

Building A STRONGER TOMORROW

AKF 2019 ANNUAL REPORT

Kidney disease is striking Americans at a faster rate than any other noncommunicable disease. For the 37 million people in the United States who are living with this serious condition, the American Kidney Fund is the trusted nonprofit that is fighting on all fronts—from prevention through post-transplant living. Through our programs of prevention, early detection, financial support, disease management, clinical research, innovation and advocacy, no kidney organization impacts more lives than AKF. Your donation goes further when you give to AKF: We invest 97 cents of every donated dollar in patients and programs, and we have been a top-rated, 4-Star Charity Navigator nonprofit for the past 18 years. Visit our website, **KidneyFund.org**, to learn more.

Your support helps to build a stronger tomorrow!

"AKF has been there every time I needed help. I now have a new kidney and they helped make this possible. AKF has been there for me whenever I needed them so it's only fair that I start giving back a bit. We all need help from time to time.

l don't think l will ever be able to thank them enough."

> —Tim, transplant recipient and AKF donor



you made this possible in 2019 ...



We provided direct financial assistance to more than **84,000** low-income dialysis and transplant patients in every state and U.S. territory.



More than **1,800** people attended our free monthly patient and caregiver webinars, and nearly **100,000** later viewed our webinars on demand.



Our award-winning website, KidneyFund.org, received over **19.4 million** pageviews by visitors seeking to learn about kidney health.



More than **1,400** dialysis patients were able to get kidney transplants with our assistance.



More than **200** patients turned to AKF for emergency financial assistance in the wake of natural disasters.



Our social media community grew to more than **170,000** patients, caregivers and renal professionals.



We provided free kidney health screenings to more than **12,000** people in **30** cities nationwide.



1,250 AKF Kidney Health Coaches across the country educated their communities about kidney disease and how to prevent it.



More than **3,300** health care professionals took AKF's 10 free, certified online courses more than **5,600** times, obtaining continuing education about caring for people with, and at risk for, kidney disease.

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More than **14,000** AKF Ambassadors from all 50 states participated in our Advocacy Network.



More than **1,100** members of KidneyNation supported our mission through fundraising campaigns they designed themselves.



Together we are building a stronger tomorrow for all those whose lives are affected by kidney disease.

A LETTER FROM LAVARNE BURTON

Dear Friends,

Today, 9 out of 10 of the 37 million Americans living with kidney disease do not even know they have it. We have been battling this lack of awareness for decades, and working at the state and federal levels to address this serious and growing public health crisis.

On July 10, 2019, the federal government announced its Advancing American Kidney Health initiative. We were proud to be in the room with the President, the Health and Human Services Secretary and the Centers for Medicare & Medicaid Services Administrator, along with a group of AKF Ambassadors, for this important announcement that put kidney disease in the spotlight.

The priorities outlined by the Administration align with our own: increasing the number of kidney transplants in the United States, educating patients about their treatment options, supporting innovation in treatment, and detecting chronic kidney disease early to help prevent its progression to kidney failure.

In this annual report, you'll see the results of our efforts in these areas and more. Your support is what makes it possible for us to run the nation's largest free kidney screening program, Know Your Kidneys; to help pass legislation in states to protect living organ donors from employment and insurance discrimination; to fund innovative clinical research; to educate patients and their caregivers on how to live their best lives with kidney disease; and to fight for access to the health care that Americans living with kidney failure need to stay alive.

We fought one such battle in California, which enacted a law that would have prevented AKF from helping 3,700 low-income California dialysis and transplant patients keep their health insurance. For the first time ever, we took this fight to the courts and won a temporary reprieve, though that battle continues.

We are so grateful to everyone who supports our vital, lifesaving work. Together we are building a stronger tomorrow for all those whose lives are affected by kidney disease.

Sincerely,

Dans a Austa

LaVarne A. Burton President and CEO



With your help, we are indeed fighting kidney disease on all fronts and working to change the trajectory of kidney disease in this country.

A LETTER FROM BOARD CHAIR JERRY KLEPNER

Dear Friends,

The impact of AKF's work on the lives of people living with, and at risk for, kidney disease is unmatched by any other kidney organization. I am proud that AKF can accomplish all of that while spending 97 cents of every donated dollar on patients and programs.

To our donors, that is the assurance that investing in AKF's work means your dollars are spent efficiently and effectively and deliver results. Every charity rating organization recognizes AKF's incredible stewardship of the donated dollar. In 2019, we received our 18th consecutive 4-Star rating from Charity Navigator, which reviews over 9,000 charities each year. Only a handful of organizations have received 18 consecutive 4-Star ratings, and AKF is the only health charity with this distinction.

The fight against kidney disease is complex, and it takes a multifaceted approach encompassing education, prevention, disease management, financial assistance, research and advocacy. AKF's work improves lives, and we meet people wherever they are in their journey with kidney disease, from prevention through post-transplant living. On the following pages you will meet some of the people whose lives have been transformed because of AKF...people of all ages and from all walks of life.

On behalf of the American Kidney Fund Board of Trustees, I thank you for your support and the people we serve. With your help, we are indeed fighting kidney disease on all fronts and working to change the trajectory of kidney disease in this country.

Sincerely,

Jerry D. Klepner Chair, American Kidney Fund Board of Trustees

2019 ANNUAL REPORT



• or nearly half a century, AKF has worked with every administration to advance public policy to improve the lives and treatment of Americans living with kidney disease.

Even though kidney disease affects 37 million Americans and is the fastest-growing noncommunicable disease, research in the field has been chronically underfunded and it rarely makes headlines. That's why we applaud the Trump Administration's Advancing American Kidney Health initiative, announced in July 2019, which helps put a long-overdue spotlight to this public health crisis.

The initiative's goals align with priorities AKF has been working on for years: keeping Americans with chronic kidney disease off dialysis longer, making significantly more transplants available, and preventing more people from ever developing kidney disease in the first place.

For example, our Know Your Kidneys free health screening program is the nation's largest, and in 2019 we screened more than 12,000 at-risk individuals in 30 cities. And we launched a Know Your Kidneys national education campaign aimed at helping people slow down the progression of kidney disease or prevent it altogether, highlighting the two leading causes of kidney disease and kidney failure: diabetes and high blood pressure.

We focus on early detection because one-third of Americans newly diagnosed with kidney failure "crash" into dialysis, with little or no pre-dialysis nephrology care. This eliminates options for tens of thousands of patients—the option for a pre-emptive transplant, and the option to train and prepare to dialyze at home.

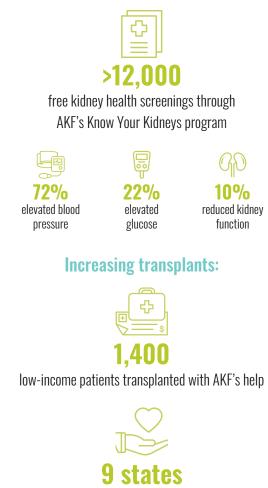
We work tirelessly to make more transplants possible. Because of our charitable premium assistance program, 1,400 low-income dialysis patients were able to get kidney transplants in 2019—an average of more than 100 each month. And because of our advocacy, nine states passed legislation in 2019 that helps eliminate obstacles to living organ donation by protecting living organ donors from job and insurance discrimination and providing tax incentives to offset the costs of donation.



When you donate to the American Kidney Fund, you're giving money to those who financially need help. You're giving money to help empower people to have their voices heard. You're giving money to an organization that is fighting for people with kidney disease fighting for people like me. —Alysia Yamazaki, transplant recipient

How AKF Advances American Kidney Health

Keeping Americans off dialysis longer:



enacted Living Donor Protection sponsored by AKF: Arizona, Arkansas, California, Colorado, Illinois, Maryland, Kansas, Oklahoma and Oregon

Transforming the lives of children with kidney disease: Robert I. Schattner Foundation

Children living with kidney disease often face restrictions that can make them feel different, or left out, from their peers at school. Medical appointments, treatments and hospitalizations are a way of life, and simple pleasures—like summer camp—are not possible. But thanks to a generous grant to AKF's Summer Enrichment Program from the Robert I. Schattner Foundation, 45 children got to attend Camp All-Stars, put on by Johns Hopkins Children's Center that gave them a fun overnight camp experience while accommodating their unique medical needs.

Livestreaming for the cause: Daniel Ames and KidneyNation

New to our 2019 peer-to-peer KidneyNation fundraising efforts is streaming fundraising. Online content creators on popular streaming channels have dedicated their livestreams to raising awareness about kidney disease and collecting donations for AKF programs and services. Whether broadcasting video games, cooking demonstrations, live concerts or just chatting with their followers live, these streamers help educate supporters about kidney health and the need to help others using online entertainment and interaction.

Streamer Daniel Ames, known to his followers online as "InboundsCupid," joined 12 other streamers for a threeday streamathon, playing Lord of the Rings online during his timeslot and asking followers to contribute to AKF.



Service learning—combining kidney health education with giving: Raymond Education Campus

Changing the trajectory of kidney disease in this country means teaching all of us to appreciate—and take care of—our kidneys. Second-graders at the Raymond Education Campus in Washington, D.C., inspired by learning their teacher's mother was on dialysis, combined learning about their kidneys with fundraising to help people living with kidney disease. For three weeks the children heard kidney health tidbits in their morning announcements and had a friendly challenge between classrooms to see who could collect the most donations for AKF. They worked with AKF to put together their learning and fundraising campaign, kicking off with an all-school assembly featuring a video about keeping your kidneys healthy, an original rap about kidneys performed by Ms. Robinson with studentled dance and singing performances.

Raymond Education Campus is truly building a stronger tomorrow, providing its students with kidney health education that will last a lifetime, and inspiring them to give back to kidney patients in need. The group was honored at AKF's gala, The Hope Affair, with the KidneyNation Excellence Award.

"Amazing organization. Unlike others they really do help those of us living with kidney disease." –Becky, dialysis patient







Our KidneyNation fundraisers have climbed mountains, run races, baked cakes, held barbecues and more, all to support AKF's lifesaving programs and services. We are so grateful to the 1,100 KidneyNation fundraisers who raised \$369,000 for AKF in 2019!

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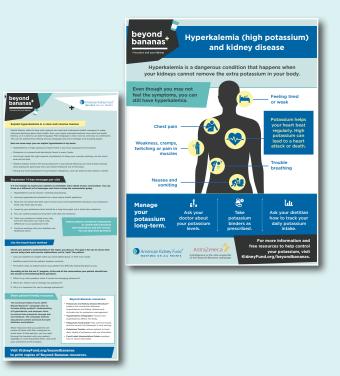
PARTNERS, in the fight

Our corporate partners make many of our educational initiatives possible through their generous support. Our award-winning campaigns empower people living with kidney disease and those at risk to live their best lives.



People living with kidney disease often have to relearn basic facts about health and nutrition because much of the conventional wisdom no longer holds true for them. While many Americans don't get enough potassium, kidney patients have to carefully monitor their levels of potassium to ensure they do not have too much of the mineral in their bloodstream. Hyperkalemia is a common and serious side effects of kidney disease and kidney failure, so AKF developed the award-winning Beyond Bananas[™] campaign to take on this topic in a highly engaging and effective way.

Bananas are the food most closely associated with potassium, and AKF's Beyond Bananas campaign capitalizes on that familiarity while at the same time sending the important message that controlling potassium goes beyond diet alone for kidney patients. As the sole sponsor Beyond Bananas, AstraZeneca's generous support funded the development and promotion of this important initiative.





Janssen 🕇

Changing the trajectory of kidney disease: Janssen and Know Your Kidneys™

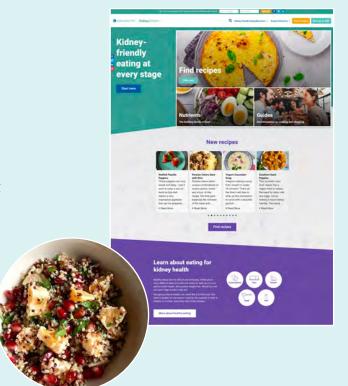
With greater awareness, the right knowledge and engaging educational tools, we believe more Americans will receive an earlier diagnosis of kidney disease and even prevent it altogether. In 2019 we launched a new campaign, *Know Your Kidneys™*, to empower individuals to fulfill their life's possibilities by preventing or slowing down the progression of chronic kidney disease.

Made possible by the generous support of Janssen Inc., part of the Janssen Pharmaceutical Companies of Johnson & Johnson, *Know Your Kidneys* encourages people to know the central role of the kidneys in their overall health, and ties that to their ability to experience life's possibilities and milestones. By taking the actions necessary to diagnose and manage CKD in its early stages as well as its precursors diabetes and high blood pressure—the leading causes of kidney disease—they can look forward to experiencing life's possibilities rather than CKD robbing them of their most joyous moments.

SANOFI RENAL Sanofi Genzyme and Kidney Kitchen

One of the most challenging aspects for many people living with kidney disease is having to change how they eat and drink. At the same time, there isn't a standard kidney diet to follow—everyone's nutritional needs are different. Our new online Kidney Kitchen[™] is designed to put the joy back into food by helping patients and their caregivers find food options that they can enjoy while still meeting their individual nutritional needs.

Kidney Kitchen quickly became a leading nutrition resource, featuring nutrition information and downloadable guides, searchable recipes, recipe videos and practical tips to help support kidney patients. The project was funded through a generous grant from Sanofi-Genzyme, with additional support from Akebia Therapeutics, Inc., AstraZeneca and Satellite Healthcare.





Boosting representation of minorities in clinical trials: GSK

A persistent lack of minority patient engagement in clinical trials prevents researchers from acquiring data needed to make drugs that work best for minority patients—the very population that is often most affected by many chronic diseases, including kidney

disease. A key aspect of increasing participation is getting patients to understand they can and should play an active role in all aspects of research and be proactive participants in their own care.

Through a digital resource hub, with live and recorded webinars, AKF is addressing the reservations that patients may have about clinical trials, myths and misconceptions about how data gathered during the trial will be used, whether they will get the best available care and what their rights as patients are throughout the process. The webinar and educational content on AKF's website, along with additional program materials specific for minority patient engagement in clinical trials, were made possible with support from GSK.

HORIZON Empowering patients with rare diseases and their caregivers: Horizon Therapeutics and Cystinosis

Navigating life with a rare disease can be challenging, especially for young patients and their families. In recent years AKF has significantly expanded its resources on a variety of rare diseases that affect the kidneys to help address the unmet needs in these communities.

A new educational initiative to support people living with cystinosis—a rare, multisystem genetic disease that leads to kidney failure in the majority of cases—provides patients and their caregivers expanded resources including a toolkit to help empower patients to adhere to treatment, with a special focus on transplant education. The toolkit was developed in cooperation with the Cystinosis Research Network and has sections with information specifically for parents and teens.





AMGEN[°] Adjusting to life as a dialysis patient: Amgen and FIRST30

The first 30 days of treatment for those newly diagnosed with kidney failure require an intense lifestyle adjustment. They must make radical lifestyle adjustments and find a way to cope with the fact that there is no cure for their condition. Many people feel overwhelmed, isolated and depressed when they begin treatment.

Our FIRST30 campaign, refreshed with support from Amgen, addresses the needs of newly-diagnosed dialysis patients as they adjust to their "new normal" and transition successfully to the dialysis regimen.





The Hope Affair, AKF's annual national gala, brings together the kidney community in a celebration of the people who inspire us in the fight against kidney disease.



Dr. Ken Sutha, the 2019 American Kidney Fund Hero of Hope, is a pediatric nephrologist, researcher, and two-time kidney transplant recipient. Dr. Sutha is also an AKF Ambassador, advocating for public policy that supports patients, funds kidney disease research, increases kidney transplants and improves care.



9-year-old kidney transplant recipient **Emme Oberbreckling**'s, artwork received the most votes from the public in AKF's nationwide Calendar Kids Art Contest and is featured on the cover of AKF's 2020 calendar.



Teacher **Tracy Robinson** and her 2nd grade students at Raymond Education Campus received the KidneyNation Excellence Award. After learning their teacher's mother was a dialysis patient, the children generously worked to raise money to support AKF's programs and services that fight kidney disease as part of a service learning program about kidney health.

Regional events in New York and Boston bring together AKF supporters in the business community.

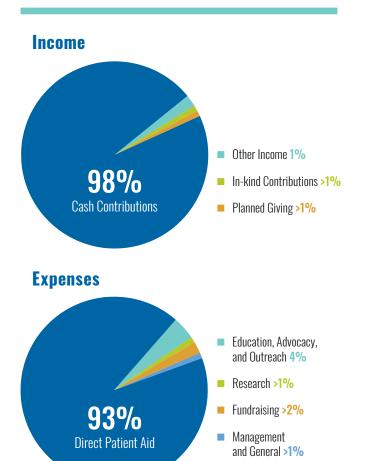


Kidney Action Days bring awareness and prevention to communities at risk.



FINANCIAL HIGHLIGHTS

Fiscal year January 1, 2019, through December 31, 2019



A complete copy of the audited financial statements is available upon request from the American Kidney Fund, 11921 Rockville Pike, Suite 300, Rockville, MD, 20852, or on our website at KidneyFund.org.

Public Support and Other Revenue

Contributions	\$	317,726,161
In-kind Contributions		611,798
Planned Giving Other Income		1,421,459
Total Support and Revenue	\$	3,365,829 323,125,247
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Expenses		
Direct Patient Aid		270,646,791
Education, Advocacy, and Outreach		11,252,960
Research		279,143
Fundraising		4,913,953
Management and General		2,422,921
Total Expenses		289,515,768
Net Surplus	\$	33,609,479
STATEMENT OF FINANCIAL P	OSITION	
Assets		
Cash and Investments		57,709,909
Contribution Receivables		1,056,055
Furniture and Equipment, net		1,350,293
Other Assets		1,432,857
Total Assets		61,549,114
Liabilities		
Accounts Payable and Accrued Expenses		3,805,930
Deferred Rent		400,692
Annuities Payable		190,826
Total Liabilities	\$	4,397,448
Net Assets		
Without Donor Restrictions—Undesignated		41,327,831
Without Donor Restrictions—Board Designated		13,476,000
With Donor Restrictions		1,027,277
Total Net Assets		55,831,108

Total Liabilities and Net Assets

60,228,556

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The following sponsors supported the programs and services of the American Kidney Fund with generous contributions of \$5,000 or more in 2019.

\$100,000-\$499,999

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Members of the Circle of Champions have made a minimum annual investment of \$250 in the American Kidney Fund. This gift represents a steadfast commitment to the patients we serve, and we are grateful for your support.

Platinum

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