift cards, winter apparel, and more.

140 PATIENTS

> ***We, as dialysis patients, are truly grateful for the Kidney Foundation. It is an uphill battle that you fight every day! You guys are right there fighting with us.***



***Application Process**: Patients submit information regarding their monthly income and expenses, type of diagnosis and treatment method, insurance coverage, and assessment provided by healthcare professional. After careful review by the Foundation's Licensed Social Worker, the application is approved/denied based on financial need, availability of funds, and is limited to the organization's 37-county service area.*

Community Programs and Services

Education and outreach play a crucial role in the prevention and awareness of kidney disease. Last year, the Foundation reached over 5,000 people through outreach, education, programs and services.

Community Education

Health Fairs

The Foundation participated in 25 local health fairs, offering blood pressure screenings and educational materials on kidney disease to more than 2,500 community members. These educational and interactive events are designed for outreach to provide basic preventive education and medical screenings to community members.

Speaker's Bureau

Staff and trained volunteers are available to speak to corporate employees, church groups, or schools about the signs, symptoms, and causes of kidney disease. Presentations can be tailored to fit the needs of the group.

World Kidney Day

World Kidney Day is a global campaign aimed at raising awareness about the importance of our kidneys to our overall health, and to reduce the frequency and impact of kidney disease and its associated health problems. The Foundation hosted a community awareness event that featured speakers on topics related to kidney disease and mental, physical and nutritional health, blood pressure screenings, and the opportunity for patients, family members, caregivers and the community to visit with local health organizations.

Professional Education

Renal Symposium

This two-day interdisciplinary conference featured nationally recognized experts in the field of renal health care and addressed the latest issues and innovations in dialysis and transplantation. Over 400 renal professionals from various companies throughout Ohio and surrounding states were in attendance. Continuing Education Units (CEUs) were available for dietitians, nurses, social workers, technicians and transplant coordinators. Session topics included: New Ethical Dilemmas in the Digital Age, Acute Kidney Injury, and International Dialysis and Transplant.

Learning Series

In partnership with University Hospitals Transplant Institute, the Kidney Foundation of Ohio offers educational sessions on topics relevant to dialysis and transplant healthcare professionals. Topics included: Role of the Social Worker in Transplant and Bridging the Disconnect: from Dialysis to Transplantation.

Youth Education

Healthy Teens, Healthy Tomorrow: Teen Summit

Teen Summits provided education and information regarding positive lifestyle choices and risk factors contributing to chronic illness to minority teens. In addition, the summits promoted personal responsibility for health-related decisions, including becoming an organ donor. Full-day sessions take place in the fall and spring, and aim to empower students with a heightened sense of health awareness. The Foundation hosted two events and educated nearly 200 students.

Supportive Services

Case Management Services

Living with Chronic Kidney Disease requires significant lifestyle adjustments for patients and their families. This may cause individuals to feel helpless or overwhelmed, inhibiting the person's ability to follow treatment guidelines and resulting in poor medical outcomes. The Foundation provided support to patients and families, allowing them to take control of their health for better management and outcomes, on 468 calls throughout the year. The most common topics patients and their families need assistance with are transportation, utility and medication assistance or resources, questions about access to insurance, and information on support groups.

Medical Identification Tags

The Foundation provides personalized medical alert tags to renal patients at no cost. The tag includes the patient's name, treatment type, allergies, doctor's name, and telephone number. In emergency situations, this identification tag may help to save your life.

Fundraising Events

Several fundraising events are held each year in order to raise funds for the Foundation's direct assistance, supportive service, and educational programs. In 2017, more than $355,000 was raised.

Kidney Foundation of Ohio

Gala

The 25th Anniversary Kidney Foundation of Ohio Gala brought together nearly 250 guests to celebrate the 2017 Person of the Year Award. Eric A. Klein, MD was recognized as the Person of the Year for his outstanding leadership and contributions in the field of nephrology and urology and for his dedication to the mission of the Kidney Foundation of Ohio. Guests enjoyed a special Anniversary celebration, dinner, silent and live auctions, and live entertainment.

Golf Outing in Memory of Dennis Kennedy

The annual golf outing is held in memory of Dennis Kennedy, who worked as the Director of Technical Services for Centers for Dialysis Care (CDC). Dennis started a golf outing for CDC employees and dreamed of one day golfing at Pebble Beach until his passing in 1996. His coworkers decided not only to memorialize Dennis by continuing the golf outing, but also turn it into a fundraiser for his second love, kidney patients. Nearly 120 golfers enjoyed 18-holes of golf, lunch, heavy hors d'ouevres, raffles, prizes and a program.

Summer Soiree

The annual summer event hosted nearly 150 guests at the Music Box Supper Club in Cleveland. Guests enjoyed the beautiful view, wine and food pairings, silent auction, raffles, and live entertainment while celebrating the end to a wonderful summer. During the event program, Sheri Beck-Eyssen, a kidney transplant recipient and a member of the Foundation's Board of Directors, shared her personal story.

Harvest Walk & 5K

The Annual Harvest Walk & 5K brought together nearly 600 community members at Mapleside Farms for a one-mile walk and 5K run. Event attendees enjoyed a day of family fun with a DJ, mascots, crafts, balloon artist, the opportunity to visit with local health and wellness organizations, and more.

Summit County Chapter

Hot Dog Reverse Raffle

The annual Reverse Raffle was hosted at Getaway Pub in Akron. Guests enjoyed food, beverages, sideboards, raffles, and one lucky winner received a $500 grand prize.

La Macchina Car Show

The 5th Annual Car Show had over 300 muscle, classic, exotic, and a Ferrari showcase out on display. A pre-party fundraiser was held at Todaro's Party Center in Akron the evening before to support patient service programs.

Board of Directors

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William F. Christensen ..... Vice Chair
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John R. Sedor, MD ..... Vice Chair
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Richard A. Fatica, MD ..... Medical Advisory Chairperson

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Sarah Beidelschies
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Romeo S. Miclat, MD
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Mahboob Rahman, MD, MS
Hernan Rincon-Choles, MD
Diane Rothers, MSN, RN
Beth A. Vogt, MD
Sandi Wagner, MSN, CNP
Cathy M. Westcott, RN, CHPN

Agency Financials

Unaudited Cash Basis

Revenue

Contributions	$57,308.16
Special Events	$357,741.84
Foundations & Grants	$76,525.00
United Ways & United Fund	$69,667.96
Membership	$18,742.00
Revenue & Program Fees	$73,550.00
Investments Unrealized Gains/Loss	$159,937.07
Interest & Transfers	$194,267.36
Legacies & Bequests	$117,601.48
Other Support	$58,933.29
Total Revenue	**$1,184,274.16**

Expenses

Salaries & Benefits	$323,033.85
Patient Assistance, Community Outreach & Programs	$427,070.30
Professional Fees	$42,512.22
Office & General	$45,256.50
Special Events	$96,509.59
Dues	$2,400.00
Occupancy	$30,624.96
Bad Debt	$2,099.89
Total Expenses	**$969,507.31**

Excess	**$214,766.85**

Kidney Foundation of Ohio Real Estate Foundation

Unaudited Cash Basis

Revenue	
Rental Income	$61,249.92
Total Revenue	**$61,249.92**
Expenses	
Building Operations	$25,229.82
Insurance	$4,266.46
Office & Professional Fees	$21,900.00
Sponsorship & Community Support	$7,500.00
Meeting Expense	$650.00
Total Expenses	**$59,546.28**
Excess	**$1,703.64**

*The **Kidney Foundation of Ohio Real Estate Foundation** was established in 2004, and is incorporated in the State of Ohio as a 501(c)(3) not-for-profit corporation.*

The primary function of the Real Estate Foundation is to own, hold, and operate real estate to the Kidney Foundation of Ohio, Inc. and such other 501(c)(3) charities as it may determine. Currently, space is leased at the Donald P. Shury Building to the Kidney Foundation of Ohio, Inc. and the Epilepsy Association.

Former award recipients at the 25th Anniversary Gala

Honors & Memorials

Memorial and honorarium gifts pay tribute to the life of family members or friends, celebrate a loved one's survivorship or a special occasion: birthday, anniversary or wedding, or recognize a friend or relative who has kidney disease. Below is a list of memorials and honorariums received this past year.

Sue Arnold
Ralph E. Barber
Sheri Beck-Eyssen
Richard R. Boston
Matt Brady
Jack Burke
Rich Chapin
Jennifer Clegg
Edward B. Coats
Linda Concord
Anthony J. Corio
Linda J. Conrad
Irene Falencki
Luther Gaffney
Timothy J. Gogel, Sr.
Irvin L. Grossman
Donald H. Hale
Martin Havelka
Donald Herman
Fran Hershberger
Mr. Hobson
Charlene Holcomb
Caroline M. Jacobs
Arthur M. Jones
Sterling "Bud" Kassoff
Kenneth K. Killian
Charles R. King
Meryl Laserson
Dr. Andrew Lazar
James R. Leverentz
Sokim Lie
Alfred O. Manke Jr.
Rosemary Maslyk
Marsa A. Mason
Jacob E. Maury
Debra M. Moore
Joyce Moore
Stanley Moses
Rodney L. Moss
Cynthia Niznik
Donald F. Niznik Jr.
Evalene Oros
Daniel Palmentera
Gary D. Penny
Ellen L. Phillips
Dr. Anwarun Rahman
James Rizzo
Stephen Roberts
Dr. Jeffrey & Deb Schelling
Frank A. Schraibman
Phillip Sherman
Willie L. Smith
Willie Stewart
Lynn Stilwell
Jean Stollar
Lillian Swartz
Janice L. Thoms
Shirley A. Vasas
Jane Washbush
Alice Welsh
Robert S. Wilder
Jimmy R. Willen
Wayne C. Wisecup
John A. Wolfe
Florence Zimmerman
Stephen L. Zollars

Corporate & Foundation Support

Above $20,000
Centers for Dialysis Care
Leonard C. Rosenberg Foundation
Ohio Renal Care Group

$20,000-$10,001
Medical Mutual
United Way of Ashland County
United Way of Ashtabula County
United Way of Greater Cleveland

$10,000 - $3,001
Americare Kidney Institute
Ancora
Brouse McDowell, LPA
Cleveland Clinic Department of Nephrology & Hypertension
Cleveland Clinic Glickman Urological & Kidney Institute
DaVita
Dominion Foundation
Embassy Healthcare
ExactCare Pharmacy
Fortney & Weygandt, Inc.
Health Resources and Services Administration
HW&Co.
Huntington Bank
Kidney Foundation of Ohio Real Estate Foundation
Relypsa
Samaritan Hospital Foundation
Sisters of Charity Foundation of Cleveland
The MetroHealth System
United Way of Portage County
University Hospitals Transplant Institute

$3,000 - $1,001
Baird
Cargill
Cleveland Clinic Children's Hospital for Rehabilitation
Cleveland Clinic Transplant Center
Creative Show Promotions
Excalibur Auto Body
Fifth Third Bank
Fortney Family Foundation
Genentech
Mallinckrodt Pharmaceuticals
McCarthy, Lebit, Crystal & Liffman Co., LPA
Norwalk United Fund
Panzica Construction Company
Skoda Minotti
The Randolph J. and Estelle M. Dorn Foundation
TouchPoint/Merck Virology
University Hospitals Division of Nephrology & Hypertension
Veloxis
Westin Cleveland Downtown

$1,000 - $501
Abbott Fund
Amgen
B. Braun Medical Inc.
Bristol-Myers Squibb
Fresenius Medical Care NA Pharmaceutical Division
Fresenius Medical Care - Renal Technologies Group
Hillestad Dialyvite Pharmaceuticals
Hyland
Integrated Biopharmaceuticals, Inc.
Lifebanc
Maloney & Novotny LLC
Nutra Balance
Orlando Baking Company
Patient Care America
Pentec Health

Every effort is made to ensure the accuracy of our donor listing.
If a mistake occurred, we apologize.

Perspectus Architecture
RelateCare
Sanofi
Sanofi - Genzyme
Sherwin Williams Foundation
US Renal Care, Inc.

$500 and below

1-888-Ohio-Comp
AmazonSmile
ArcelorMittal
Arthur J. Gallagher
AssuredPartners
Automobile Dealers Educational Assistance Foundation, Inc.
BONENT
Buffalo Wild Wings
Cincinnati Floor
Cleveland MOTTEP
Cleveland State University Accounts Payable & Purchasing
COF St. Mary's Court 1640
Emhrein & Associates
Fisher Titus Medical Center
Global Health Products
GMA Inc.
W.L. Gore & Associates
Hospice of the Western Reserve
International Business Machines Corporation
Ironrock
Jones Day
Just Like Family Home Care
Keryx Biopharmaceuticals, Inc.
KeyBank
LA Financial Group, LLC
LD Carlson Company
Marriott Downtown Cleveland
New America Insurance Agency, LLC
North Royalton United Methodist Church
Orangetheory Fitness
Paramount Advantage
Parker Hannifin-Kent
Rockwell
Smithville Brethren Church
Sociables of Four Lakes
Sons and Daughters of Herman Benevolent Fund Inc.
South University
Stoneworks LTD
Sun Polishing Corp
SupplyOne
Task Force Med
The Goodyear Tire & Rubber Company
The Portage Foundation
TNT Moborg International LTD
TOPS Club
Vorys, Sater, Seymour and Pease LLP
Wagner's of Westlake
Walgreens
Weltman, Weinberg, & Reis Co., LPA
Willow Park

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If a mistake occurred, we apologize.

Individual Donors

Above $10,000
Anonymous Donor
Estate of George Bolles
Marilyn Bartucci

$10,000 - $3,001
Joseph & Trudy Aquilina
Rick & Sheila Chiricosta
Shawn Ward

$3,000 - $1,001
Richard & Sally Balch
William & Diane Christensen
William Dabb
Steven & Deborah Damas
Dr. Ron & Angie Flauto
Drs. Michael & Haifa Hanna
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Kelley & Michael Needham
William Reiff
Stephen & Patricia Roberts
Dr. Jeffrey & Deborah Schelling
Donald Shury
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$1,000 - $501
Luann Ashby
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Jason Bryant
Denise Carkhuff
Gregory Crockett
Dorothy E. Johnson Estate
Drs. Richard Fatica & Adele Fowler
Robert & Linda Glickman
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Otis & Kathy Hower
Mel & Lola Kamins
Lashon King
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Dave & Mary Lynn Reifschneider
Dr. Hernan & Barbara Rincon-Choles
Charles & Diane Rothers
Charles & Stacie Smith
Ryan Weisenseel
James & Monica Wilcosky

$500 - $100
Dr. Beth Vogt & Bruce Allaben
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Tony Antonelli
Danny & Arianna Aoun
Dr. Pushkar Argekar
Dr. Joshua & Sarah Augustine
Rebecca Baker
Tammy Ball
Robert & Patricia Beck
Shawn Beham
George & Sally Bescak
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If a mistake occurred, we apologize.

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Robin Irons
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Michael Jennings
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Natalie Keyerleber
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Donald & Gail
Dr. Joe & Tere Koenig
Dora Korell
Mark & Jean Koznarek
Dennis Kujawski
Virginia Lennon
Phillip Leslie
Eileen Leverentz
Vivienne Lillie
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Patsy Modie
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Lanette Muzie
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Josepth & Judith Yusko
Lee Zalud

Thank you to Medical Mutual for the printing of this report.

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OF OHIO, INC.
TM

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Kelly Dowling, Vice President and Director of Development
Annette Fetter, Assistant Development Director
Molly DeBrosse, LSW, Client Services and Community Manager
Angel Neal, Administrative Assistant

Affiliate Chapters

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Kidney Foundation of Ohio
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