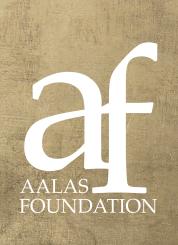




ANNUAL REPORT 2017





Chair's Message

Greetings!

I am happy to report that 2017 was another productive year for the AALAS Foundation. The AALAS Foundation's efforts are fully supported by the generous donations provided by many companies, AALAS branches, and laboratory animal science professionals. Your dedicated support enables us to continue our efforts to develop new and creative ways to connect with the public and provide them with more information about the important role of animals in research and the amazing professionals working in the field of laboratory animal science.

Thanks to the generous support of our donors, we were able to include video ads as part of our highly successful "Share Our Passion to Care" digital advertising campaign. This campaign has allowed us to reach over 14 million online millennial

viewers! The campaign has also helped boost visits to our www.care.aalas.org website by over 400%.

Our donors' support in 2017 allowed the Foundation to develop and release three additional free, speaker-ready, fully scripted, "Celebrate the Mouse – What's Happening in Research?" PowerPoint presentations: "What's Happening in Alzheimer's Disease Research?", "What's Happening in Heart Disease Research?" and "What's Happening in Diabetes Research?" These presentations, along with free "Celebrate the Mouse" lapel pins for distribution at eligible public outreach events, serve as important tools in helping educate the public about the important role of animals in biomedical research.

With our contributors' help, the AALAS Foundation continues to identify new avenues, technologies, and trends in order to connect with students and the general public. Thanks to our donors support, in 2017 the AALAS Foundation was able to develop and conduct its first national "Celebrate the Mouse Biomedical Research Video Essay Contest" for students.

Our supporters' enthusiasm for the AALAS Foundation enables us to continue showcasing our public outreach materials at national educational conferences and helps us spread the word about our free resource materials for teachers. We have many exciting plans for the future, including enhancing our www.care. aalas.org website, updating and enhancing educational games on www.kids4research.org, and rolling out our second annual national biomedical research contest for high school students.

On behalf of the AALAS Foundation Board of Directors, thanks to everyone who has supported the AALAS Foundation. Whether you made a contribution, volunteered at the booth at the National Meeting, or participated in a public outreach program in your community, we truly appreciate your continued support.

Emily Slocum, RLATG

2017 Chair, AALAS Foundation



Message from AALAS Foundation National Office

Dear Friends,

We are pleased to report that 2017 proved to be another exciting and successful year for the AALAS Foundation.

Thanks in large part to our supporters, we continued making headway in our public awareness efforts by developing video ads to include in our mix of highly targeted digital ads which helped us reach over 14, million online viewers and increase visits to our www.care.aalas.org website by 444%. These ads helped us continue our efforts to inform the public about the compassionate and caring professionals working in the field of laboratory animal science.

The time and talent of our supporters also allowed us to build upon the "Celebrate the Mouse" public awareness initiative by honoring the people and animals working to advance research. Their help enabled us to develop three additional "Celebrate the Mouse" speaker ready, fully scripted "What's Happening in Research?" presentations which will serve as free public outreach tools for use by our members in their local communities.

Thanks to our donors and volunteers, the AALAS Foundation achieved successful fundraising results at the 2017 National Meeting. There were 68 entries in the "Guitar Animal Hero" contest and, once again, we were amazed by the creative talent of all the AALAS members who participated in this fun event to benefit the AALAS Foundation.

The AALAS Foundation's success in 2017 was due to the generosity of the many individuals, branches, and companies who help support our mission of educating the public about the compassionate professionals working in laboratory animal science—and the vital role of animals in biomedical research. Your time, talent, creativity, and financial support are greatly appreciated.

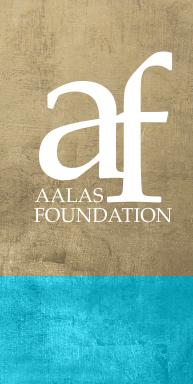
Thanks also to the AALAS Board of Trustees for their generous support both in volunteer time and through financial contributions to the AALAS Foundation. And, of course, a huge thank you goes out to the hardworking and dedicated AALAS Foundation Board of Directors for their guidance on policy and direction and hands-on help at AALAS Foundation events at AALAS National Meetings.

We have many exciting plans for the future, some of which include increasing our advertising messaging by developing more video ads, developing public awareness campaigns that will align survivors and others who have benefited from biomedical research to embrace and become advocates of our mission, and create new and improved educational games on our Kids4Research website. With your support, we can continue our efforts to educate the general public and next generation of leaders about the caring professionals in our industry and the important role of animals in research.

Ann Turner, PhD, CAE, FASAE

Executive Director, AALAS Foundation

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2017 AALAS FOUNDATION BOARD OF DIRECTORS

Emily Slocum, RLATG, 2017 Chair Animal Care Supervisor, University of Calif-Merced Donna Goldsteen, CMAR, RLATG, 2017 Vice Chair Associate Director, Medimmune

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Lon Kendall, DACLAM Director, Colorado State University

Terri Swanson, LATG Senior Scientist, Pfizer-Groton

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Morag Mackay, RLATG Senior Director, La Jolla Institute for Allergy & Immunology

EXECUTIVE DIRECTOR AALAS & AALAS FOUNDATION (EX OFFICIO)

Ann Tourigny Turner, PhD, CAE

STAFF

Vicki Campbell Foundation Administrator Vanessa Cunningham Foundation Administrative Assistant

2017 PROJECTS AND PROGRAMS

The AALAS Foundation, a 501 (c) (3) nonprofit organization is dedicated to educational outreach on the essential role of responsible laboratory animal care and use in science to advance human and animal health. The AALAS Foundation develops educational materials, web-based public information resources and public awareness campaigns to inform the public about the compassionate professionals working in laboratory animal science and the importance of quality laboratory animal care to benefit medical progress.

PUBLIC RELATIONS AWARENESS ADVERTISING CAMPAIGN

The AALAS Foundation increased its public awareness efforts in 2017 by including video ads into the mix of its "Share Our Passion to Care" digital re-targeting ad campaign. This campaign continued its focus on reaching the millennial

Share in

Care about Cures a

We do too!

leart Diseas

Visit ww.care.aalas.o

audience and delivered ads to over 14,000,000 online users. The campaign directed viewers of the ads to visit the www.care. aalas.org website. This advertising campaign has increased visitors to the www.care.aalas.org website by 444%, receiving a total of 54,551 page views..

The ads were designed to create an emotional connection with viewers which would tie together both the medical benefits of biomedical research, as well as the compassionate/caring professionals working in the field.



"CELEBRATE THE MOUSE" **PUBLIC AWARENESS CAMPAIGN**

The AALAS Foundation continued its "Celebrate the Mouse!" public awareness campaign at the 2017 National Meeting. The 2017 "Celebrate the Mouse" campaign honored the work of animals (and people) for their work in diabetes research. National Meeting attendees making a \$5 contribution at the Foundation booth received a "Celebrate the Mouse" lapel pin (a mouse with its tail curled into a gray diabetes disease awareness ribbon).

Donors were also offered an opportunity to have their picture taken and receive a "Celebrate the Mouse" Austin, Texas souvenir photo at the "Celebrate the Mouse" photo booth which was sponsored by Envigo.



The goal of the "Celebrate the Mouse" campaign is to convey the message that animals play an important role in the advancement of medical discoveries to help find cures and treatment options for catastrophic diseases. The "Celebrate the Mouse" lapel pin was developed as a visual image for that message. It also serves as a conversation starter, allowing professionals working in laboratory animal science an opportunity to talk to the public about their passion for their job and the important work they do.

"Celebrate the Mouse" cards were developed to include talking points describing several ways mice and rodents have helped advance diabetes research. These cards accompanied the "Celebrate the Mouse!" pins at the 2017 National Meeting.







Additionally, the AALAS Foundation rolled out three new "Celebrate the Mouse - What's Happening in Research?"PowerPoint presenta-

tions - "What's Happening in Alzheimer's Disease Research?" "What's Happening in Heart Disease Research?" and "What's Happening in Diabetes Research?"

These speaker-ready, fully scripted presentations include speaker notes to make it easy for anyone to use at outreach events when speaking to the public. The presentations are available free to AALAS members and serve as tools to assist laboratory animal science professionals reach out in their local communities and speak about the important work being done in biomedical research and the important role of mice—and other animals in the development of new treatment options for catastrophic diseases.

The "Celebrate the Mouse—What's Happening in Research?" program also makes it possible for AALAS members to request "Celebrate the Mouse" lapel pins for distribution at eligible public outreach events.





Informational cards accompany each pin and inform attendees of the significant role mice have played in research.

2017 CELEBRATE THE MOUSE BIOMEDICAL RESEARCH VIDEO ESSAY CONTEST FOR STUDENTS

The AALAS Foundation announced its first "Celebrate the Mouse Biomedical Research Video Essay" contest for students in August 2017. The contest encouraged 5th through 12th grade students across the United States to creatively produce a video essay to explain how mice in research have helped the lives of people and/or animals.

The 1st and 2nd place winners, in addition to the YouTube fan favorite winner, were awarded cash prizes, trophies, and certificates.

Terri Swanson, AALAS Foundation Board of Directors member, presented the contest winners with their prizes at their school, Martin Kellogg Middle School in Connecticut.



PUBLIC AWARENESS CAMPAIGNS

The AALAS Foundation conducted two
T-shirt public awareness campaigns in 2017.
The first, conducted in July 2017, was the
"Biomedical Research. Rockin' On. Saving
Lives" campaign. The second, "Spread the
Cheer! Biomedical Research Saves Lives All
Year!" was launched in November 2017.

AALAS members were encouraged to order and wear the T-shirts, each containing specially designed logos to help generate conversation and promote the important work of people and animals working in biomedical research.





A total of 424 shirts were purchased during these two awareness campaigns.

OUTREACH AT EDUCATIONAL CONFERENCES

AALAS staff and volunteers exhibited at the annual meetings of:

- National Science Teachers Association
- Future Farmers of America Expo

Teachers and students were provided with materials to inform and promote the importance of quality laboratory animal care and research to benefit both human and animal health. They were also provided brochures to show the vast array of career opportunities in the field of laboratory animal science.

A combined total of over 69,511 teachers and students attended these national annual conferences.







"ANIMAL CARE ADVENTURES" - EDUCATIONAL MOBILE GAME APP

The AALAS Foundation released its first educational mobile game app, "Animal Care Adventures," in February 2016.

This free, interactive, and educational mobile game is designed for middle school age students and is available for download in the Apple store. Since its release in 2016, this app continues to maintain a 4 out of 5 star rating in the Apple store and has been downloaded on 3,521 mobile game devices—an increase of 439% downloads since 2016.

KIDS 4 RESEARCH WEBSITE

Funded by Charles River, the www. kids4research.org site was developed to provide age-appropriate material to stimulate interest and understanding about our field. The website continues to serve as an important educational outreach tool for middle school age students and teachers—receiving between 4,000 to 10,000 website visits per month.



FREE OUTREACH RESOURCES

With the generous support of our donors, the AALAS Foundation continues to offer complimentary shipping on all orders comprised exclusively of AALAS Foundation's free public outreach materials.

PFIZER BRANCH AREA PROGRAM FUNDING

The AALAS Foundation, with the help of Pfizer, offers complimentary Animal Research Education and Awareness (AREA) Program resources to branches and districts interested in conducting the program in their communities during their meetings.

AREA Program resources include a stepby-step event guide, logoed backpacks, student notebooks and pens, and Foundation outreach materials.

Additionally, thanks to the support of Pfizer, the AALAS Foundation is now able to offer a limited number of grants to AALAS Branches to help branches conduct this important program in their communities. In 2017 the AALAS Foundation received and awarded four Pfizer Branch AREA Program requests in the amount of \$500.00 each.

2017 NATIONAL MEETING—ANOTHER SUCCESSFUL YEAR FOR AALAS FOUNDATION

The silent and live auction fundraising efforts at the 68th AALAS National Meeting in Austin, Texas, generated over \$29,000 to support the AALAS Foundation's public outreach efforts.

The AALAS Foundation conducted the "Guitar Animal Hero" contest during the 2017 National Meeting in Austin, Texas. A total of 68 individuals, companies, institutions, and branches registered to compete in the contest.

Each contestant was challenged to creatively decorate a 10-inch wooden guitar. There were four contest categories—individual, corporate/company, branch, and institution/ association. The guitar entries were displayed at the National Meeting and received "votes" to determine the winning category entries. "Votes" were donations made to the AALAS Foundation on behalf of a guitar entry. In addition to category winners, "fan favorite" and "best of show" awards were presented.

First place category winners, whose entries raised the most donations to benefit the AALAS Foundation:

- Individual—Terri & Brett Swanson
- Branch—Research Triangle Branch
- Corporate—AbbvVie (Marilee Groves, decorator)
- Institution/Organization—Princeton University (Pam Straeter, decorator)

Research Triangle Branch's entry also received the most Facebook likes on the AALAS Foundation's Facebook page, entitling them to receive the "fan favorite" award.

The "best of show" award was presented to Mispro Biotech Services—New York (Janet Mohring & Kenn Jones, decorators).











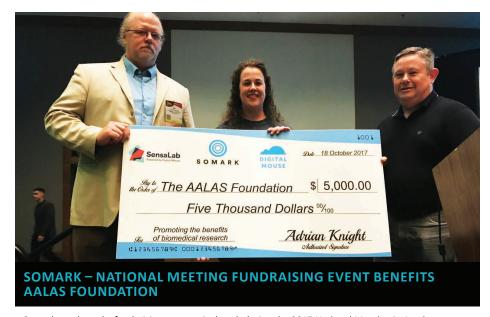




Charles River conducted a fundraising event at its booth during the 2017 National Meeting in Austin, Texas. The proceeds from this event were donated to the AALAS Foundation during the 2017 Appreciation Reception.



Lab Products presented the Foundation with a \$5,000 contribution at the 2017 National Meeting in Austin. Texas.



Somark conducted a fundraising event at its booth during the 2017 National Meeting in Austin, Texas. The proceeds from this event were donated to the AALAS Foundation during the 2017 Appreciation Reception.

THANK YOU

We thank all those who made a contribution to the AALAS Foundation, attended the Appreciation Reception, sponsored by Charles River, and participated in the Silent and Live auctions.

Special thanks to the National Meeting committee members, AALAS Foundation booth volunteers, and Appreciation Reception volunteers for their outstanding support of the AALAS Foundation.



2017 NATIONAL MEETING AREA PROGRAM

The Animal Research Education and Awareness (AREA) Program was a huge success at the 2017 National Meeting in Austin, Texas. Thanks to the generous support of Pfizer, the AALAS Foundation was able to host 135 students and educators from Austin-area middle and high schools at this event. Students and teachers had a unique opportunity to interact with professionals working in the field of laboratory animal science and learn about the importance of quality animal care and use to advance medical discovery.

Nineteen National Meeting exhibitors volunteered to participate in the "Exhibit Hall Scavenger Hunt" portion of the program. Over 40 industry professionals volunteered to serve as tour guides to accompany students during the full day of educational activities.





MEMORIAL WALL OF HONOR

The AALAS Foundation established a virtual Memorial Wall of Honor and announced Jerry Shapiro as its first honoree during the 2017 AALAS Foundation Appreciation Reception.

The Memorial Wall of Honor allows friends, families and colleagues the ability to create a lasting legacy for a person's life. It allows the AALAS Foundation an opportunity to preserve the memories of those who have made positive impacts in the laboratory animal science community.

Kenneth Shapiro, was presented with a special memento at the Appreciation Reception in tribute of his father, Jerry Shapiro.

2017: BY THE NUMBERS

48,749 AALAS Foundation outreach flyers, brochures, and materials distributed to the public in 2017.

\$69,301 Fundraising total for the 2017 National Meeting.

735 unique Foundation donors in 2017.

14,000,000 Views of digital ads.

439% increase in mobile game app downloads.

COMING SOON! AALAS Foundation Board members, volunteers, and staff are working to implement the following projects in 2018:

DEVELOPMENT OF ONLINE VIDEO ADVERTISING PUBLIC AWARENESS CAMPAIGN

The AALAS Foundation is working to develop a public awareness campaign that makes use of technology that allows for the placement of highly targeted online video advertising.

PUBLIC OUTREACH CAMPAIGNS

The AALAS Foundation is continuing to make use of print, digital, and social media platforms in order to broaden its ability to educate the public about the compassionate professionals working in the field of laboratory animal science and the importance of quality laboratory animal. Look for the AALAS Foundation to continue making use of social media, such as Facebook, Twitter, Instagram, and YouTube, to expand its public outreach efforts.

The AALAS Foundation is continuing to develop the "Celebrate the Mouse" program and plans for 2018 include the development of additional presentation tools which AALAS members may use for conducting public speaking outreach events in their local communities.

KIDS FOR RESEARCH WEBSITE

The AALAS Foundation plans to develop new and more interactive content for the www.kids4research.org website.

2ND ANNUAL NATIONAL BIOMEDICAL RESEARCH VIDEO ESSAY CONTEST FOR STUDENTS

The AALAS Foundation plans to conduct its 2nd Annual Celebrate the Mouse Biomedical Research Video Essay contest for middle and high school age students.

2017 AALAS FOUNDATION FINANCIAL STATEMENT

Current Assets

Total Current Assets:	\$ 1,258,223
Other assets	\$ 15,870
Other investments, at cost	\$ 836,632
Investments, fair value	\$ 316,668
Pledges receivable, less current portion	\$ 1,200
Total Current Assets	\$ 103,723
Prepaid Expenses	\$ 6,082
Due from related party	\$ 43,157
Pledges receivable, current portion	\$ 13,600
Cash and cash equivalents	\$ 40,884

Liabilities and Net Assets

Total Liabilities and Net Assets:	\$ 1,258,223
Total Net Assets:	\$ 1,256,335
Temporarily restricted	\$ 75,094
Funds functioning as endowment-board	\$ 1,058,214
Board designated	\$ 15,010
Available for operations	\$ 108,017
Unrestricted	
Net Assets	
Total current liabilities	\$ 1,888
Unearned income	\$ 1,000
Accounts Payable	\$ 888
Current Liabilities	\$

GIVING TO THE FOUNDATION

Show your dedication to your profession by volunteering your time or making a donation to the AALAS Foundation. Here are some of the ways you can help advance laboratory animal science:

VOLUNTEER YOUR TIME

- Conduct a public outreach program in your community
- Serve on the Foundation Board of Directors
- · Participate in career day at your local school
- Share your passion with AREA Program students
- · Serve on the National Meeting Committee, Branch Relations Committee, or Projects Committee
- Volunteer at Foundation activities at AALAS National Meetings

PARTICIPATE IN THE AALAS FOUNDATION AUCTION

· Donate an item or participate in the AALAS Foundation Silent and Live Auction

MAKE A DONATION

- · Make a monetary donation
- · Donate in honor or memorial of a loved one, co-worker, companion animal, or research animal
- · Make a planned gift of stock or life insurance
- Give through the United Way (reference #060730)
- Encourage your employer or branch to give to the AALAS Foundation
- · Participate in employee matching programs
- · Select AALAS Foundation as your charity of choice when shopping AmazonSmiles

www.amazonsmiles.com - https://smile.amazon.com/ch/36-2445901

2017 AALAS FOUNDATION CONTRIBUTORS | 2017 CORPORATE CONTRIBUTORS (1/1/2017-12/31/2017)

The AALAS Foundation wishes to thank these corporate contributors who have made possible many projects in education and public outreach that would otherwise have not been funded. We thank these contributors for sharing in our vision. This list includes Foundation auction donors.

Founder (\$20,000+)

AbbVie Charles River

Benefactor (\$10,000-\$19,999)

ENVIGO Pfizer Inc

Supporter (\$5,000-\$9,000)

Abbott Fund Allentown Inc AstraZeneca Pharmaceuticals LP GlaxoSmithKline-CCS Lab Products Inc MedImmune Merck & Co Inc **Taconic Foundation** Takeda Pharmaceuticals Tecniplast USA Transnetyx Inc

Friend (\$2,000-\$4,999)

Allied Trade Association (ATA) Ancare **DVM Pharmaceutical and Supplies Inc** Marshall BioResources Pharmacal Research Labs

Platinum (\$500-\$1,999)

Hilltop Lab Animals Inc

Alternative Design Manufacturing & Supply Inc American College of Lab Animal Medicine (ACLAM) Animal Care Systems Inc Bio-Serv **Brede Exposition Services** Bristol-Myers Squibb Foundation **Buxton Medical Equipment** Carter 2 Systems Inc Elm Hill Labs

IITC Inc

LYNX Product Group Matachana USA Corp Newco Distributors Inc NTM Consulting Services Inc Primate Products Inc The Andersons Bedding Products

President (\$100-\$499)

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Ferring Research Institute Inc Lanxess Thoren Caging Systems Inc

National Meeting Appreciation Reception Sponsor

Charles River

Auctioneer Sponsor AbbVie

National Meeting "Celebrate the Mouse" Photo Booth Sponsor Envigo

2017 BRANCH CONTRIBUTORS (1/1/2017-12/31/2017)

The AALAS Foundation wishes to thank the following branches for their contributions to the Foundation. These contributors have made possible many projects in education and public outreach that would otherwise have not been funded. This list includes Foundation auction donors. We thank these branches for sharing in our vision.

Platinum (\$500+)

Chicago Branch AALAS National Capitol Area Branch AALAS

President (\$100-\$499)

Appalachian Branch AALAS Delaware Valley Branch AALAS Kansas City Branch AALAS Kentucky Branch AALAS Metro New York Branch AALAS Mile High Branch AALAS

Minnesota Branch AALAS New Jersey Branch Oregon Branch AALAS Sacramento Valley Branch AALAS Southern New England Branch AALAS Upstate New York Branch

Advocate (\$1-\$99)

Arizona Branch AALAS New England Branch AALAS San Diego Branch AALAS Texas Branch AALAS

2017 INDIVIDUAL CONTRIBUTORS (1/1/2017-12/31/2017)

The AALAS Foundation wishes to thank the following individuals for their contributions to the Foundation. These contributors have made possible many projects in education and public outreach that would otherwise have not been funded. This list includes Foundation auction donors. We thank these individuals for sharing in our vision.

Supporter (\$5,000-\$9,999)

Shannon Stutler

Platinum (\$500-\$1,999)

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Lucy Betterton

Samantha Ciura Ryan Clark William Clarke Danielle Cleasby Molly Comins Nicole Compo Karina Concha Martha Cool Dannielle Cooper Michael Cormier Teresa Cunio Theresa Cunningham-Faughnan Courtney Curtis Philip Czerniak Fave Dabrowski Chad Daly Matthew Dang Marveia Daniel Robert Dauchy Judith Daviau **Anthony Davis** April Davis Jack Davis Stephanie Davis Verda Davis Billye Davis-Warren Karen Dean-Christie Mary Dearden Diann Debord Heath Decker Stefanie DeLuca Johnathan DenHerder Danielle Dennis Susan Desmond

Dollie Dettmann

Angela Dickerson

Sandra Dexter

Kari Chesney

Denise DiFrancesco Deborah Dimke David Disselhorst Bernard Doerning John Donaho Melissa Dragon Joanne Drew Dee Drye Lauren Duffy Jennifer Duncan William Dunphe Lynell Dupepe Adrienne Duran Meri DuRand Dominic D'Urso Colleen Dyson Lisa Eldred Cindy Ennis Lisa Estes Amy Evans Elizabeth Evans Kristin Evans Joria Ewell Kari Fiala Garrett Field Cameron Fili Paul Finn Jim Flood Dawn Forste Stephanie Fowler Roxanne Fox Carrie Freed Kim Froeschl Gloria Gaito Kristopher Galang Matthew Gallacher Catherine Gallagher Margaret Garcia Kristine Gentz Sarah Genzer Russell Gerwig Dr. Montip Gettavacamin Anne Gibbon Katherine Gideon Jaclyn Gilbert Sarah Gilliam BS Julia Gillis Jessica Gimpel Vicki Giroffi Jane Goecke Angela Goerndt Thomas Gomez Rose Marie Gonzales Mariela Gonzalez Cortez Laurie Goodchild Greg Gordon Susan Grau Lena Grosser Neil Grove Catalina Guerra

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