

2023

Alex's
Lemonade
Stand
Foundation for
Childhood Cancer™

Annual Report



Discovering More Treatments



Greta was less than a year old when her leukemia treatment failed.

Diagnosed at 3 months old with acute lymphoblastic leukemia (ALL), Greta endured frontline chemotherapy and a bone marrow transplant – with marrow donated by her older sister. The transplant left Greta leukemia-free, but critically ill. Little Greta rallied and then spent an amazing and healthy six months at home with family.

Then, she relapsed.

While ALL is typically thought of as a highly curable form of leukemia, relapse options are limited. For Greta, the most promising option was a then-experimental CAR T immunotherapy clinical trial at Seattle Children's Hospital, three hours away from their home.



The cost to travel could have been a barrier, but our Travel For Care program helped cover hotel room costs. So, the family went, hopeful but scared.

The clinical trial was led by Alex's Lemonade Stand Foundation-funded researcher, Dr. Rebecca Gardner. This specialized type of immunotherapy works by engineering a patient's own immune cells – turning T cells into superheroes that attack cancer with minimal side effects.

Greta began treatment. The new, engineered cells were returned to Greta and went to work fighting the leukemia. It worked.



Greta is now 11 years old and has been cancer-free for over 9 years. A similar therapy was approved by the FDA in 2017 for certain types of pediatric leukemia. And now, researchers continue to turn to CAR T as a potential treatment for kids with other types of cancer – all thanks to the support of donors like you.

Dear Friends,

When Alex held her first front yard lemonade stand in 2000, we had no idea it would grow into a national fundraising movement. Back then, we were amazed that a lemonade stand could raise \$2,000 for pediatric cancer research. Today, we're in awe of how supporters like you continue to grow Alex's legacy as we celebrate our most impactful year yet.

In 2023, you helped Alex's Lemonade Stand Foundation reach many milestones, including becoming the largest independent childhood cancer charity in the U.S. The most exciting part of that is we were able to help more kids than ever, through nearly 200 research projects funded that are finding new cures, turning discoveries into treatments and so much more.

You are at the heart of those breakthroughs. Whether you joined us in Childhood Cancer Awareness Month for our 11th Million Mile, hosted a lemonade stand, came to the triumphant comebacks of two of our favorite events: Alex's "Original" Lemonade Stand and L.A. Loves Alex's Lemonade, or supported us in some other way, we are so thankful you continued Alex's vision last year.

Through all the milestones, generous people like you continue to remind us of the power of that first lemonade stand. The \$32.5 million you helped us raise last year is going to make a difference in the lives of kids fighting cancer across the country. We are excited to share all the ways you advanced our mission for childhood cancer families in 2023.

Gratefully,



Liz & Jay Scott

Alex's Parents/Co-Executive Directors
of Alex's Lemonade Stand Foundation





2023 in Review

Thanks to supporters like you, Alex's Lemonade Stand Foundation is turning lemons into lemonade year after year:



190+ Grants Funded

These research projects seek safer and more effective treatment for kids with cancer with the help of nearly 120 new projects and continued funding for multi-year grants to find the next breakthrough.



365+ Families Assisted by Travel For Care

The Travel For Care program covers costs for families by covering airfare, hotel stays and gas.



2,300+ SuperSibs Supported

SuperSibs provides encouragement, empowerment and comfort to siblings of kids with cancer through specialized mailings made just for them.

“ALSF has been a true lifesaver for us.”

– Shelly, mom to childhood cancer heroes Logan and Xavier



5,200+ fundraisers



\$32.8M

raised in 2023
to help kids
with cancer!



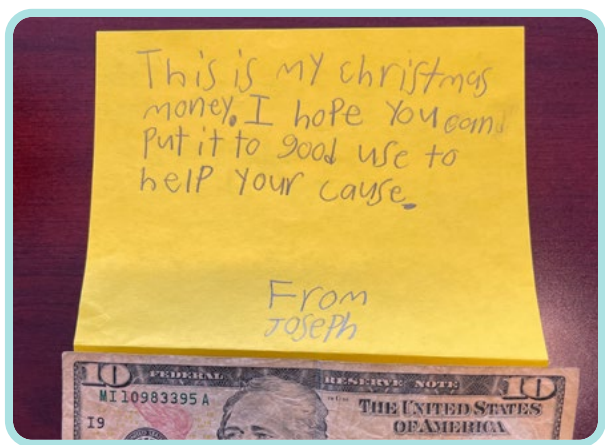
Dear Alex's Lemonade Stand Foundation,
 My name is Mason. I am 8
 years old. I live in Vivian, S.D.
 My friend Dewden got diagnosed
 with cancer last year. I wanted to
 help so I decided to do a 10 mile
 run in his honor. I hope this
 helps get fund research.

Mason's 10-Miler - South Dakota

Mason decided to do a 10-mile run to honor his friend's battle with cancer and sent a sweet letter to ALSF with a check for \$3,220 in donations from his fundraiser.

Joseph's Christmas Money - Kansas

Joseph is a selfless kid who gave his Christmas money to ALSF to "put it to good use" to help kids fighting cancer.



A Map o

Dinner with Jimmy Kimmel - California

The Kimmels hosted a dinner with several chef supporters to celebrate what would have been Alex's 28th birthday. After all these years, Jimmy Kimmel, Molly McNearney, Jon Shook, Adam Perry Lang, Marc Vetri, Chris Bianco, David Chang, and Vinny Dotolo continue to honor Alex's legacy from L.A. Loves Alex's Lemonade to The Great Chefs Event Philadelphia to their own homes.



Berkshire Waldorf Elementary Reading Challenge – Massachusetts

After hearing Alex’s story, the librarian at Berkshire Waldorf Elementary School challenged the 5th grade class to a Read-A-Thon where she would donate \$10 for every student that read 100 pages in ten days. With the help of parents and sponsors, their class raised \$1,348 for kids with cancer!



Haskel Drive Lemonade Stand – New Jersey

This summer, the Khanna family rallied their community to help raise money for childhood cancer research with a lemonade stand. Community leaders, the police department, the fire department, and countless others came together to help them raise a grand total of \$4,575!

Dakota Ann’s STAND Against Pediatric Cancer – North Carolina

In honor of Dakota’s own fight with cancer, Dakota and her family host an annual lemonade stand to share some sweet sips with people in their community while raising money for childhood cancer research. This year, they collected \$360!





Taylor

In 2006, at the age of 11, Taylor was diagnosed with osteosarcoma, a type of bone cancer. After nine months of chemotherapy and surgery on her right arm, Taylor was declared cancer-free. Then, 18 months later, she relapsed. Surgery and more treatment followed. Her family was hopeful; but then, Taylor's cancer returned for a third time.

With time and hope running out, Taylor's team found a clinical trial made possible by an infrastructure grant from ALSF. The trial worked. **Today, Taylor is cancer-free and all grown up.**

She graduated from the University of North Alabama with a nursing degree, she got married, had her first child, Wallace, and is now expecting her second child, a little girl.

Last June, Wallace enjoyed his first front yard lemonade stand for ALSF. For Taylor, it was a full circle moment from child fighting cancer to mother showing her son how he could help other kids, too.



Marcel

Marcel was 2 years old when he began taking sudden falls and was feverish and inconsolable at night. Then a trip to the emergency room made things clear: Marcel had acute lymphoblastic leukemia.

He received chemotherapy treatment and had a port placement at UCLA. Marcel found himself back and forth from the hospital quite often, and ALSF provided his family with gas cards to alleviate some of the stress of constant travel.

Now, five years after his initial diagnosis, Marcel no longer needs his port because he is in remission! Today, he is soaring through elementary school.



Mia

Melissa Bento was busy picking up family from the airport for her oldest daughter's first communion when the pediatrician called and said that her younger daughter, Mia, needed to see a hematologist.

Melissa asked if it could wait. They'd been back and forth to the doctor so many times trying to figure out Mia's weird blood work. The doctor said: "No." By the day of her sister's communion, Mia had been diagnosed with acute lymphoblastic leukemia (ALL). Mia was just 5 years old. She'd stay in the hospital for one month while her older sister, Gabriella, stayed home and with family.

Melissa found ALSF through an internet search, and in turn, found the SuperSibs program for Gabriella and connected with other families. **Today, Mia is cancer-free and 11 years old and Gabby is 14.** Together, the sisters host lemonade stands to support ALSF.

"I can see that the girls have a sense of pride about giving back," said Melissa.



Funding Cures Through Research

Funding safer, more effective treatments and cures

is at the heart of everything we do at Alex's Lemonade Stand Foundation. That only happens through research. We fund cutting-edge projects with the greatest potential to impact kids and fill critical gaps to ensure promising research translates into new therapies available to families whose children are fighting for their lives. Your support is what makes it all possible.

190+ Grants funded in 2023
from new and ongoing research



Crazy 8 Initiative



The Crazy 8 Initiative is our latest groundbreaking research effort, built around large-scale projects designed to tackle the most difficult-to-treat childhood cancers. We have awarded \$25 million total across six extraordinary projects at 21 institutions that are making progress towards finding new cures for kids with more projects planned for the future. As part of that commitment, in 2023 we requested proposals for a new Crazy 8 Grant focused on cancer predisposition and prevention. This will be the largest childhood cancer grant focused on predisposition, and it is fully funded by a small group of passionate, dedicated donors.

Read more about The Crazy 8 at Crazy8Projects.org.

Childhood Cancer Data Lab

Did you know that we employ data scientists, engineers and more at the Childhood Cancer Data Lab to help empower pediatric cancer researchers poised for the next big discovery with the knowledge, data, and tools to reach it? Here's a snapshot of how the Data Lab has accelerated the pace of research to help find cures for kids faster:

- Our earliest project, refine.bio, has provided more than 7,000 datasets to users across the globe. We estimate this has saved over 100 years of collective research time.
- In May 2023, our [Open Pediatric Brain Tumor Atlas](https://openpediatricbrain.com) paper was published, sharing discoveries and reproducible workflows for more researchers to use.
- Our training workshops teach researchers valuable data science skills, and we've trained over 300 researchers from more than 65 institutions.

Learn more and sign up for monthly blog updates at CCDataLab.org.

“This grant opportunity allows us to do things that they couldn't even think of before.” – Fernando Camargo, Crazy 8 Grantee



\$30M

Committed
(so far)



21

Institutions



5

Countries
Represented



6

Projects
(so far)





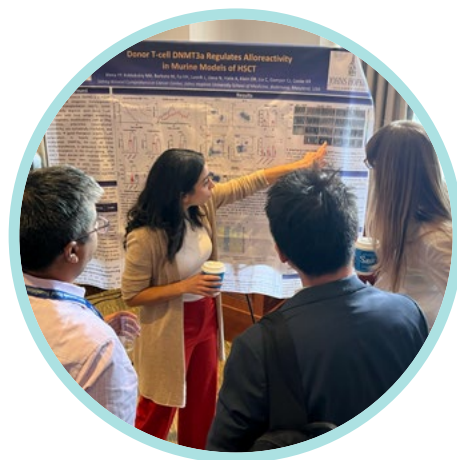
Centers of Excellence Summit 2023

Through the Centers of Excellence program, ALSF supports the training of physician scholars in drug development as well as the infrastructure needed to run clinical trials. At this year's meeting, researchers from University of California San Francisco, Texas Children's Hospital, Dana-Farber Cancer Institute and Children's Hospital of Philadelphia met to discuss ways to collaborate on clinical trials, mentoring scholars, strategies to tackling site challenges and addressing equity and access to clinical trials. The centers work together to drive discovery and provide children access to targeted experimental treatment options when frontline therapy has failed.



Young Investigator Summit 2023

Last October, Alex's Lemonade Stand Foundation and Northwestern Mutual welcomed grant recipients to the 11th Annual Young Investigator Summit. Young Investigator Grants are designed to fill the critical need for startup funds for less experienced researchers to pursue promising research ideas. This two-day event was filled with fascinating presentations, stimulating conversation, and endless opportunities to connect researchers in the same field to move the needle towards safer, more effective treatments and cures for kids with cancer.



Making Cutting-Edge Research **Possible**



Ten years ago, **CAR T immunotherapy** seemed like a crazy, sci-fi-esque idea. Could scientists really engineer someone's own immune system cells to fight childhood cancer? The answer was a resounding yes! CAR T is now used as a treatment for certain types of pediatric leukemia, while researchers like Dr. Andras Heczey at the Baylor College of Medicine are investigating this specialized immunotherapy as an option for solid tumors. Beyond CAR T, researchers all around the world continue to accelerate the study of the genetic drivers of cancer, the discovery of new treatments, and the trial of targeted therapies for kids facing cancer -- all because of your support.

Funded by the ALSF Crazy 8 Initiative, researchers in Vienna, Austria, are using a "**molecular time machine**" to study how cancer cells change and spread to gain a better understanding of how and when cancer becomes resistant to treatment.

Retinoblastoma researcher Dr. Jesse Barry is studying how a **liquid biopsy** of the aqueous humor, a fluid found in the eye, could lead to better diagnostics of eye cancer -- saving lives and vision in children.

In the Childhood Cancer Data Lab, data scientists are finding new, innovative ways to manage the volumes of information produced in scientific studies, **harmonizing over 1.3 million data samples.**



As the new year unfolds, more precision treatments, more discoveries and more clinical trials are providing hope to kids with cancer. And it is this hope, fueled by your support, that will power science closer to cures.

Supporting Families

For families fighting childhood cancer, they have only one thing to focus on: **saving their child's life.**

Alex's Lemonade Stand Foundation offers several programs to help ease the burden on families, from covering travel costs for kids that need to travel for treatment, to unique mailings to help siblings cope, journals to help track treatment and more. You make it possible for us to support these families.

365+ families helped through Travel For Care covering travel costs

2,300+ SuperSibs supported with special mailings throughout the year

1,500+ families photographed through Flashes of Hope



Full Year of Fun and Fundraising



Lemon Ball

In 2023, we celebrated the 17th Annual Lemon Ball. Guests poured in from all over the country dressed in yellow ties and gowns to enjoy a night of dinner, dancing and generous donations. Together, we raised more than \$850,000 for childhood cancer research.



Lemonade Days

#SuperHeroesForBenny held their third annual lemonade stand during Lemonade Days, and this stand was their biggest one yet! In celebration of Benny's survivorship, his family raised \$11,000 online and in-person with the help of friends, family, firefighters, police officers, and the local news. This added to the \$1.9M raised overall for Lemonade Days.



Alex's "Original" Lemonade Stand

For the first time since 2019, Alex's "Original" Lemonade Stand returned to Alex's old school, Penn Wynne Elementary, for an unforgettable day of fundraising. This is the annual stand held by Alex, continued by her family & friends, and this meaningful day of games, treats, and lots of lemonade raised more than \$90,000!



Great Chefs Event Philadelphia

The Great Chefs Event Philadelphia is a delectable day of gourmet fundraising. Complete with chefs from across the country and a thrilling auction, more than 750 supporters came out to taste the sweetness of success – raising \$430,000 for kids with cancer!



The Million Mile

When Libby was diagnosed with diffuse intrinsic pontine glioma, her teddy bears, Mr. Teds and Ms. Snow, saw her through treatment. Sadly, Libby passed away at 14. Now, her parents carry on her legacy with a Teddy Bear Relay Race during The Million Mile, moving 35-40 miles while raising money for childhood cancer research every year!



L.A. Loves Alex's Lemonade

L.A. Loves Alex's Lemonade made its triumphant comeback for the first time since 2019. Hosted by Chef Suzanne Goin, business partner, Caroline Styne and Chef David Lentz, guests sampled delicious dishes from superstar chefs, raising \$1.3 million for kids with cancer.



End Childhood Cancer Halloween Walk/Run

The Fee Family showed up in style for the End Childhood Cancer Walk/Run. After battling neuroblastoma and an autoimmune disorder, their hero, Andy, had to relearn how to walk. In honor of his fighting spirit, his family signed up for this year's 5K and crossed the finish line together to raise \$3,600 for their team!

2023 Financial Highlights

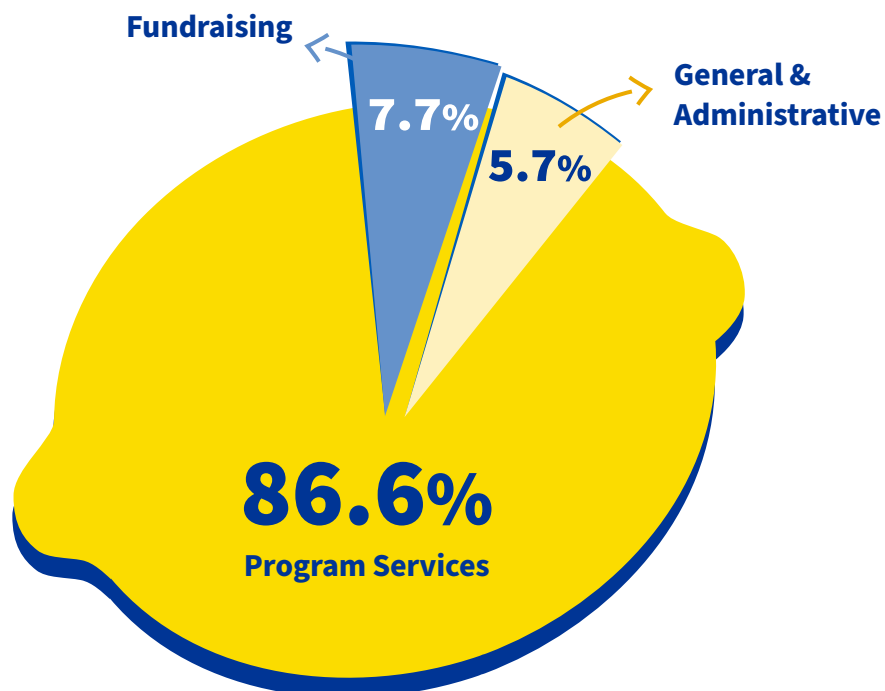
Without the dedication of our supporters, volunteers and staff, the vast progress made in 2023 would not have been possible. We can't say thank you enough for moving us closer to a future free of childhood cancer. We are grateful for the accomplishments, progress, and impact so far, but our mission is far from fulfilled. Your support helps us find ways to think bigger, ask what is possible, and strengthen our community dedicated to helping all kids with cancer. Thanks to that community, we had our best year in history in terms of funds raised, passing the milestone of \$30M raised in one year, and \$300M raised since Alex's first lemonade stand.

We are dedicated to using as much of your support as possible to continue our mission of funding research and aiding childhood cancer families. In 2023, the Foundation spent nearly \$28 million with 86% on expenditures going towards program services and only 14% used for supporting services. We concluded with a \$4.9M surplus, funds restricted towards helping kids with cancer through a Crazy 8 predisposition project launching in 2024!

Our vision for the future is to remain a leader in childhood cancer research. Our successful innovations (Childhood Cancer Data Lab and Crazy 8) have inspired us to pursue bigger and bolder ideas that will provide cutting-edge and less toxic treatments as well as accelerate research to meet the critical need of cures for all kids with cancer.







Thank you for making that possible.

\$27.9 million
spent in 2023



2023 Financial Highlights

Total raised in 2023: \$32.8 Million

Total Program Services		\$24,184,000	2022	\$21,165,000	
		2023		2022	
	Pediatric Cancer Research	\$19,799,000		\$17,212,000	
	Public Awareness/Education	\$1,582,000		\$1,496,000	
	Family Service Programs	\$1,289,000		\$1,060,000	
	Childhood Cancer Data Lab	\$1,514,000		\$1,397,000	
Total Administrative/Fundraising		\$3,751,000	2022	\$2,938,000	
		2023		2022	
	General and Administrative	\$1,591,000		\$1,363,000	
	Fundraising	\$2,160,000		\$1,575,000	
Total Funds Used		\$27,935,000	2020	\$24,103,000	
		Surplus	\$4,947,000	Surplus	\$3,379,000

Restricted to our 2024 Crazy 8 Grant for Predispositions!

Statement of Financial Position

	2023	2022
Total Assets	\$36,974,000	\$32,051,000
Total Liabilities	\$7,118,000	\$8,069,000
Total Net Assets	\$29,856,000	2022 \$23,982,000

*Numbers are pre-audited. Full financial reports and IRS Form 990's are available at AlexsLemonade.org/Reports.

Get Involved

Many of ALSF's fundraising events and programs are easy, free, and fun for everyone, at any age, to enjoy while making a difference for kids with cancer. See how you can get involved below.

Lemonade Days June 1 -30, 2024

LemonadeDays.org

To celebrate the 20th anniversary of the first Lemonade Days, we expanded this event to last all of June! Supporters pick a day or days to hold a lemonade stand to raise funds and awareness to support kids with cancer and childhood cancer research. Alex Scott believed a lemonade stand could cure kids with cancer, and we honor her legacy with the help of people like you. Since its inception, Lemonade Days has raised more than \$20 million. You can also hold a stand at any time of the year!



The Million Mile September 1 - 30, 2024

TheMillionMile.org

During Childhood Cancer Awareness Month, ALSF holds a fitness fundraiser all September long! Supporters across the nation walk, run, or cycle the entire month to help us reach a collective goal of moving one million miles while raising millions for critical research. The Million Mile has been inspiring people to make an impact for more than 10 years, with thousands of supporters going the distance to help kids with cancer.



Team Lemon

TeamLemon.org

Team Lemon is ALSF's spirited charity running team! Supporters run in a race of their choice, or take one of ALSF's slots in a number of prestigious marathons across the country, while representing ALSF in a yellow t-shirt. Runners raise money and awareness to help fight childhood cancer.

Champions for Kids with Cancer

ALSFChampions.org

Athletes of any skill level turn their season's stats into life-saving research dollars while playing their favorite sport. From football to hockey, swimming to soccer, anyone can fundraise and make a game-changing impact for kids with cancer as an ALSF Champion!

Special Events

AlexsLemonade.org/Special-Events

Always fun and one-of-a-kind, our special events are inspiring and help raise much-needed funds for childhood cancer research across the country. From formal events like our Lemon Ball to family-fun events like Alex's "Original" Lemonade Stand or L.A. Loves Alex's Lemonade, there's an exciting experience for everyone.





Alex's Lemonade Stand Foundation (ALSF) emerged from the front yard lemonade stand of 4-year-old Alexandra "Alex" Scott, who was fighting cancer and wanted to raise money to find cures for all children with cancer. By the time Alex passed away at the age of 8, she had raised \$1 million. Since then, the Foundation bearing her name has evolved into a worldwide fundraising movement and the largest independent childhood cancer charity in the U.S. ALSF is a leader in funding pediatric cancer research projects across the globe and providing programs to families affected by childhood cancer. For more information, visit AlexsLemonade.org.

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Keep the Lemonade Flowing

2023 was a record-breaking year at Alex's Lemonade Stand Foundation. We are proud and grateful of the milestones you made possible, while knowing there is more work to be done to find cures for all kids. Here are ways you can take action today.



Become a Member of the One Cup at a Time Club

Monthly donors are part of the One Cup at a Time Club, a community of generous people like you who give what they can every month to help cure childhood cancer. As a member, your sustaining gifts help us plan for the future and anticipate which projects can be funded in the year ahead. Plus, you'll receive members-only benefits like a travel cup and ALSF news.

Meet a One Cup member

“We have two grandchildren. ALSF is working to keep them safe from cancer, and the way to help is to give them the money and the resources they need to do their work.”

— Bill and Camille, One Cup members



Join the Alexandra Scott Legacy Society

By including ALSF in your will, trust or other estate plans, you can impact the fight against childhood cancer for generations, at no cost to you during your lifetime. Your legacy gift will bring us closer to realizing Alex's dream: cures for all kids with cancer.

Invest in Cures with Stock Donations

Invest in the fight against childhood cancer by donating stock or securities. Not only will you immediately impact childhood cancer families, you may receive additional benefits like avoiding the capital gains tax, making stock donations a tax-wise way to give.

Co-Fund a Grant

Charities and family foundations have the unique opportunity to co-fund a research grant that has been carefully vetted by our Scientific Review Board, putting your funds toward the projects that are most meaningful to you.

Request a Gift Match

Your employer may match your gift to us, doubling or tripling the impact of your support. See if your employer will match your donation at AlexsLemonade.org/Match.

To learn more, contact Lexi Gratton at L.Gratton@AlexsLemonade.org or scan the QR code to visit our website.



Thank You to Our Partners

\$3 Million+



\$1 Million+



V O L V O

\$500K+



\$250K+



\$100K+





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