

Milestones Update

News from the Cystic Fibrosis Foundation's Major Giving Campaign

WINTER 2011



Milestones II
Campaign Chair
Joe O'Donnell

Dear Friends,

As we begin the new year and reflect on the success of the *Milestones to a Cure* campaign, I am so proud of the generosity of all those who have lent their steadfast support—and I'm humbled by your devotion to the Cystic Fibrosis Foundation's mission.

Because of you, we have achieved our goal of raising \$175 million to fund essential research opportunities through 2010. And what a difference you have made!

Over the course of the *Milestones* campaign, the CF Foundation's drug discovery and development pipeline has more than doubled and now contains more than 30 therapies, several aimed at treating the basic defect of CF. Most important, children and adults with CF are living longer and healthier lives.

While it would have been easy to stop here and savor our achievements, I can't help but realize that our work is not done.

Over the past five years, I've received hundreds of letters from patients and families who have reported how grateful they are for the enormous changes in CF care and research made possible by your support. Many have also shared with me the tremendous hope they have for the future—the hope to go to college, to attend their child's wedding, to live a long life.

And it is this hope that inspires us to continue our journey. We cannot step away from the thousands of families who continue to be affected by this devastating disease. That is why I am recommitting my leadership through a second phase of the campaign, which we have named *Milestones II*—and I would be honored for you to join me.

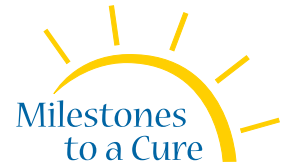
I have been fortunate throughout the campaign to come to know many of you personally, and I have been truly touched by your kindness, strength and resolve. It is our team of *Milestones* supporters who have brought so much hope and promise to the fight against cystic fibrosis, and it must be our team that continues to bring new lifesaving CF treatments and therapies to the people who desperately need them through *Milestones II*.

With your renewed commitment, I am certain we will reach our goal of finding a cure for cystic fibrosis.

Thank you, as always, for all you do.

Sincerely,

Joe O'Donnell
Chair, *Milestones II*



"Because of the selfless generosity of our *Milestones* donors, people with CF and their friends and families throughout the world have real hope for a better, brighter future."

Robert J. Beall, Ph.D.
President and CEO,
Cystic Fibrosis
Foundation



| Adding *tomorrows* every day.

Thank You

We cannot say “thank you” enough to you, our *Milestones to a Cure* donors. Your generosity has enabled us to make tremendous strides toward a cure and control for cystic fibrosis since the campaign kicked off just five years ago. Because of you, people with CF have more reasons to hope than ever before. Today, children and adults with CF are living longer, healthier lives. And we are so much closer to achieving our ultimate goal.

Major Milestones



Hyper-Sal 7%

In 2006, hypertonic saline, a simple and effective CF therapy, was made available to people with CF after successful Foundation-supported clinical trials showed improvement in lung function and mucus clearance.



VERTEX™

In 2008, the Foundation achieved the most important proof of concept in our history, demonstrating that we can treat the basic defect of CF and improve pulmonary outcomes. Two compounds developed by Vertex Pharmaceuticals, Inc., VX-770 and VX-809, are being studied in late-stage clinical trials.



GILEAD
Advancing Therapeutics.
Improving Lives.

Cayston®, a much-needed antibiotic alternative for CF patients who battle recurrent lung infections, was approved by the FDA and made available to patients in March 2010.



Rx

By the end of 2010, our drug development pipeline had more than doubled to include over 30 potential new therapies, including four drugs that aim to treat the underlying cause of the disease.



The Foundation’s significant achievements in CF care and research have attracted the attention of major media outlets and scientific journals, including the *New England Journal of Medicine*, *Forbes* and *The New Yorker*.

Thank you again for your dedication and unwavering support.

Milestones Renewal

When Joan and Alan Holmer's son Scott was diagnosed with cystic fibrosis 30 years ago, doctors at Children's National Medical Center in Washington, D.C., painted a grim picture of their infant son's future. "My husband and I were given little hope that Scott would live past age 18," Joan says.

Now, three decades later, Scott is a graduate of Georgetown University and is studying to be a Catholic priest. Scott's younger sister, Joy, 28, has CF, too, and has also embraced a full and active life—she is newly married, has earned a master's in social work and recently started a new job as a case manager at the Salvation Army.

"Our family's story is a miracle in its own right, and so is the story of the Cystic Fibrosis Foundation," Joan says. "The Foundation has been phenomenal! It's amazing to think about the small group of parents and friends who started it in 1955 and how much we've accomplished in CF research since then."

To help cure CF, the Holmer family supports the CF mission wholeheartedly. Each year, Team Holmer sets out to exceed its Great Strides fundraising goal. The Holmers walked this past spring to raise more than \$40,000. In addition, Alan has co-chaired the **Metropolitan Washington, D.C. Chapter's** popular *Celebrity Tennis Gala* for 22 years and is currently chair of the chapter's board. Joan and Alan also find it important to reach out to newly diagnosed CF families and frequently offer guidance and support to CF families.

"I remember how much support Joan and I received from other CF parents when our children were diagnosed," Alan says. "When we saw other kids with CF doing well, we thought 'things will be OK for us, too.'"



Alan and Joan Holmer

"We believe that in our children's lifetimes, **we will find life-altering treatments** to change the course of this disease."

To strengthen their support of the Foundation's efforts, the Holmers made a major gift donation to the *Milestones to a Cure* campaign in 2005 and extended their generosity by renewing their pledge this past summer.

"Joan and I can't imagine a more effective way to invest our resources than in the CF Foundation and in the *Milestones* campaign," Alan says. "The campaign provides the perfect opportunity to make a significant impact on the lives of those with CF."

The Holmers hope the investments and decades they've spent as volunteers will continue to impact their children and all those with CF.

"Scott and Joy are healthy, vibrant young adults who have benefited tremendously from the medicines that have been made available to them due in large part to the work of the CF Foundation," Alan says. "We believe that in our children's lifetimes, we will find life-altering treatments to change the course of this disease."

Milestones II: Accelerating the Search for a Cure

Because of your generosity, we have achieved unprecedented success in developing drugs that have improved the length and quality of life for those with cystic fibrosis. Due in large part to the success of the *Milestones to a Cure* campaign, we have more than doubled the number of potential therapies in our drug development pipeline, brought much-needed drugs to the market, and advanced the development of four drugs aimed at correcting the underlying cause of the disease.

Although we're on the right track, our fight against CF is not over. Every day we still lose precious young lives to this disease. Now more than ever, we need your help.

With your continued commitment, we can accelerate the development of drugs currently being tested to treat the basic defect of CF for those with certain mutations, while also pursuing every promising avenue to establish lifesaving therapies for *all* people living with this devastating disease.

Please Join Us

- **Our goal:** To sustain the momentum of the *Milestones* campaign and accelerate the search for a cure, we have initiated *Milestones II* to raise \$75 million in major gifts.
- **How you can help:** Commit to a major gift of \$10,000 or more in a calendar year or a multi-year pledge, usually payable over three to five years.
- **Your impact:** All funds raised through *Milestones II* go directly to supporting the mission of the CF Foundation, hopefully speeding delivery of a cure or controls for all people living with cystic fibrosis.





Peter Barry and Bob Flynn



Connie Brown and Doris Tulcin



Wilbur and Lucy Sensing

At the 2010 North American Cystic Fibrosis Conference, held this past October in Baltimore, Md., hundreds of *Milestones to a Cure* supporters gathered to celebrate the success of the campaign's first phase and learn about the latest developments in CF research and care.



Rex and Jane Huggins



Mike Beatty, Cam McLoud, Joe O'Donnell and Mac Tisdale

| Adding *tomorrow's* every day.

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“Today, thanks to you, we feel something so many before were robbed of: **hope.**”

Nicole Faulk, mother of Capri, age 7