2018 BY THE NUMBERS

**ADVOCACY**
- $5 MILLION approved by the CDC for all infectious diseases affected by the opioid epidemic: HCV, HBV & HIV
- 80 elected officials met during our annual Awareness Day on Capital Hill
- 8 bills promoted by ALF to advance research, public health and health access

**RESEARCH**
- $588,000 donated to fund liver disease research

**EDUCATION & SUPPORT**
- 2,000,000 people served by our education and support service
- 231,000 visitors to ALF’s website during our October “Are You At Risk?” Liver Cancer Awareness Campaign
- 200,000 members of our online communities
- 10,100 inquiries responded to by our Helpline

**COMMUNITY FUNDRAISING EVENTS**
- 2.5 BILLION steps taken at our Liver Life Walks
- $5 MILLION raised at our walks, challenges & culinary events to fight liver disease
- $588,000 donated to fund liver disease research
Dear ALF Colleagues,

Over the past 17 years – as an American Liver Foundation (ALF) fundraiser, board member, board chair and now as CEO – I’ve met countless amazing and committed individuals who are part of ALF’s family at our events across the nation. As you’ve come together to share your experiences, learn from and teach each other, raise awareness, support ALF’s programs and advocate for causes that affect those with liver disease, your engagement has made ALF the grassroots powerhouse that it is and the true voice of liver patients.

It’s because of your dedication, courageous spirit & generosity that, in 2018, ALF not only reaffirmed our commitment to the four pillars of our mission — education, support, advocacy and research — but we were able to reach new communities, expand our programming and enhance our offerings.

In 2018, throughout our 17 divisions, we listened to your concerns and built out our regional education to meet your needs. From our new Associate Healthcare Professional Management Series for non-MDs in the Great Lakes Division to our Fatty Liver Symposium for patients and caregivers in the Mid-Atlantic Division, our informative and interactive programming is addressing the issues that matter to you.

We’ve also responded to your desire for more — and more varied — support services. Our tireless Helpline specialists replied to 10% more inquiries than in the previous year — 10,100 in 2018 alone! — and we expanded our disease-specific support activities, too. For example, we added a second facilitated Facebook Group, Life with NASH (for individuals with nonalcoholic steatohepatitis), and the blog Life with PBC about the rare liver disease primary biliary cholangitis (PBC).

Under my leadership, we’re also increasing our presence in the Capitol because legislation related to health care affects each and every one of us. For the first time in our 43-year history, ALF conducted two listening sessions for the Food and Drug Administration (FDA) during 2018. The first was on clinical trial design and endpoints for alcoholic hepatitis and other alcohol-associated liver diseases. The second was on issues related to quality of life and treatments related to rare pediatric diseases. These meetings with regulatory agencies position ALF to better ensure that patients’ experiences are considered at each point in the development of new treatments. We’re proud to amplify the patient voice.

In 2018, we also broadened our research support because scientific breakthroughs are crucial to improving life for those with liver disease. We not only awarded four Postdoctoral Research Fellowship Awards and a Liver Scholar Award to early-career researchers — as we do each year — we also honored two faculty members through PBC Fund for the Cure Awards. The PBC awards were made possible through the generous support of a private donor. We wish all the award winners much success as they strive to improve detection, advance disease management and discover cures!

As I officially sign off on another year, I reiterate that it’s our communal efforts that are making the difference — and will one day enable us to reach our vision of a world without liver disease.

Sincerely,

Thomas F. Nealon III, Esq.
Across the nation, ALF’s divisions offered educational programming and support services unique to their communities.

We asked divisions to share what they’re particularly proud of accomplishing in 2018. This annual report includes only a sample of their achievements.
<table>
<thead>
<tr>
<th>Region</th>
<th>Experience</th>
</tr>
</thead>
<tbody>
<tr>
<td>PACIFIC NORTHWEST</td>
<td>“We want to thank our medical leadership and those who participated in congressional visits and helped us create educational events.”</td>
</tr>
<tr>
<td>GREATER NEW YORK</td>
<td>“We kicked off our 2018 veterans outreach with an event attended by 400 people.”</td>
</tr>
<tr>
<td>MID-AMERICA</td>
<td>“Nearly 2,000 people from across the U.S. are part of ALF’s Facebook group Life with PBC that started in St. Louis.”</td>
</tr>
<tr>
<td>MID-ATLANTIC</td>
<td>“We created an Ask the Experts program with the University of Pennsylvania on cirrhosis, hepatitis C, fatty liver disease, liver cancer and transplantation.”</td>
</tr>
<tr>
<td>SOUTHEAST</td>
<td>“With the University of Florida Health, we began a series of continuing medical education presentations on liver cancer for primary care clinicians.”</td>
</tr>
<tr>
<td>CONNECTICUT</td>
<td>“In Connecticut, we provided community education to 3,000 children and 1,800 adults.”</td>
</tr>
<tr>
<td>GREATER LOS ANGELES</td>
<td>“Language and culture continue to be barriers to care. That’s why we offered bilingual English/Spanish education - plus free HCV, HIV and STD testing.”</td>
</tr>
<tr>
<td>TEXAS</td>
<td>“With the nonprofit Linkage to Health, we tested nearly 3,500 people for HCV and are connecting those who tested positive to care.”</td>
</tr>
<tr>
<td>ROCKY MOUNTAIN</td>
<td>“Our Vietnamese educational program provided information on everything from liver wellness.”</td>
</tr>
<tr>
<td>UPPER MIDWEST</td>
<td>“Our Case Studies gave physicians the opportunity to expand their knowledge and discuss difficult liver disease cases.”</td>
</tr>
<tr>
<td>HEARTLAND</td>
<td>“At our Anthony S. Tavill, MD Academic Debates, providers heard competing views on whether it’s ever advisable to delay HCV treatment or to transplant an HCV-positive liver into an HCV-negative recipient.”</td>
</tr>
<tr>
<td>DESERT SOUTHWEST</td>
<td>“At the Transplant Games of America, we introduced hundreds to ALF’s education and support services. Proud to be there as a new record was achieved for the most transplant recipients in one place!”</td>
</tr>
</tbody>
</table>
OUR MISSION IN ACTION

EVERY ALF INITIATIVE STRIVES TO IMPROVE THE LIVES OF THOSE WITH LIVER DISEASE.

NEW ENGLAND
“We used a multi-pronged approach to combat the rise in viral hepatitis: updated print materials; education & screening events, homeless centers, veterans’ organizations & jails; opioid conferences for medical professionals; and state advocacy activities.”

GREAT LAKES
“Our new video series In the Doctor’s Kitchen teaches people to cook liver-healthy meals.”
We were pleased to have represented California at ALF’s 2018 Advocacy Day on Capitol Hill with patients from across the nation!

We convened public and private sector leaders to launch an Eliminate Hepatitis C San Diego County Initiative, which will develop recommendations to reduce new infections of HCV by 80% - and HCV-related deaths by 65% - by 2030.

“Transplant recipients 7-year-old Ariana and 13-year-old Jay Quan and their families are helping us raise awareness of pediatric liver disease and transplant. We’re honored!”

We’re correcting the myth that kids don’t get liver disease. Patient advocates from New York joined ALF at an FDA listening session on pediatric liver diseases.

“Greater New York”

“Greater Los Angeles”

“Pacific Coast”

“Mid-South”
Distinguished Scientific Achievement Award
Michael Houghton, PhD
Along with Qui-Lim Choo, George Kuo and Daniel W. Bradley, Dr. Houghton discovered Hepatitis C. He also co-discovered the Hepatitis D genome. The discovery of Hepatitis C led to the development of diagnostic reagents to detect HCV in blood supplies and, more recently, a cure. Dr. Houghton is the Canada Excellence Research Chair in Virology and Li Ka Shing Professor of Virology at the University of Alberta where he is also Director of the Li Ka Shing Applied Virology Institute. His team is working to develop an HCV vaccine. Recently, along with Amir Landi, he discovered new blood biomarkers of autoimmune hepatitis.

American Liver Foundation Postdoctoral Research Fellowship Awards

Irwin M. Arias, MD Postdoctoral Research Fellowship
Norihiro Imai, MD, PhD
JOAN & SANFORD I. WEILL MEDICAL COLLEGE OF CORNELL UNIVERSITY
Project: “Muscle-Specific Metabolic Regulation by Thioesterase Superfamily Member 2 (Them2) in the Pathogenesis of Nonalcoholic Fatty Liver Disease”
Mentor: David E. Cohen, MD, PhD

Hans Popper Memorial Postdoctoral Research Fellowship
Aveline Filliol, PhD
THE TRUSTEES OF COLUMBIA UNIVERSITY IN THE CITY OF NEW YORK
Project: “Role of HSC and ECM in the Development of Hepatocellular Carcinoma”
Mentor: Robert F. Schwabe, MD

Sandra Steensels, PhD
JOAN & SANFORD I. WEILL MEDICAL COLLEGE OF CORNELL UNIVERSITY
Project: “Thioesterase-mediated Control of Hepatic Lipid and Glucose Homeostasis”
Mentor: Baran A. Ersoy, PhD

James Heslop, PhD
MEDICAL UNIVERSITY OF SOUTH CAROLINA
Project: “The Role of GATA6 in Endoderm Formation and Hepatic Specification”
Mentor: Stephen A. Duncan

American Liver Foundation Liver Scholar Award
Xiaobo Wang, PhD
COLUMBIA UNIVERSITY
Project: “Regulation and Role of TAZ in NASH-Associated Hepatocellular Carcinoma”
Mentor: Ira A. Tabas, MD, PhD
American Liver Foundation PBC

American Liver Foundation PBC Fund for the Cure Award
Marina Silveira, MD
YALE UNIVERSITY
Project: “Mindfulness-Based Stress Reduction in the Treatment of Fatigue in Patients with PBC”

Weici Zhang, PhD
UNIVERSITY OF CALIFORNIA, DAVIS
Project: “IGFBP4 Expression Licenses Macrophage Immune-Mediated Biliary Destruction in PBC”
2018 marks the American Liver Foundation’s 42nd year providing help and hope to those impacted by liver disease. Our efforts this year were made possible because of the generosity of the individuals, foundations and corporations listed here.*

For the millions of people served by ALF, we thank you.

$100,000 and Above
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Bayer Pharmaceuticals, Inc.
Exelixis, Inc.
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Thank you to the McMahon brothers (Lee & Aidan McMahon Foundation) for their annual golf outing and auction for ALF.

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* This list includes all individuals, foundations and corporations that donated $2,500 or more to the American Liver Foundation in 2018. If we inadvertently omitted a contributor, we sincerely apologize and would like to know. Kindly call our Development Department: 646-737-9405.
WHERE YOUR MONEY GOES

Gifts to the American Liver Foundation help improve life for people with liver disease through advocacy, education, support services and research. We are committed to being the best possible stewards of donated funds, honoring donor intent and practicing financial transparency.

Program Services
- Public Education: $1,859,566
- Research: $587,528
- Professional Education: $1,374,807

Total Program Services: $7,391,786

Support and Program Expenses
- Patient Services: $1,725,794
- Community Services: $1,844,091
- Program Services: $7,391,786
- Management: $929,107
- Fundraising: $959,680

Total Expenses: $9,280,573
# FINANCIAL STATEMENTS

## Balance Sheet

<table>
<thead>
<tr>
<th>Assets</th>
<th>2018</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash and Cash Equivalents</td>
<td>$ 1,570,520</td>
<td>$ 1,458,383</td>
</tr>
<tr>
<td>Investments</td>
<td>2,274,611</td>
<td>2,523,272</td>
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<tr>
<td>Contributions Receivable</td>
<td>1,117,480</td>
<td>934,485</td>
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<tr>
<td>Prepaid Expenses and Other Assets</td>
<td>219,161</td>
<td>288,229</td>
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<tr>
<td>Property and Equipment, Net</td>
<td>78,556</td>
<td>116,422</td>
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<tr>
<td><strong>Total Assets</strong></td>
<td><strong>$ 5,260,328</strong></td>
<td><strong>$5,320,791</strong></td>
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## Liabilities and Net Assets

<table>
<thead>
<tr>
<th>Liabilities:</th>
<th>2018</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accrued Expenses</td>
<td>$ 364,152</td>
<td>$ 263,206</td>
</tr>
<tr>
<td>Payroll &amp; Related Liabilities</td>
<td>304,462</td>
<td>265,485</td>
</tr>
<tr>
<td>Funds Held on Behalf of Other</td>
<td>793,980</td>
<td>801,234</td>
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<tr>
<td>Awards and Grants Payable</td>
<td>237,500</td>
<td>175,000</td>
</tr>
<tr>
<td>Patient Services</td>
<td>1,725,794</td>
<td>1,672,242</td>
</tr>
<tr>
<td>Loan Payable</td>
<td>99,509</td>
<td>-</td>
</tr>
<tr>
<td><strong>Total Liabilities</strong></td>
<td><strong>1,933,110</strong></td>
<td><strong>1,674,753</strong></td>
</tr>
</tbody>
</table>

## Net Assets Surplus/(Deficit):

| Without Donor Restrictions  | (474,617)     | (299,628)     |
| With Donor Restrictions     | 3,801,835     | 3,945,666     |
| **Total Net Assets**        | **3,327,218** | **3,646,038** |

## Total Liabilities and Net Assets

<table>
<thead>
<tr>
<th></th>
<th>2018</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total Liabilities and Net Assets</strong></td>
<td><strong>$ 5,260,328</strong></td>
<td><strong>$5,320,791</strong></td>
</tr>
</tbody>
</table>

## Statement of Activities

### Public Support & Revenues

<table>
<thead>
<tr>
<th></th>
<th>2018</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Contributions</td>
<td>$ 4,317,775</td>
<td>$ 3,901,538</td>
</tr>
<tr>
<td>Contributed Services</td>
<td>268,000</td>
<td>—</td>
</tr>
<tr>
<td>Investment Income, net</td>
<td>(121,217)</td>
<td>291,171</td>
</tr>
<tr>
<td>Other</td>
<td>25,653</td>
<td>33,727</td>
</tr>
<tr>
<td>Special Events</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Net of Direct Expenses</td>
<td>4,739,542</td>
<td>5,119,503</td>
</tr>
<tr>
<td><strong>Total Public Support &amp; Revenues</strong></td>
<td><strong>9,229,753</strong></td>
<td><strong>9,345,939</strong></td>
</tr>
</tbody>
</table>

### Program Services

<table>
<thead>
<tr>
<th></th>
<th>2018</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Public Education</td>
<td>1,859,566</td>
<td>1,945,029</td>
</tr>
<tr>
<td>Research</td>
<td>587,528</td>
<td>475,263</td>
</tr>
<tr>
<td>Professional Education</td>
<td>1,374,807</td>
<td>1,267,45</td>
</tr>
<tr>
<td>Deferred Rent Payable</td>
<td>133,507</td>
<td>169,828</td>
</tr>
<tr>
<td>Community Services</td>
<td>1,844,091</td>
<td>1,739,926</td>
</tr>
<tr>
<td><strong>Total Program Services</strong></td>
<td><strong>7,391,786</strong></td>
<td><strong>7,099,919</strong></td>
</tr>
</tbody>
</table>

### Supporting Services

<table>
<thead>
<tr>
<th></th>
<th>2018</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Management &amp; General</td>
<td>1,197,107</td>
<td>907,604</td>
</tr>
<tr>
<td>Fundraising</td>
<td>959,680</td>
<td>898,131</td>
</tr>
<tr>
<td><strong>Total Support Services</strong></td>
<td><strong>2,156,787</strong></td>
<td><strong>1,805,735</strong></td>
</tr>
<tr>
<td><strong>Total Cost of Program &amp; Supporting Services</strong></td>
<td><strong>9,548,573</strong></td>
<td><strong>8,905,654</strong></td>
</tr>
<tr>
<td>Change in Net Assets</td>
<td>(318,820)</td>
<td>440,285</td>
</tr>
<tr>
<td><strong>Net Assets, beginning of year</strong></td>
<td>3,646,038</td>
<td>3,205,753</td>
</tr>
<tr>
<td><strong>Net Assets, end of year</strong></td>
<td><strong>$3,327,218</strong></td>
<td><strong>$3,646,038</strong></td>
</tr>
</tbody>
</table>
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