Year in numbers

$2.32\text{ MILLION}$
invested in psoriatic disease research

$3.2\text{ MILLION}$
people potentially receiving better health care coverage due to our advocacy efforts

$10,600\text{ PEOPLE}$
served by the Patient Navigation Center
5,345* participating and volunteers

2,351 participants in 15 patient education webinars

1,391 in-person attendees

215 new participants in Psoriasis One to One

*Numbers include attendees from two galas.
2.8 MILLION visitors to psoriasis.org and steptherapy.com

2,602 new enrollees in Corrona Psoriasis Registry

5,376 total enrollees in Corrona Psoriasis Registry

3,700 members of Citizen Pscientist
Dear Friends of the National Psoriasis Foundation,

On behalf of NPF, we thank you for your generous support of our mission: to drive efforts to cure psoriatic disease and improve the lives of those affected. With your help, we set yet another record for the fiscal year that ended June 30, 2018, raising $13.95 million in revenue. In turn, we invested the following:

- **$2.32 million** in research grants to accelerate the search for a cure for psoriasis and psoriatic arthritis
- **$3.2 million** in outreach, education and patient services to support people living with and managing these diseases
- **$1.45 million** in professional education to support medical professionals who care for people living with psoriatic disease

In this, the fourth year of our five-year strategic plan, we continue to make substantial progress in advancing to find a cure, improving health outcomes for all with psoriatic disease and securing resources to achieve our goals.

Such progress would not have been possible without the support of our donors and the hard work of our health care providers and researchers – and, most of all, the commitment and generosity of our patient community.

Today, good options exist to manage psoriatic disease. With your help, we are changing health care policies to make it easier to get the treatments needed to live free of the burdens of psoriatic disease. Your contributions play a direct role in making these advancements possible. With your continued support, we will achieve our goals and continue to make a difference in the lives of people with psoriatic disease.

With appreciation,

**Randy Beranek**
President and CEO

**Pete Redding**
Chair, Board of directors
Research funding by grant type

- **Early Career**: 14%, $322,000
- **Challenge**: 3%, $69,000
- **Discovery**: 26%, $598,000
- **Fellowships**: 17%, $391,000
- **Summer Student**: 3%, $69,000
- **Bridge**: 3%, $69,000
- **Translational**: 26%, $598,000
- **NIH-NPF Fellowship**: 4%, $92,000

Total: $2.32 million
The 2017 Research Symposium was held in Chicago on Aug. 3-4.

Leaders in the fields of psoriatic disease research delivered 16 sessions of scientific programming in three categories: immunology, psoriasis and psoriatic arthritis. John O’Shea, M.D., senior investigator in the Molecular Immunology and Inflammation Branch and scientific director of the U.S. National Institute of Arthritis and Musculoskeletal and Skin Diseases, gave the keynote speech: “Treatment of Autoimmune Disease: Past, Present, Future.”

The symposium attracted an international cast of 121 researchers who also had the chance to interact with the patient community: 191 people with psoriatic disease and their families attending the concurrent 2017 National Volunteer Conference.

Both groups converged Friday night for the scientific poster presentations and the Together for a Cure reception.

Co-chairs for the Research Symposium were Sam Hwang, M.D., Ph.D., of the University of California, Davis, and Alexis Ogdie-Beatty, M.D., MSCE, of the University of Pennsylvania.

The second annual Research Trainee Symposium took place in Portland, Oregon. The goal of the symposium is to jump-start the careers of the next generation of scientists and clinicians pursuing psoriatic disease research. The invitation-only event brought together researchers who received a grant or fellowship from NPF and scientists who work on projects funded by NPF.
Attendees had an opportunity to share their work at the poster session, network with peers and get indispensable guidance from leading researchers. Established researchers, including one representative from the U.S. National Institutes of Health, served as guest faculty for the symposium.

Career development was another focus of the symposium. Faculty led seminars on getting involved with advocacy and communicating one’s own research – topics especially important for NPF’s patient-centered approach. Other breakout sessions covered themes such as applying for funding, writing grants and using various techniques for scientific modeling.

The symposium also featured a patient panel, one of the many ways in which NPF connects patients with researchers – an experience that ultimately helps broaden perspectives on both sides.

**MEDICAL PROGRAMS**

Our Continuing Medical Education (CME) program received accreditation with commendation from the Accreditation Council for Continuing Medical Education (ACCME). This accreditation demonstrates NPF’s leadership in delivering high-quality CME programs that meet rigorous standards for educational excellence and independence.

NPF offered more than 74 programs that served more than 2,757 medical professionals. NPF CME activities are designed to increase knowledge and improve the competence and performance of health care providers treating patients with psoriasis and psoriatic arthritis.

The ACCME accreditation is a national model, assuring physicians and health care professionals that programs are designed to be relevant, effective and independent.

In 2016, upon receiving a two-year ACCME provisional accreditation, NPF joined a community of educators committed to advancing health care quality through lifelong learning.

In addition to offering live CME activities and webinars, we also provide online journal CME through the *Journal of Psoriasis and Psoriatic Arthritis*, the peer-reviewed scientific journal published by NPF.
The Patient Navigation Center provides free, personalized assistance to anyone impacted by psoriatic disease, including families and caregivers. Whether you were diagnosed yesterday or 20 years ago, whether you’re calling for yourself or someone you love, whether you’re looking for treatment information or help navigating insurance ... NPF navigators answer questions and find solutions to help you live your healthiest life.

**Type of service offered by number of interactions:**

- 3,136 – improve treatment access
  Increase over previous year: 149 percent
- 2,321 – connect patients to health care providers
  Increase over previous year: 62 percent
- 4,350 – resource assistance and follow-up
  Increase over previous year: 67 percent
- 14,856 – educational information about disease and treatment
  Increase over previous year: 113 percent

**By the numbers:**

- 9,859 new individuals served
  Increase over previous year: 91 percent
- 17,578 interactions with Patient Navigation Center
  Increase over previous year: 43 percent
- 86 countries served
  Increase over previous year: 38 percent
- 41 languages served
  Increase over previous year: 70 percent
The National Volunteer Conference in Chicago brought together patients, caregivers, health care providers, researchers and volunteers from across the U.S. for two days of workshops, roundtable discussions, camaraderie and fun.

People living with psoriasis and psoriatic arthritis discussed treatment options with our lineup of expert dermatologists and rheumatologists, while NPF-funded scientists got the chance to speak with patients.

Research discussion workshops covered psoriatic arthritis, comorbidities, the genetic basis for psoriatic disease, the biomarkers that may predict treatment response and disease progression, and the connection between psoriatic disease and their own personal biomes.

Attendance totaled 254, including 191 volunteers and 63 staff and corporate partners.
Advocacy

NPF led the way in step therapy reform.

The government relations and advocacy team led two step-therapy coalition days on Capitol Hill that resulted in a combined 45 congressional meetings. These efforts were successful. The number of step therapy reform bill co-sponsors increased 466 percent, from 12 to 68. Nineteen of these co-sponsors directly resulted from NPF-driven activity.

The state government relations and advocacy team spearheaded a coalition in Minnesota on step therapy reform. Despite a challenging political environment, our leadership helped the bill pass in one legislative session.

As a result, 138,557 Minnesotans may experience better health outcomes. A highlight of the campaign was a new volunteer to NPF, who later attended the D.C. fly-in and was recruited for the national advocacy committee.
Team NPF

Team NPF is for anyone who wants to raise awareness about psoriatic disease and raise money to find a cure. Patients and their friends, families and colleagues walk, run, ride bikes and yell “bingo!” You can join one of our scheduled events or create your own.

Participants come in all ages and sizes. Some of us have psoriatic disease and some of us don’t. One thing we all have in common: the desire to turn this disease into a footnote in history.

Team NPF Run
Marco Bianchini, NPF research ambassador, and Andrew Johnston, M.D., a researcher at the University of Michigan, first connected at the NPF Research Symposium in 2015. Two years later, in October 2017, they ran the Detroit Free Press/Chemical Bank half-marathon together, raising more than $500 for NPF.

Team NPF Cycle
Twelve-year-old Mason Zimmerman fundraised $1,898 for Team NPF Cycle in Willamette Valley in June 2018. He raised the money as a community project for his bar mitzvah because he was inspired by a boy his age, the grandson of his Hebrew teacher, who has psoriatic arthritis.

Team NPF Walk
NPF walks give our youth ambassadors opportunities to share their stories.

Team NPF Bingo
The number of Team NPF bingo events grew from six to 16 since last year.

Team NPF by the numbers*
- 5,345 participants and volunteers
- $2,047,000 raised

*Numbers include data from two galas.
Held at the brightly lit and colorfully decorated Glazer Children’s Museum, the Tampa gala honored three outstanding individuals – Neil Fenske, M.D., Michael A. Scannon, M.D., and businessman Kevin Dwyer – on behalf of their work with psoriasis patients and the psoriatic disease community.

Fenske founded the University of South Florida Dermatology Residency Program in 1980, which has cultivated approximately 100 board-certified dermatologists to date.

Scannon shared a moving story of how an early career encounter with a person who had severe psoriasis motivated him to focus on treating the disease.

Dwyer has been instrumental in ensuring NPF’s presence in the Tampa area by volunteering extensively at NPF’s community events.

This was the first NPF gala held in the Tampa area. The event raised $160,000.
New York, June 2018

Held at the Tribeca Rooftop with a spectacular view of Manhattan, the New York City gala honored Alice Gottlieb, M.D., Ph.D., and Jerry Bagel, M.D., on behalf of their work with psoriasis patients and the psoriatic disease community. The 293 people celebrating Gottlieb and Bagel included their colleagues, patients and family members as well as NPF board members (past and present) and friends of the Foundation.

Gottlieb is one of a handful of physicians in the U.S. who is triple-board-certified (in dermatology, rheumatology and internal medicine). She is co-editor-in-chief of the NPF peer-reviewed scientific journal, the *Journal of Psoriasis and Psoriatic Arthritis* (JPPA). She is also a member of the NPF medical board.

Bagel is the associate editor of JPPA and has published extensively on the topic of psoriasis. He is a five-term member of the NPF medical board.

The event raised $317,000.
# Financial highlights

## Balance sheet

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<th>ASSETS</th>
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<tr>
<td>Cash and cash equivalents</td>
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<tr>
<td>Accounts receivable</td>
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<td>Pledges receivable - net</td>
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<tr>
<td>Prepaid expenses, inventory and other assets</td>
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<td>Investments</td>
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<td>Restricted investments for annuity agreement</td>
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<td>Property and equipment, net</td>
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<tr>
<td><strong>Total assets</strong></td>
<td><strong>$10,616,789</strong></td>
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<table>
<thead>
<tr>
<th>LIABILITIES &amp; NET ASSETS</th>
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<tr>
<td>Accounts payable &amp; accrued liabilities</td>
<td>$754,857</td>
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<tr>
<td>Grants payable</td>
<td>$1,901,114</td>
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<td>Other liabilities</td>
<td>$178,358</td>
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<tr>
<td>Deferred rent</td>
<td>$84,346</td>
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<td><strong>Total liabilities</strong></td>
<td><strong>$2,918,675</strong></td>
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<td>Net Assets</td>
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<tr>
<td>Unrestricted:</td>
<td>$3,753,855</td>
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<tr>
<td>Temporarily restricted</td>
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<td><strong>Total net assets</strong></td>
<td><strong>$7,698,114</strong></td>
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<tr>
<td><strong>Total liabilities and net assets</strong></td>
<td><strong>$10,616,789</strong></td>
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## Statement of activities

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<th>Revenue, gains, and other support</th>
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<tr>
<td>Contributions, legacies, and sponsorships</td>
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<tr>
<td>Net special events revenue</td>
<td>$1,881,309</td>
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<td>Fees, advertising and other</td>
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<td><strong>Total revenue, gains, and other support</strong></td>
<td><strong>$14,233,758</strong></td>
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<table>
<thead>
<tr>
<th>Expenses</th>
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<tbody>
<tr>
<td>Education and outreach</td>
<td>$3,200,264</td>
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<tr>
<td>Professional education</td>
<td>$1,453,339</td>
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<tr>
<td>Public awareness</td>
<td>$1,449,612</td>
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<tr>
<td>Advocacy and government relations</td>
<td>$1,244,667</td>
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<tr>
<td>Research</td>
<td>$3,258,823</td>
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<tr>
<td>Management and general</td>
<td>$837,600</td>
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<tr>
<td>Fund raising</td>
<td>$1,559,826</td>
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<tr>
<td>Special events</td>
<td>$299,260</td>
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<tr>
<td><strong>Total expenses</strong></td>
<td><strong>$13,303,391</strong></td>
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<tr>
<td><strong>Increase (decrease) in net assets</strong></td>
<td></td>
<td></td>
<td><strong>$930,367</strong></td>
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</tbody>
</table>

## Accolades

Charity Navigator, America’s largest independent evaluator of charities, awarded NPF its highest rating of four stars for the fifth consecutive year in 2017. NPF received this designation for adhering to best practices and executing our mission in a financially efficient way. Only 8 percent of the more than 8,000 charities assessed have received this award at least five consecutive years.
We are deeply grateful to you, our donors, whose support enabled us to deepen our commitment to our mission during the fiscal year ending June 30, 2018. Once again, NPF was able to drive efforts to cure psoriatic disease and improve the lives of those affected because we received $10.62 million in gifts, contributions and other support from individuals, companies, businesses and family foundations.

During 2018, NPF invested $2.32 million in research grants to accelerate the search for a cure for psoriasis and psoriatic arthritis. That investment included eight discovery grants, six translational grants, two bridge grants, one psoriatic arthritis research grant, one pediatric psoriasis challenge grant, nine fellowships, six early career research awards and 16 summer student research grants.

We invested $1.24 million in advocacy to shape the laws and public policies that affect more than 8 million Americans living with psoriatic disease. And we invested $3.2 million in outreach, education and patient services to support people living with and managing psoriasis and psoriatic arthritis. NPF is fiscally sound, with $7.68 million in net assets.

NPF is a member of the National Health Council, which requires that all members maintain the highest standards of organizational effectiveness and public stewardship.

We are proud of NPF’s achievements, and we remain dedicated to our role as stewards of the funds entrusted to us.

Thank you for your continued generosity and faith in NPF.

Sincerely,

Terri Theisen
Treasurer, Board of directors
Donors and sponsors

**Lifetime Contributions (To Date)**
$1.5 Million +
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Edward A. & Catherine Lozick Foundation
A. Marilyn Sime, Ph.D., R.N.

$1 Mil. - $1.49 Mil.
Barbara and Neal Henschel Charitable Foundation
Michael and Carol Laub
Seymour and Rebecca Lutto, in memory of their son, Lawrence Lutto

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Contributions calculated on fiscal year

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Dale and Karen White
Beverly Foster Halprin Society
$50,000 - $74,999
Bucks Creek Foundation
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<table>
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<tr>
<th>Amount</th>
<th>Companies</th>
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<tr>
<td>$1 Million+</td>
<td>abbvie</td>
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<td></td>
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<td>$100,000-$499,999</td>
<td>Bristol-Myers Squibb, Ortho Dermatologics, Sun Pharmaceuticals, UCB</td>
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<td>$50,000-$99,999</td>
<td>Boehringer Ingelheim, Dermira, Mallinckrodt, Promius Pharma, Remedy Health</td>
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<td>$25,000-$49,999</td>
<td>LEO Pharma, Health Monitor, Neutrogena, Novotheva, Patient Centered Outcomes Research Institute, Prestige Brands, Sandoz, Taro Pharma, Wisconsin Pharmacal</td>
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<tr>
<td>$10,000-$24,999</td>
<td>CeraVe, DermaER, Haus Bioceuticals, HMP Global, Kao, Mayne Pharma, Merck, National Institutes of Health, NeoStrata, PACK Health, Prestigio Ltd, Unilever</td>
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</tbody>
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