

YEAR IN REVIEW OUT LIVING IT

2013

E.D. Letter Programs Marketing & PR Leadership Donors	YEAR IN REVIEW	Founder Letter	Why Young Adults	Innovations	Development	Financials
	YEAR IN REVIEW	E.D. Letter	Programs	Marketing & PR	Leadership	Donors

OUT LIVING IT

At First Descents, *Out Living It* isn't just a saying. It's a doing. In 2013, this credo rang truer than ever as participants, staff, volunteers, donors, and friends lived the First Descents philosophy to the absolute fullest, making every moment matter.

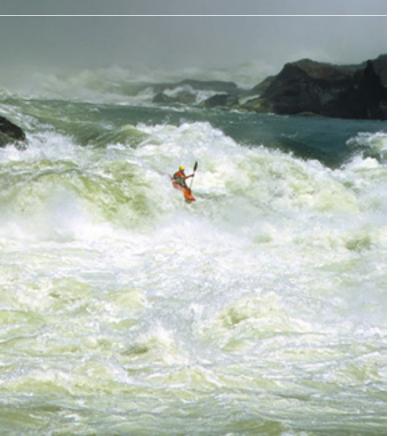
Welcome to the 2013 Year in Review. It was, without question, our greatest year yet.

From now on, I'm a surfer. Maybe not a good one. Probably never a great one. But given the choice between letting cancer get the best of me or reminding myself that it can't, I paddled out. And I won't ever look back. #OutLivingIt

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FROM BRAD 🗲

As excited as I am for the rapids downstream, I'm looking upstream at the rapid we've just come through, throwing my head back and screaming at the top of my lungs in celebration of our collective accomplishment.



One of my favorite views in the world is sitting in my kayak at the bottom of a rapid, looking back up at what I've just come through after kayaking it for the first time. All of the challenges associated with the rapid disappear and are quickly replaced with a sense of accomplishment, relief, and happiness that's difficult to put into words. The greatest celebrations in my life have been at the bottom of rapids.

I feel as though I'm sitting at the bottom of the most rewarding rapid I've ever run. That rapid is First Descents.

When I founded FD, I did so from a place of passion and with the intention of sharing that passion with young adults affected by cancer.

In those early days, FD was a small organization with the modest goal of hosting one or two camps each year. Our biggest challenges were finding the participants to attend the programs, raising a bit of money, and deciding who was in charge of getting lunches each day.

Fast-forward 14 years. FD has grown into a multimillion-dollar organization at the leading edge of the young adult cancer community, run by a dedicated and growing group of employees who are strategically scaling it to address an urgent need. Needless to say, our challenges have changed from those early days, and along with them, my role. By way of necessity, I've had to evolve away from the reasons I founded FD, doing what was necessary to see it get to that place I had envisioned so long ago.

It is with great pride, happiness, and a feeling of collective accomplishment that I share with you that we have made it to that place. In Ryan O'Donoghue, we've found a passionate and gualified leader to take the reins and guide FD to amazing things ahead. By accepting the position of Executive Director, Ryan has enabled me to re-engage with the reasons I founded this organization so many years ago: the people, the places, and the story. Going forward, I'll be spending my time and energy attending more programs, focusing on our experience, doing more outreach and speaking engagements, and whatever else I can to help raise the money needed to expand FD's reach to as many young adults as possible.

As excited as I am for the rapids downstream, I'm looking upstream at the rapid we've just come through, throwing my head back and screaming at the top of my lungs in celebration of our collective accomplishment.

Onward! Brad Ludden, Founder



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FROM RYAN **O**

Although I have been on staff only a short time, I can honestly say that serving as the Executive Director for First Descents (FD) has been one of the most rewarding experiences of my career.

Like so many others, the course of my life has been deeply affected by cancer. And despite the challenges of that experience, I am fortunate it has created an opportunity to contribute to such a meaningful cause. I am motivated to serve the greater well being of young adults who face this disease, and I believe FD effectively addresses the unique and underserved challenges of this demographic unlike any other organization.

My cancer story involves my older brother Colin. Nine years ago, Colin passed away after a twoyear battle. He was my best friend and mentor. As one can imagine, this was an incredibly difficult experience.

Colin was in the prime of his life when he was diagnosed. His hopes and dreams were put on hold, and his future became unknown, but what remained the same was the positive impact he had on others' lives. Colin had a special ability to connect with people and even though he was in an extremely vulnerable state, he was still able to provide solace to those concerned for his health. That uncommon bravery inspired me to embark on my current path in life, one that has led me to FD.

I am now inspired to find those connections that Colin so effortlessly nurtured, and I believe it is my duty to enact the lessons I learned from him to help others experiencing similar challenges. In other words, Colin is the fuel to my (camp)fire.

Over the past decade, there has been a growing effort to establish a new field of study: Adolescent and Young Adult (AYA) Oncology. As a community, we have worked hard to identify and support the unique challenges and unmet needs of AYAs diagnosed with cancer.

First Descents was early to recognize the gap in services available to AYAs, and has developed recognized programs that empower young adults with cancer through unforgettable outdoor adventures.

Over the years, FD has evolved its programs to address the changing needs of young adults, and has acted as a reputable voice in the AYA oncology movement. Our research clearly demonstrates the positive psychosocial benefits of First Descents' programs.

FD incorporates challenge, humility, humor, and adventure into every aspect of its being, and in doing so, creates a powerful community of peers and a lifestyle supported by our philosophy of *Out Living It*.

A talented staff, generous partners, and individual supporters–a collective team effort–allow FD to serve those in a time of great need. I strive to uphold that ideal in my position as Executive Director.

And while we are extremely proud of our accomplishments, our work has only just begun. With hundreds of thousands of young adults living with cancer in America today, and over 70,000 diagnosed each year, the need for FD is only growing.

We challenge you to join us on our mission, and look forward to many adventures in the future.

Thank you for your support!

Ryan O'Donoghue, Executive Director

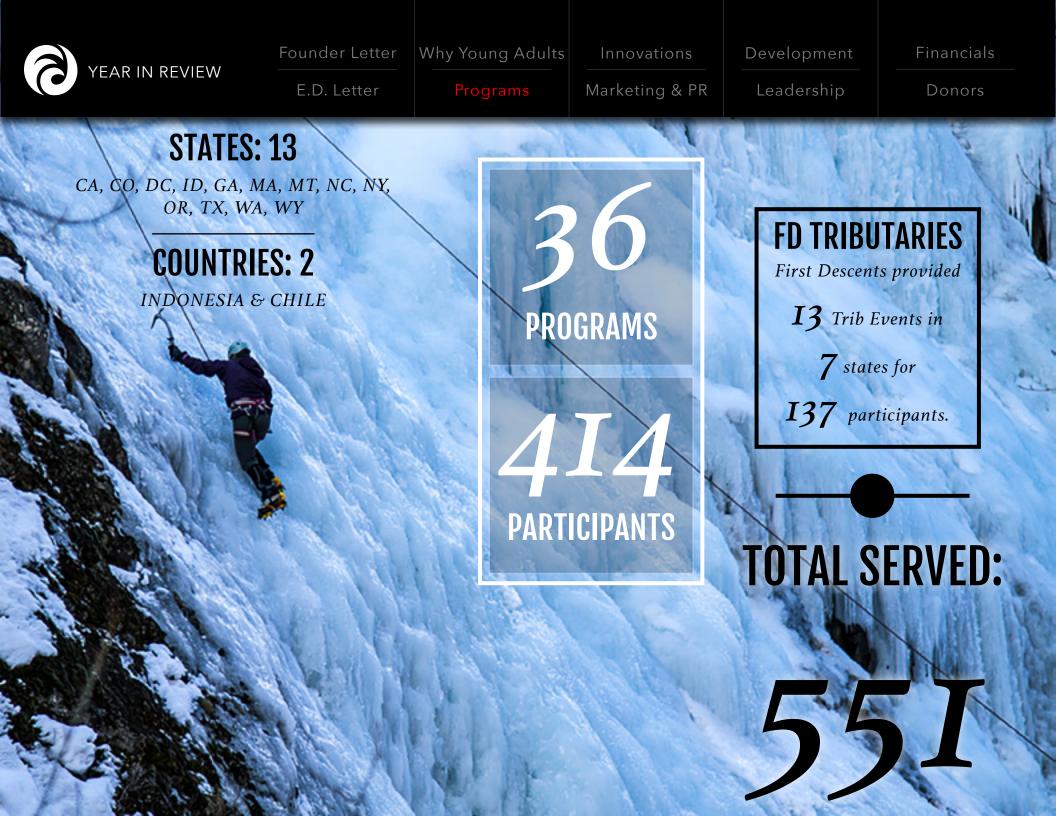
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EACH YEAR, NEARLY 70,000 YOUNG ADULTS (AGE 15 - 39) ARE DIAGNOSED WITH CANCER IN THE U.S. ALONE.* SURVIVAL RATES HAVE NOT IMPROVED SINCE THE 1970S.

> Young adults with cancer face a unique set of challenges including infertility, loss or lack of insurance, loss or lack of financial independence, re-entry into the workplace, and secondary malignancies. These challenges are frequently accompanied by issues such as feelings of alienation and isolation, depression, and decreased self-confidence.

> First Descents uses outdoor adventure as a catalyst for addressing these issues by de-stigmatizing cancer, fostering a renewed sense of self, and creating a support community. Our programs have proven to be incredibly effective.

All I understand about the knots is that they'd better be tied correctly. Looking down isn't an option. Trusting my feet is almost impossible. Almost. Yesterday, the only thing I could think about was defying cancer. Today, the only thing on my mind is defying gravity. #OutLivingIt



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AS A RESULT OF OUR EFFECTIVE PROGRAM MODEL, THE WAITLIST TO ATTEND A WEEK-LONG PROGRAM CONTINUES TO GROW.

AT THE CLOSE OF 2013, THERE WERE MORE THAN 700 YAS ON THE WAITLIST FOR THEIR FIRST FD PROGRAM.



In order to provide ongoing post-program support at the community level, we launched a new initiative in 2013 to provide the opportunity for year-round adventure experiences through local chapters. Keeping with the theme of rivers, we have dubbed these chapters Tributaries (Tribs).

In 2013, Tribs reached more than 200 people, including 98 alumni and 32 young adults living with cancer who had not attended an FD program. This is significant, considering that, without Trib events, these individuals would have had to wait until 2014 to have an FD experience. Some highlights of the 2013 Tribs events:

- » Overnight river trip on the Upper Colo. River
- » 3 culinary workshops teaching healthy cooking techniques in D.C., New York City, and Denver
- » Beach volleyball and stand up paddling clinic in Southern California
- » Urban kayaking and fireworks during a night time trip on the Chicago River

The inaugural year of Tribs was underwritten through a generous \$25,000 donation from Kirk and Kathy MacKenzie. In 2013, Tribs proved to be a successful and much needed program. We have received an overwhelming amount of support and desire for more Tribs programs from our alumni, waitlist members, and the larger FD community. We are excited to keep growing the FDtributaries program in 2014, while continually supporting and strengthening the young adult cancer community.

"I'm a survivor but I'm dealing with side effects and other issues that make it so I can't do a week-long FD program; hopefully next year. I'm so happy for the NYC Trib. It allows me to still get out and do cool things and meet other fighters and survivors in my area that are dealing with the same thing."

2013 Waitlist Member, NYC Trib Participant

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PUBLIC RELATIONS

PARTNERS

PRIMAL CYCLING / APPAREL

In September 2013, First Descents began working with the leading public relations firm in the active lifestyle market, Backbone Media. We have tasked them with creating PR storytelling opportunities on many levels, including medical publications, outdoor lifestyle coverage, regional coverage to support our event marketing efforts, sponsor news and of course, broad market opportunities.









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ONLINE EXPERIENCE

In 2013, we redesigned our online presence. Our new responsive website and e-newsletter platforms have resulted in increased engagement, donor retention, and extended participant brand involvement.

To better focus our outreach as well as keep our community of more than 20,000 engaged more regularly, we created a new First Descents monthly newsletter that incorporates all of our major engagement opportunities in one branded location. Beyond that, we focused our end-of-year donor outreach with target-ed emails that highlighted the new and creative ways to donate including Gifts that Give Back and Colorado Gives Day.

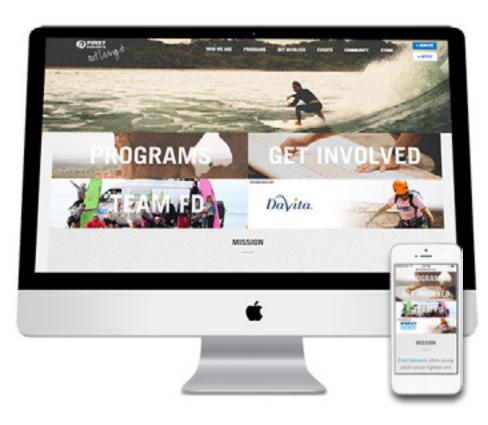
'END OF YEAR' CAMPAIGN RESULTED IN:

\$83,072 RAISED

II % Increase in gifts

VIEW FULL SITE





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TEAM FIRST DESCENTS 🔿

In 2013, Team First Descents held steady as the single largest source of funding at FD. Through approximately 300 individuals and teams, Team FD participants raised more than \$700,000!

THE 4th ANNUAL CLIMB-A-THON

\$27,460 raised 388 climbers 18 gyms across the country

TEAM HARDCORE

Formed by her friends to honor the memory of Kristen "Hardcore" Schraven an FD alumna who passed away in 2013—raised more than \$50,000 to support FD. With these funds, FD will host a new camp in North Conway, NH in Hardcore's name in 2014.

THE BOSTON MARATHON \$10,000 raised

runners

All four runners were unharmed during the bombings, and we are so proud of their perseverance and dedication.

LEAVILLE 100 MOUNTAIN BIKE RACE

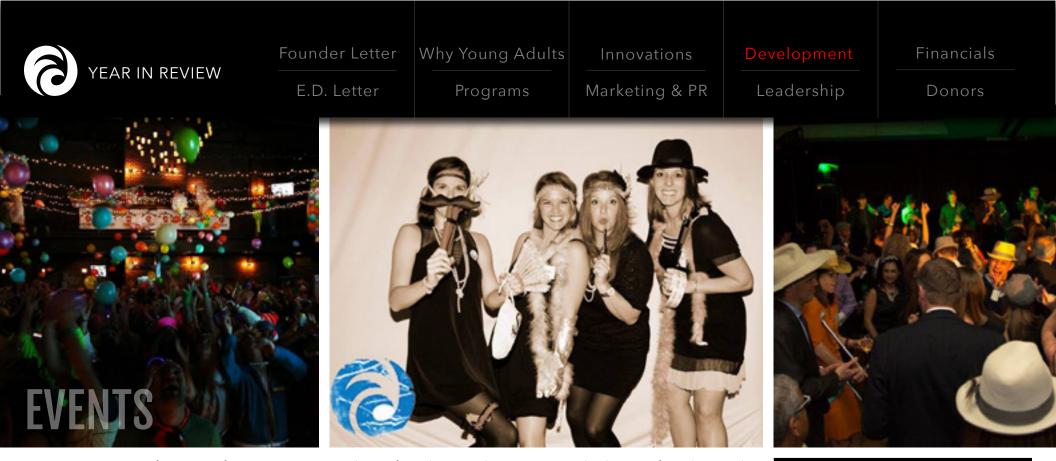
\$129,665

raised (A RECORD!)

9 ride

THE NYC MARATHON \$70,000 raised

runners



in March at The Ritz-Carlton, Bachelor partner of FD. Gulch in Avon, CO. We were honored to ing \$400,000 to support our programs.

The first annual Fall Affair was held in Denver in mid-October. More than 300 quests came out in their finest "speakeasy" attire and helped fund 3 camps! Thank you to Jennifer "Galaxy Girl"

2013 was a terrific year for events at Jackson for sharing her story with the FD family. And, a First Descents! The 7th Annual FD Ball big thank you to Justin Ball and the Bespoke Event Group was a resounding success, and took place who pulled off the event and have become an integral

have Nate "Scooter" Post and Rochelle The Annual 80s Ski Party was the perfect kick-off to the "Hefty" Shoretz as our alumni speak- 2013-14 ski season! More than 1,000 people filled Mile ers, and are incredibly grateful to the High Station in Denver, CO, dressed to the nines in their more than 400 quests who attended and finest 80s ski wear. Fun was had by all, and the event qave generous, raising a record-break- raised more than \$12,000 to support FD!

> \$450,000+ RAISED

7th Annual **First Descents Ball**

March, 23, 2013 Bachelor Gulch, CO

Fall Affair

October 12, 2013 Denver, CO

80s Ski Party November 15, 2013 Denver, CO



Ryan "Wolf" O'Donoghue Executive Director

Sarah "Huddle" Hubbard Director of Marketing

Nina "Seabass" Sharma Director of Development

Peta "Uncle Pete" Sheridan Programs Manager Corey "Daryl" Nielsen Founding Member, Global Experience Developer

Julie "Fruit Boots" Kinamore Manager of Tributaries and Alumni Engagement

> Jenna "Lucy" Catalona Marketing Coordinator

Joshua "Wildflower" Serna Programs Coordinator

Kristin "Bandit" Morgan Development Manager

> Laura "Ra" Hemker Grants Manager

Kristen "Pumba" Moree Administrative Coordinator

BOARD OF DIRECTORS

ALUMNI ADVISORY BOARD



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BOARD OF DIRECTORS

Brent "Sunday" Goldstein Chairman Joel "War Child" Appel Josh "Bear" Behr Jennifer "Shivvers" Feikin Debbie King "Zipper" Ford Eva "Pacman" Ho Brad "Daril" Ludden Founder

David Lee Corey "Daryl" Nielsen Brad "Uncle Brad" Reiss Rochelle "Hefty" Shoretz Alumni Liaison Larry "Larry Boy" Smith Medical Advisor Andy "X2C" Fleming Alix "Snooki" Berglund Christina "Braveheart" Dixon Meghan "Carnage" Kearny Anne "Sunshine" Meisner Chairperson Beth "Ripple" Pointer David "Podo" Podein Susan "Hawk" Rafferty Craig "Mountie" Stein Jason "Fuel" Zimmerman

ALUMNI ADVISORY BOARD

Ken Adnan, MD Archie Bleyer, MD Sara Terez Malka, MD Ms. Robbie Gluckson Daniel H. Silverman, MD, Ph.D. Marc Slatkoff, MD Larry Smith, MD Ms. Michelle Snyder Ms. Ruth Tesar Leonard S. Sender, MD Laurence Tokaz, MD Pam Tokaz, MD Brad Zebrack, Ph.D.

MEDICAL ADVISORY BOARD

LEARN MORE ABOUT US

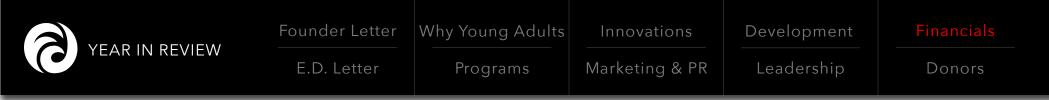
Today I find myself in a Class III rapid fighting for balance, aiming for the still water at the horizon. And when I make it through, the only thing cancer can claim is that it's the reason I put on the river in the first place. #OutLivingIt

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FINANCIALS - 2013 BALANCE SHEET

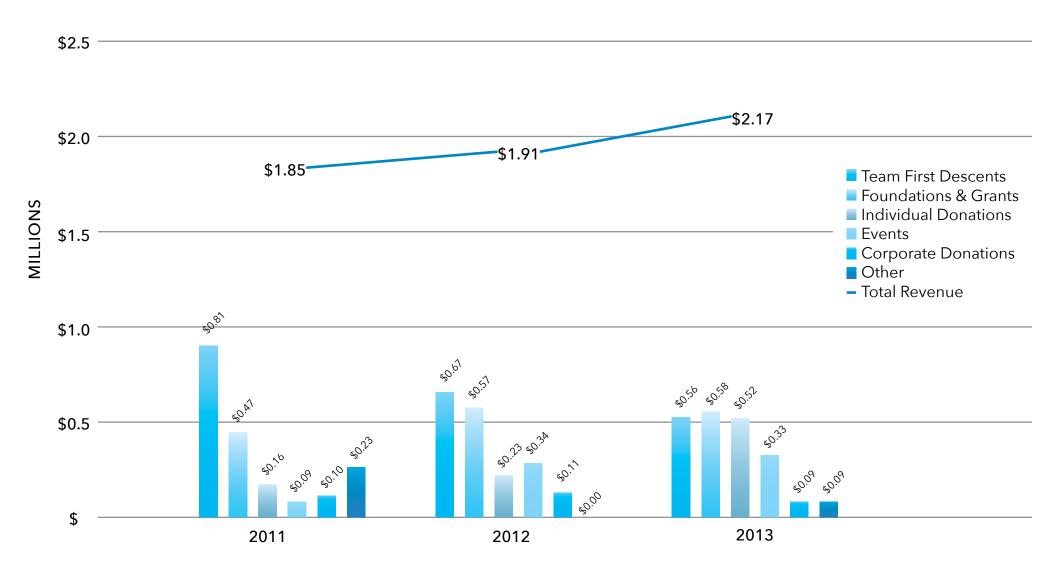
FIRST DESCENTS BALANCE SHEET AS OF DECEMBER 31, 2013

Assets		Dec. 31, 2013	
Current Assets			
Checking/Savings	\$	609,144.09	
Accounts Receivable	\$	170,602.75	
Other Current Assets		8,872.01	
Fixed Assets	\$ \$ \$	8,397.01	
Other Assets	\$	83,765.44	
TOTAL ASSETS	\$	880,781.30	
Liabilities & Equity		Dec. 31, 2013	
Liabilities			
Current Liabilities			
Accounts Payable	\$	25,129.56	
Credit Cards	\$	12,215.91	
Other Current Liabilities	\$ \$	12,724.51	
Equity		,	
Retained Earnings	\$	696,304.32	
Net Income	\$	134,407.00	
TOTAL LIABILITIES & EQUITY	\$	880,781.30	



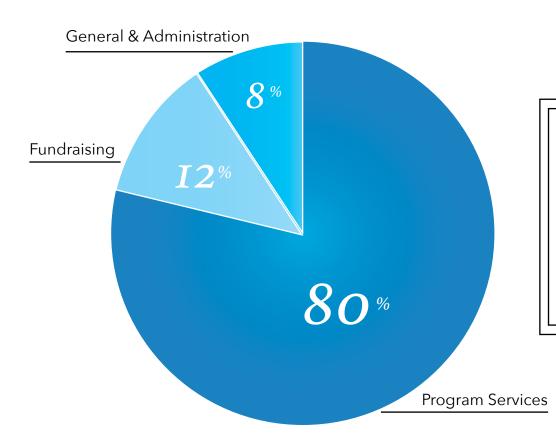
FINANCIALS - REVENUE SUMMARY

A 2011 - 2013 year-over-year snapshot of First Descents' financial revenue.



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FINANCIALS – SUMMARY OF FUNCTIONAL EXPENSES



FIRST DESCENTS SUMMARY OF FUNCTIONAL EXPENSES

Category		Expense	%
Program Services Fundraising General & Administrative	\$ \$ \$	1,623,136 248,246 159,320	80% 12% 8%
TOTAL	\$	2,030,702	100%

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FINANCIALS SUMMARY: 2011 - 2013

FIRST DESCENTS REVENUE SUMMARY (2011 - 2013 BUDGETED)

Category		2011		2012		2013
Team First Descents Foundations & Grants Individual Donations Events Corporate Donations Other	\$ \$ \$ \$ \$ \$	806,741 472,206 156,780 87,740 98,919 227,100	\$ \$ \$ \$ \$ \$ \$ \$	665,508 565,546 226,133 338,573 106,839 4,181	\$ \$ \$ \$ \$ \$	561,392 578,001 515,987 327,049 94,836 87,843
TOTAL REVENUE	\$	1,849,486	\$	1,906,780	\$	2,165,107
FD SUMMARY OF FUNCTIONAL	EXPENSES	(2011 - 2013 BUDGE	ETED)			
Category		2011		2012		2013
Program Services Fundraising General & Administrative	\$ \$ \$	1,023,516 356,512 110,437	\$ \$ \$	1,587,807 245,186 107,829	\$ \$ \$	1,623,136 248,246 159,320
TOTAL EXPENSES	\$	1,490,465	\$	1,940,822	\$	2,030,702
Net Ordinary Income Other Income	\$ \$	359,021 (48,332)	\$ \$	(34,042) 101,363	\$ \$	134,406 -
NET INCOME	\$	310,689	\$	67,321	\$	134,406
Category		2011		2012		2013
Revenue* Expense	\$ \$	1,801,154 1,490,465	\$ \$	2,008,143 1,940,822	\$ \$	2,165,107 2,030,702
NET INCOME	\$	310,689	\$	67,321	\$	134,406

YEAR IN REVIEW	Founder Letter E.D. Letter	Why Young Prograr		Innovations Marketing & PR		elopment adership	Financials Donors	
\$100,000+	Jewish Community F Milwaukee Jewish	Federation	Nancy Alice I	Park		Melanie Miller Morphotek		
Genentech Kirk & Kathy MacKenzie	Kaufman Family Fou Land Title Guarante Chad McWhinney Doug & Katthy Milh	e Company	Hap & Darci Pool The Precourt Foundation Daniel Ritchie The Ritz-Carlton, Bachelor Gulch			Barbara Paco Howard Postal Proximo Spirits Inc Liz Richards		
\$40,000 - \$99,000	Millennium Pharmac Rob Schuham	ceuticals, Inc.	Gary . Rose C	Gary Rohr Rose Community Foundation		Rocky Mountain Cancer Centers Sage Hospitality Resources		
Joel Appel Nancy Lazkani / Icon Media Direct	The Triford Foundati The Wishlist Founda		Mark & Marshall Stockseth The Tappan Foundation			Janet & Sansar Sharma Ryan & Trista Sutter Nick Troutman		
	\$5,000 - \$9,999		\$2,500 - \$4,999			- Craig Vaccaro Vail Valley Surgery Center, LLC		
\$25,000 - \$39,000 Lori & Grady Durham Jennifer Feikin Jon & Mindy Gray Family Foundation	Ariad Elysa Barron Josh & Jennifer Behr Ted Brown		Jon Be Orego	of America Corporation all n Community Foundatio r Leaque of Colorado	n	Wade Vizena Scott Webber Jonathan Werts		
The Gross Family Foundation, Inc. The John Wayne Cancer Foundation	Gary Cole Crawford Family For		Laura	& Kevin Chavaree ommunity Foundation fo	or the	\$1,0	00 - \$2,499	
The Outdoor Foundation The Palette Fund Brad & Kammi Reiss Wacky Warriors	Ron & Cheryl Crews Justin Dangel Epic Shore to Shore Sam & Peggy Grossman Family Foundation		Jay Co Pam I Denve	National Capital Region Jay Coughlon Pam Davis Denver Foundation Eagle Street Restaurants, LLC		Carrie Accardi American Endowment Foundation Beth Anderson Carey Anderson		
\$10,000 - \$24,999	Bruce & Marni Gutk Haymakers for Hope		Earth	Earthfax Engineering David Fetter		Roger Anderson Atlas Family Foundation		
The Aptman Family DaVita University	The Held Foundation Eva Ho Chuck & Jinny Ludden		FirstBank Going to the Sun Rally Goldman Sachs Gives			Richard Badenhausen Karson & Jason Beaty Carolyn Belfer		

Mellam Family Foundation

Mile High United Way

Newton and French

Gary Muskett

The Mile High Five Foundation

Goldman Sachs Gives

Danita Kessler

Hammond's Candies LLC

Mayer Family Foundation

Great Divide Brewing Company

Englewood Mortgage Company

Jeffrey Biskup

Joanne Blumhardt

Bibler Resources Company

BlueSky Restoration Contractors

Josh Bezoni

DaVita University Brady & Kristen Dolsen Downey-Short Foundation Epic Foundation, Inc. Scott Erickson

YEAR IN REVIEW	Founder Letter E.D. Letter	Why Young Ac Programs		eting & PR	Development Leadership	Financials Donors
\$1,000 - \$2,499 - cont.	Sargent Family First American Title In	surance Company	Christopher Jo Tina Johnston		Samantha Mi Jennifer Mills	
Beth Blumhardt Nathan Boyd Mindy Boyum Limbo Braithwaite Christopher Brigham Scott Brubaker Russell Bundy Chris Carrera Thomas Civik Neil Cohen Shawn Colo Krista Colvin Sheila Conner Jackie Cooper David Corkery Corporate Office Properties Trust Visra Cox Crossfit Jai K.C. Cumbermack & Jennifer Jackson Robert Darrow Richard Davis Darren Davis Bryce Denton Taylor Dolan Rhonda Dolsen Marcia Donziger	Jill Forbes Joseph Fowler Julius J. Franchini Fa Charitable Founda Graham Frank Eric Fretz Tal Friedman Greg Gaffney Garbanzo Mediterran Eduardo Garcia John Geller Kathy Giess Jerry Glick Tiffany Glucksman David Gordon Christopher Gray David Greenspahn Carol Halcro The Half Barrel	ean Grill	Tina Johnston Paul Johson Gary Jones Kevin Kane Jordan Kessler Mountain Kha Todd Klindwo Mark Kogod Susan & Don Belinda Kuo Lauren Laurit Melissa Lawro Jeanne Lebish Frank Lee Andrea Levy Sandra Levy Sandra Levy Elliot Liffman Amy Lin Timothy Love Brad Ludden Erik Lynum Kelly & Jamie Ronald Master Kelly Matty Francis Mawr Peter McGlyn Jim McGuire Philip McMar	kis rth Krapinski ano ence Malin rs	Jennifer Mills Jennifer Mowa Cory & Mike Shelley Nolder Luke Norris Jim Norton Terry Nugent Ryan O'Donog Mary Panici Greener Pastu Ann Pateros Lori Pederson Piccard Home David Podein Merle Postal Michael Potts Joshua Powe Ann Railsback Kristin Reed Linda Rivard Bill Ross Leanh Sam Erin Schaffner Christina Schi Allen Schwart Seirus Toni Serra David Shapiro	Munro n ghue res s of Delaware : r leicher z
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THANKYOU

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