It’s been a year of exciting collaborations that connect multiple research programs with critical investments. The Melanoma Research Alliance (MRA), a unique foundation launched by Debra and Leon Black under the auspices of the Milken Institute, works to accelerate scientific discovery to eliminate death and suffering due to melanoma. Over the past year, MRA has worked tirelessly to achieve this goal, aided by scientific researchers, funders, corporate and non-profit allies, and volunteers.

To date, MRA has awarded more than $49 million in funding to 118 innovative, translational research programs led by 171 Principal Investigators at 80 institutions in 14 countries. In August 2013, MRA released its latest Request for Proposals with plans to award at least $8 million (in the spring of 2014) including its first regional special opportunity. A key component of MRA’s unique research program emphasizes collaboration within and across sectors.

The melanoma landscape is evolving quickly, and the foundation has been laid for new, more successful approaches to treat this deadly cancer. As a result, there is unprecedented opportunity for transformational progress on behalf of patients, and all who are at risk, with more than 100 new melanoma compounds in the pipeline and nearly 300 clinical trials underway.

MRA also runs multiple awareness campaigns to promote sun safety and encourage early melanoma detection. The work of our allies plays a key role in new prevention and early detection efforts, amplifying our message.

With all of these diverse stakeholders committed to fighting melanoma on multiple fronts, we are optimistic that the day when no one will suffer or die from melanoma is within reach.

Debra Black
Co-Founder and Chair

Wendy K.D. Selig
President and CEO
Scientific Update

In six years of grant making, MRA has committed more than $49 million to 118 research programs with the potential to make significant, near term clinical impact in melanoma prevention, diagnosis, staging and treatment. MRA is the largest private funder of melanoma research, catalyzing transformative, strategic, and collaborative investments in scientific discovery and translation.

Recent years have seen unprecedented progress in the melanoma treatment space. Over the past three years, five new melanoma agents have won approval from the US Food and Drug Administration (FDA). With increasing knowledge about the mechanisms that underlie melanoma initiation and growth, researchers, clinicians, and industry leaders are exploring multiple single agent and combinatorial approaches to combat this aggressive disease. The dramatic acceleration of the pace of discovery occurring today in melanoma is also fueling progress in other malignancies, making melanoma a “case study” for new approaches to therapy.

With more than $10 million awarded in 2013, MRA set a new record for funding. With its founders’ generous support of all administrative and fundraising
expenses, MRA directs 100% of all donations to research. MRA now supports 40 Young Investigators, is engaged in eight Academic-Industry Partnership Awards with a variety of pharmaceutical, biotech, and device companies, and co-funds a Melanoma Dream Team award with Stand Up to Cancer (SU2C).

Outcomes

In just a few years of active research, the productivity of MRA-funded investigators has been high, as measured by tangible outcomes and promising early research results.

By the Numbers (as of December 31, 2013):

- More than $47 million in additional research funding leveraged from other sources by MRA investigators. The majority of this funding was granted by the U.S. National Institutes of Health and other foundations.

- 18 clinical trials supported by MRA to test promising agents alone and in combination for the treatment of metastatic melanoma.

- 17 patent applications filed or new inventions disclosed for new technologies, which have the potential to be developed into new tools or treatments for patients.

- More than 100 papers published in high impact journals describing research results supported by MRA, which inform the scientific and clinical communities about promising new research findings so that others may build upon the results to help patients.

- More than 145 collaborations initiated and strengthened between academic, government, and industry scientists, which enhance sharing of information and fast-forwarding the research.

- Approximately 450 presentations delivered by MRA investigators at medical and scientific meetings in the U.S. and internationally, where research results are shared, further raising MRA’s profile.
Top Funded Scientific and Clinical Areas

The majority of MRA funding supports the development of new treatment approaches, including the following specific areas:

- **BRAF inhibition:** MRA has provided more than $11 million in research funding to projects involving elucidating resistance mechanisms and combining BRAF inhibitors with other agents.

- **Immune checkpoint targeting:** MRA has provided more than $10 million in funding to projects aiming to improve ipilimumab or anti-PD-1 immunotherapy through identification of biomarkers associated with response and non-response and combining these agents with other therapies.

- **Combinatorial therapies:** MRA has provided more than $11 million in funding for developing combinations of molecularly targeted agents, immunotherapies, small molecules and biologics, as well as combination therapies involving surgical and radiological approaches.
**Event & Outreach Highlights**

MRA’s fundraising events allow the organization to connect with supporters and bring together its diverse constituencies. Multi-platform awareness activities and alliances help MRA spread the message of melanoma prevention and sun safety.

**Leveraged Finance Fights Melanoma**

The second annual Leveraged Finance Fights Melanoma fundraising and networking event was held May 21, 2013, in New York City’s Rockefeller Center. More than 800 attendees from the leveraged finance community and related fields spent the evening networking and raising funds for MRA’s melanoma research. The event and silent auction generated more than $1.2 million. Featured speakers included Co-Hosts Jeffrey Rowbottom of KKR and Brendan Dillon of UBS, MRA founder Debra Black, and a special video address by MRA Board Member Michael Milken.

**New York Stock Exchange (NYSE) Closing Bell Ceremony**

MRA had a unique and impactful opportunity to raise awareness about its mission to defeat melanoma this summer, when MRA rang the Closing Bell of the New York Stock Exchange (NYSE). Surrounded by MRA leadership and supporters, MRA Co-Founder and Chair Debra Black rang the bell on the NYSE trading floor on Tuesday, June 25th.
Melanoma Awareness Month

In celebration of Melanoma Awareness Month each May, MRA engages in multifaceted outreach and fundraising campaigns with its May allies. This year’s activities included a record number of corporate and non-profit partners who helped fundraise for MRA and spread the organization’s message of sun safety and melanoma awareness.

May partners Claire’s and Sports Authority collected donations for MRA at their cash registers and worked to educate their customers on melanoma detection and prevention. Some allies donated a portion of sales from sun-safe merchandise to MRA, while others engaged with MRA on social media, helping to amplify MRA’s messaging.

Outreach and Fundraising Campaigns

MRA and L’Oréal Paris announced a new alliance on Melanoma Monday with plans for L’Oréal Paris to donate $1 from each sale of a Sublime Sun SPF product to MRA, in support of an MRA Team Science Award. The Sublime Sun outreach campaign encompassed traditional and social media and helped raise awareness of melanoma prevention and safe sun habits.

The organization also teamed up with The American Idol® Live! Tour 2013. The Tour donated $1 from every ticket sold to MRA’s research programs and MRA was featured in promotional materials, as well as the printed concert program. MRA and the Tour also teamed up with celebrity fundraising platform Prizeo to launch an innovative fundraising contest that offered fans of American Idol® a money-can’t-buy VIP Tour experience. This social media and fan-driven fundraising concept is just one example of how MRA pursues innovative outreach strategies.
Financials (as of 12/31/12)

Thanks to the generous financial support of MRA’s founders for administrative and fundraising expenses, 100 percent of donations to MRA directly support melanoma research. The independently audited financial statements of the Melanoma Research Alliance Foundation form the basis of the following information:

**MRA Statement of Activities for Year Ended December 31, 2012**

<table>
<thead>
<tr>
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<td><strong>TOTAL REVENUES, PUBLIC SUPPORT AND OTHER INCOME</strong></td>
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<td>(277,614)</td>
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<td><strong>NET ASSETS - END OF YEAR</strong></td>
<td>$9,392,604</td>
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<td>$30,981,556</td>
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## MRA Statement of Financial Position for Year Ended December 31, 2012

### ASSETS

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<thead>
<tr>
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<th>Unrestricted</th>
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<th>Total</th>
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<td><strong>TOTAL ASSETS</strong></td>
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<td><strong>$20,943,936</strong></td>
<td><strong>$30,877,458</strong></td>
<td><strong>$31,331,243</strong></td>
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### LIABILITIES AND NET ASSETS

### LIABILITIES:

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<tr>
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<tbody>
<tr>
<td>Accounts Payable and Accrued Liabilities</td>
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<td>Deferred Revenue</td>
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<td>Due to Affiliate</td>
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<td><strong>TOTAL LIABILITIES</strong></td>
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<td><strong>$349,687</strong></td>
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### NET ASSETS:

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<tr>
<td>Unrestricted</td>
<td>$9,392,604</td>
<td>-</td>
<td>$9,392,604</td>
<td>$9,760,006</td>
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<tr>
<td>Temporarily Restricted</td>
<td>-</td>
<td>20,943,936</td>
<td>20,943,936</td>
<td>21,221,550</td>
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<tr>
<td><strong>TOTAL NET ASSETS</strong></td>
<td><strong>9,392,604</strong></td>
<td><strong>20,943,936</strong></td>
<td><strong>30,336,540</strong></td>
<td><strong>30,981,556</strong></td>
</tr>
</tbody>
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**TOTAL LIABILITIES AND NET ASSETS**

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<tbody>
<tr>
<td><strong>$9,933,522</strong></td>
<td><strong>$20,943,936</strong></td>
<td><strong>$30,877,458</strong></td>
<td><strong>$31,331,243</strong></td>
<td></td>
</tr>
</tbody>
</table>
2012 Functional Expenses

Grants and Awards Program $ 8,003,206
Non-Grants Scientific Program $ 473,546
Fundraising $ 485,653
Management and General $ 375,043

Grants & Awards 86%

Non-Grants Scientific Program 5%
Fundraising 5%
Management & General 4%
**Donors & Supporters**

(January 1, 2012 – December 31, 2012)

$500,000↑

- Akin Gump Strauss Hauer & Feld LLP*
- The Jeffrey A. Altman Foundation*
- Anonymous
- Debra and Leon Black*
- Bloomberg Philanthropies*
- Christie's*
- Jami Gertz and Tony Ressler*

$250,000-$499,999

- The Bell Family Foundation, Inc. *
- Jill and Jay Bernstein*
- Bristol-Myers Squibb Company*
- Brownstein, Hyatt, Farber & Schreck*
- The Carson Family Charitable Trust*
- Credit Suisse*
- Ellen and Gary Davis Foundation*

$100,000-$249,999

- Anonymous
- Aon*
- Katie and Todd Boehly*
- Cartier*
- Claire's
- Deloitte*
- Amanda and Jonathan Eilian*
- Genentech, Inc.
- Daisy Helman
- Suzette and Steven Kolitch*
- Jo Carole and Ronald Lauder
- Morgan Stanley*
- Sotheby's
- The Viola Fund*

*Multi-year donor
$50,000-$99,999

The Daniel & Estrellita Brodsky Family Foundation
Sunny and Norm Brownstein
Caryl and Israel Englander
Ernst & Young LLP*
Foundation 14
Larry Gagosian
Goldman Sachs & Co.
Judith and John Hannan
George Klein
The Marie-Josée & Henry R. Kravis Foundation

Dominique Levy and Dorothy Berwin
Mintz, Levin, Cohn, Ferris, Glovsky and Popeo, P.E. *
Paul, Weiss, Rifkind, Wharton & Garrison LLP
Nancy and Richard Rogers
Lizanne and Barry Rosenstein
Nancy Silverman
SkinCeuticals
Katherine and Jerry Speyer

$25,000-$49,999

Adele and Beny Alagem
Apollo Management, LP
Abbe and Adam Aron
Debbie and Mark Attanasio
Aurora Capital Group
Lidia M. Bastianich
Emily and Len Blavatnik
BMO Capital Markets
Cahill Gordon & Reindel LLP
Celgene
Citi
Joyce and Barry Cohen

Eli Lilly and Company
Andrea and George Ferris
Gibson, Dunn & Crutcher LLP
Jane Goldman and Ben Lewis
Hazen Polsky Foundation
Gail and Carl Icahn
Kirkland & Ellis LLP
David L. Klein, Jr. Foundation
Kohlberg Kravis Roberts & Co.
Bennett LeBow
Raymond Lin
Morgan, Lewis & Bockius LLP

*Multi-year donor
Novartis Corp.
Robin and Gerald Parsky
Paul Hastings
The Raiff Foundation
James O. Robbins Family Charitable Lead Annuity Trust
Carolyn and Marc Rowan
Fran and Jeff Rowbottom
Simpson Thacher & Bartlett LLP
Susan and Eric Smidt
Mary and David Solomon
Sports Authority
Ronald Stanton
The Thompson Family Foundation
Meryl and James Tisch
UBS
Maureen White and Steven Rattner
Leslie and Daniel Ziff

$5,000-$24,999
Marcia and Greg Abbott
Aduro Biotech
AdvaMedDx
Amgen, Inc.
Krista and Devon Archer
Babson Capital Management LLC
Bank of America Merrill Lynch
Barclays Capital
Melissa and Dror Bar-Ziv
Rebecka and Arie Beldegrun
Lawrence Benenson
Bergdorf Goodman, Inc.
Caris Science, Inc.
Thomas Cole
Thomas Connolly
Crescent Capital Group
Davis Polk & Wardwell
Jeanine Depasquale Salvatore and Louis Salvatore
Deutsche Bank
Barbaralee Diamonstein Spielvogel and Carl Spielvogel
Susan Drossman and Adam Sokoloff
Eaton Vance
Entertainment Industry Foundation
Richard Farley
First Republic Bank
Fitch Ratings
Scot French
Beth and Joshua Friedman
GE Capital
GoldenTree Asset Management, LP
Goldman Sachs Gives
The Joshua and Marjorie Harris Family Foundation
Leland Hart
HCA Holdings
Marlene and Paul Herring
Ronnie Heyman
Tania and Brian Higgins Charitable Trust
Highbridge Capital Management, LLC
Caroline Hirsch and Andrew Fox
HSBC Bank
Illumina, Inc.
Jefferies & Company, Inc.
Pamela Joyner and Alfred Giuffrida
JPMorgan Chase & Co.
Jill and Harry Kargman
Laurie Kefalidis
Kelly's Dream
Cheryl and A.B. Krongard
Ashley Leeds and Christopher Harland
Almedena and Pablo Legorreta
Life Technologies Corporation
Milan Lint
Chauncey F. Lufkin
Luxembourg Dayan
Carol Lynton and Michael Ryan
Peter Lyon
Earle Mack
Macquarie Group
Ares Management LLC
Alison Mass and Sal Bommarito
Steve Miller
Mizuho Securities USA, Inc.
MJX Asset Management, LLC
Julie and Kenneth Moelis
Natixis Global Asset Management
Patty Newburger and Brad Wechsler
Kate and Robert Niehaus
Oak Hill Advisors, LP
Marc Packer
Pfizer, Inc.
Provectus Pharmaceuticals, Inc.
Bonnie and Richard Reiss
Daryl & Steven Roth Foundation
Royal Bank of Canada
Shearman & Sterling LLP
Shenkman Capital Management, Inc.
Andree and Howard Shore
Shannon and G. Christopher Smith
Sony Music
SpaFinder, Inc.
Standard & Poor's
Lindsay and Peter Stavros
David Stockman
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<tr>
<td>Adele Thurnher</td>
<td>Mindy and Marc Utay</td>
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<td>Alice and Thomas Tisch</td>
<td>Carol Wall</td>
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<td>Tourneau, Inc.</td>
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<td>Diane and Tom Tuft</td>
<td>Wells Fargo Bank</td>
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<td>Turk Family Foundation</td>
<td>White &amp; Case LLP</td>
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$1,000-$4,999

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<td>Lawrence Alletto</td>
<td>Adam Kurzer</td>
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<tr>
<td>Vadim Berman</td>
<td>Shau-wai Lam</td>
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<tr>
<td>Barbara and James Block</td>
<td>Karen and Richard LeFrak</td>
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<td>Jill and Tom Marino</td>
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<td>The Joseph and Christine McGrath</td>
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<tr>
<td>Lynn and Mark Filipski</td>
<td>The Robert and Joyce Menschel</td>
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<td>Family Foundation</td>
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<td>Andrea and James Gordon</td>
<td>Kirstin and Carl Meyer</td>
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<td>Kathy and Alan Greenberg</td>
<td>Milbank Tweed Hadley &amp; McCloy LLP</td>
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<tr>
<td>Kristy and Robert Hartevedlt</td>
<td>Montage Hotels &amp; Resorts</td>
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<tr>
<td>Katrin and Christoph Henkel</td>
<td>George Mueller</td>
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<td>Christopher James</td>
<td>Nederlander Of New York, Inc.</td>
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<tr>
<td>Maury Kaplin</td>
<td>Dawn and Mark Ostroff</td>
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<tr>
<td>Erica and Mike Karsch</td>
<td>John Pearce</td>
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The Pevaroff Cohn Family Foundation
Jill and Mark Rachesky
Jonathan Ressler
Marcia Riklis
Nancy Risman
Hilary and Wilbur Ross
Christopher Rulon-Miller
Stephen Sander
Wendy and Michael Selig
Nicole and Joel Seligman
Frank Sica
Paul Sohn
Harold Sokoloff
Ann and John Sorice
Debora and James Staley
Steel Partners Foundation
Denise and Tom Stern

↓$1,000

Jeff Abt
Heidi Adkins
Sura Alammar-Rathor
Scott Anderson
Virgil Anderson
Robin and Paul Appleby
William R. Arniel
Penny and Mitchell Arons
Sam Astor
Sharyar Aziz
Carmen Bailey
Cecile Baker
William Balassone
Penelope Balzereit
Charles Barbato
Hannah Bargad

The Tea Lab LLC
Fern and Leonard Tessler
W. Cade Thompson
Christopher Torrente
Kathryn Trappey
Mary Lynn van Wyck
Leon Wagner
Harriet and Ronald Weintraub
Carol and Michael Weisman
David Wirdnam
Rose and James Wolfe
Brian Yorke
John Zapas
Reed Zaroff
Bonnie Ziegler
Richard Zogheb
James Beaubien
Barbara and Clyde Beck
Carl Becker
Loren Becker
Ron Beit Halachmy
Nicole Beit-Halachmy
Susan and Alan Bennett
Chetan Bhandari
Mercedes and John Biedermann
Lydia and David Bigner
Ann Marie Birns
Lisa Blanchard
Marcy Bledsoe-Bouton
Brenda and Charles Block
The Blue Oak Charitable Fund
James Boland
Michelle Bondarchuk
James Bonetti
Cecilia Bonn
Katherine Boothby
Katia Bouazza
Karen and Gordon Braverman
BRELLI
Jill H. Breneman
Christopher Brescia
Jose Briones
Nancy Broadbent
Linda Brockman
Jamie Brodsky
Joyce Brown
Tom Brown
Michael Buchanan
Vaughn Buck
Susanne Bull
Scott Bynum
Jeanette Cacciola
Barbara Caldarone
W. Jane and Simon Canning
Lynn Cannizzaro
Natalie Carrol
Joseph Castiglia
Andrew Cates
Marian and John Celentano
Adam Chai
Jenny Chan
Michelle Chmelar
Rob Cignarella
Thomas Cimino
Cara Cisciari
Citi Habitats
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Director, Melanoma Program, MGH Cancer Center
Director, Cutaneous Biology Research Center
Massachusetts General Hospital
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Thomas Gajewski, MD, PhD
Professor, Departments of Pathology and Medicine
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Professor and Chair, Department of Dermatology
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Roger Lo, MD, PhD
Director, Melanoma Clinic in Dermatology
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Director, Eisenberg Center for Experimental Therapeutics; Professor of Medicine, Barbara Ann Karmanos Cancer Institute

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Professor, Department of Medicine
University of Washington/Seattle Cancer Center

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Associate Professor of Dermatology and Pathology
Director, Pigmented Lesion Section
NYU Langone Medical Center

Antoni Ribas, MD, PhD
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Division Chief, Hematology-Oncology,

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Professor of Dermatology
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Stanford University Medical Center and Cancer Institute

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David Fisher, MD, PhD
Chief, Dermatology Service
Director, Melanoma Program, MGH Cancer Center
Director, Cutaneous Biology Research Center; Massachusetts General Hospital

Thomas Gajewski, MD, PhD
Associate Professor, Departments of Pathology and Medicine, University of Chicago
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Thomas Hornyak, MD, PhD
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Director, Melanoma Clinic in Dermatology;  
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