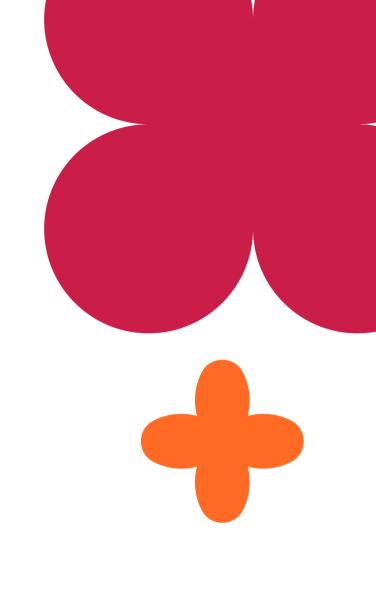


TABLE OF



03	Founders' Letter
05	Metrics
19	Our 2024 Highlights
21	Impact Pillars
31	Community Stories
39	Looking Forward



DEAR FRIENDS, PARTNERS, AND SUPPORTERS/FAMILY,

As we reflect on 2024, we are filled with gratitude and pride for what we have accomplished together at Acclinate. This year has been a testament to the power of community, determination, and the shared belief that health equity is not just a goal—it is a necessity. Acclinate's NOWINCLUDED platform was created by communities of color for communities of color. We have embraced our role as health equity champions, bridging gaps, and ensuring that everyone, regardless of their background, has access to the resources, knowledge, and opportunities they need to thrive.

This year, we made significant strides toward our vision. We expanded our reach, activating in several new metros, including Dallas, Houston, Miami, Baltimore, New York, Nashville, and Chicago. Our presence in these metros have brought us closer to the communities we serve, allowing us to amplify local voices, share vital health resources, and ensure that clinical research studies reflect everyone, regardless of their background.

We're also celebrating NOWINCLUDED's growth as a digital resource and vibrant community of thousands of users. It has become a catalyst for important conversations about family medical histories, overcoming misdiagnoses, and finding the right care. Our work doesn't stop there though. Acclinate's impact extends beyond clinical trials. We guide organizations to recognize the multifaceted needs of individuals and communities by fostering trust and genuine engagement that goes beyond transactional interactions. This approach prioritizes building long-term relationships and understanding the unique needs of each person. By embedding equity throughout the care spectrum, we are transforming the system to be truly inclusive and responsive to the unique needs of all.

The progress we have made this year reflects the strength of the community we have cultivated together. The stories, insights, and collective power of our NOWINCLUDED members have been the foundation of our success and the driving force behind our vision for the future. Together, we are proving that equity is achievable, inclusion is powerful, and community is the key to unlocking a healthier future for all. Thank you for standing with us along this journey.

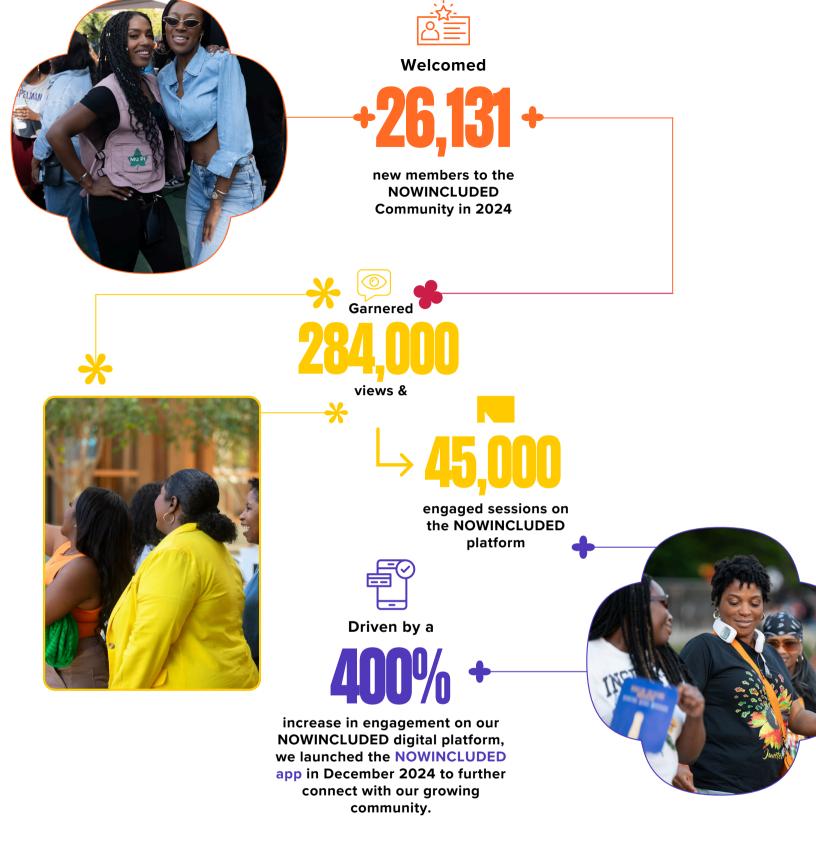
Here's to another year of impact and transformation.

With gratitude,

Del Smith & Tiffany Whitlow

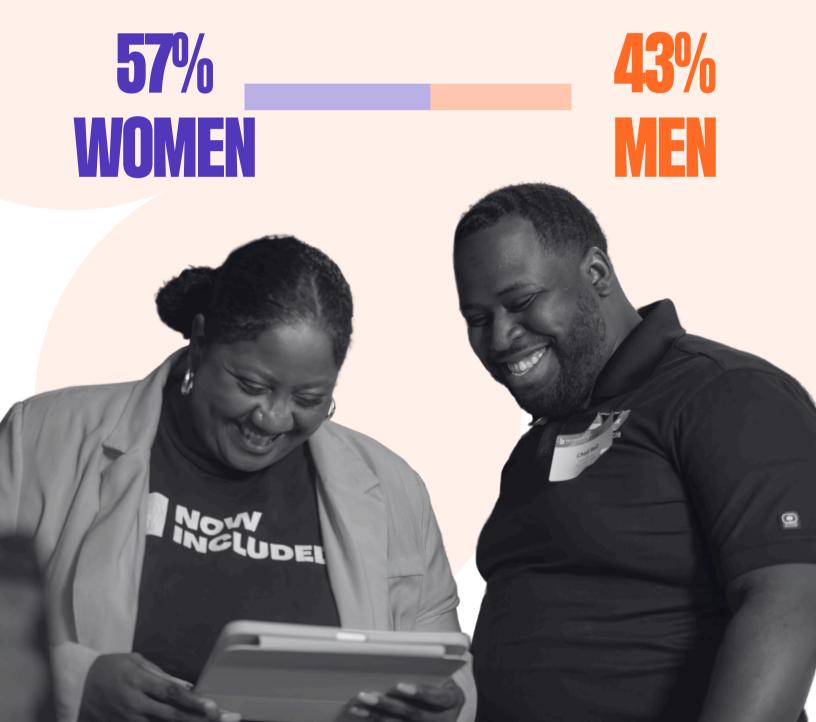
Dr. Del Smith and Tiffany Whitlow Co-Founders, Acclinate

AT A GLANCE



GROWTH CANONICATION OF THE STATE OF THE STA

NOWINCLUDED'S MEMBERSHIP IS COMPROMISED OF



OUR COMMUNITY CIRCLES

NOWINCLUDED's Health circles have become a cornerstone of our platform, providing dedicated spaces for community members to connect, learn, and support each other.

Over the past four years, we've expanded to 10 unique circles, fostering vibrant engagement across a diverse range of health topics.

In 2024, we witnessed phenomenal growth in several key circles:

Other thriving circles include:

56% GROWTH
RATE in the General Health circle.

34% INCREASE

in the Heart Health circle.

The remarkable growth of our health circles demonstrates their value in fostering connection, providing support, and empowering individuals to take control of their health journeys. As we continue to expand our platform and resources, we are confident that health circles will remain a vital component of the NOWINCLUDED community.



This circle experienced an astounding **836% increase** in membership, reflecting the urgent need for support and information within this community.



With an **88% growth rate**, this circle highlights the growing demand for resources and connection among individuals managing chronic illnesses.



This circle saw an extraordinary **1563% increase** in membership, demonstrating the critical need for culturally relevant information and support for expectant mothers and families.



Garnered

31 MILLION

impressions across our social media platforms, reaching more than

4 MILLION

people with educational content.



1.6 MILLION

video views across our Instagram and TikTok channels. Our YouTube channel captivated audiences with over

2,640

hours of watch time – that's equivalent to 110 full days of continuous viewing.



Our website saw a surge in engagement, with over

46,000

users actively participating in articles, quizzes, and other interactive content.



3,700

Beyond our social media presence and website, we nurture a thriving community through our weekly digest email.

This year, our subscriber base grew by 3,700, demonstrating the value of this direct connection and the trust members have in NOWINCLUDED.





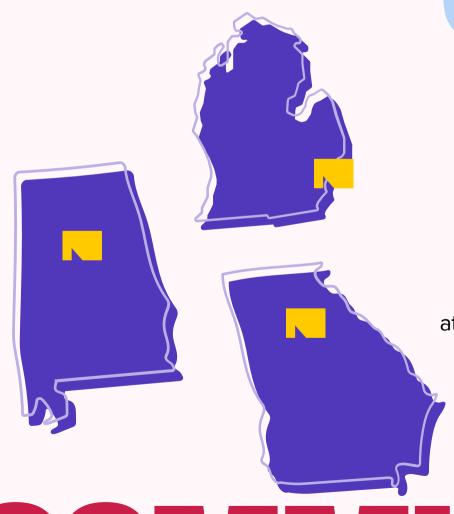
In-person events hosted in 2024 where...

17,029
people showed up leading to

+46% above our goal of

2,827

community members taking action by sharing a story about their health journey or completing a survey.



NOWINCLUDED's vibrant events ignited passionate engagement in cities nationwide. Atlanta, Birmingham, and Detroit emerged as particular hotspots, with impressive attendance underscoring the strong community connections fostered by these gatherings.

ENGAGEMENT

된 10 Virtual Events reaching 1 participants



ENGAGEMENT

GOMMUNITAL INSIGHTS & STORIES

You can't really prosper or go anywhere in life without a community... there is no society. There is no structure... it's just individuals trying to do what best they can do and then in the end it just all comes to itself and everybody just does for themselves.

- Joe A., NOWINCLUDED member

I feel like health stories are important because they can motivate others. Sometimes people think about quitting or giving up, but when they see someone else pushing through, it inspires them to keep going and not stop.

- Tymara, NOWINCLUDED member

GONNIUM INSIGHTS & STORIES

68%

of NOWINCLUDED members report good or excellent health.

32%

of NOWINCLUDED members indicate there's room for improvement. (n=774)

This highlights the ongoing need for our platform to provide resources and support that address health disparities and empower individuals to take control of their health journeys.

NOWINCLUDED TOP3 MEMBERS'

Top 3 trusted health resources (n=1473)

85% primary care provider

family & friends

medical specialist

Top 3 barriers to healthcare (n=1277)

finding the right doctor or healthcare team

20% getting in to see a doctor

feeling unheard or dismissed by their doctor



of surveyed members are willing to participate in clinical trials.



would consider participating under the right circumstances.



of participants face barriers in finding the right doctor as a key challenge to healthcare.



In a NOWINCLUDED survey, we found that women were 5% more likely to participate in clinical research (based on a pool of 519 respondents)

of women have participated in clinical research.

of men have participated in clinical research clinical research.



GONDA UNITED SHIPS

From biopharma giants to patient advocacy groups, Acclinate forged impactful partnerships in 2024. We guided biopharma organizations in transforming their community engagement strategies through NOWINCLUDED solutions.



We also partnered with the Multiple Myeloma
Research Foundation (MMRF) to empower the
Black community in the fight against multiple
myeloma. Our 2024 Community Connect
events reached over 500 people in person and
thousands more online, providing vital education
and support. With 91.5% of attendees identifying
as Black or African American, this initiative demonstrates
our resolute commitment to addressing health disparities
and improving outcomes for those disproportionately
affected by this disease.

Our collaborative network of activation points, or trusted community messengers, grew significantly in 2024, with **142 strategic partner organizations** joining forces to advance health equity. Other key partners included **31 principal investigators** and **29 study coordinators** leading critical research, **55 community connectors** bridging communities and resources, and **49 brand ambassadors** championing our mission at the grassroots level. This collaborative approach fueled deeper engagement and trust, leading to improved health outcomes for Black people.

Nobody that we're working with is capturing data based on in-person engagement. You all stand out because everyone else is only focused on the digital side.

– Biopharma partner 1

We are so close to hitting our goal of diverse participants in our trial, and we can't thank Acclinate's work model enough for engaging with diverse community members.

-- Biopharma partner 2





\$1.623M

Back into the community

20%

Of our total company expenses

Our success reflects the trust we've built within underrepresented communities by addressing key barriers to health equity, such as financial burdens. This year, we invested \$1.623M back into the community —representing 20% of our total company expenses—as part of our commitment to empowering individuals on their healthcare journeys and reinforcing our authority as a trusted resource in this space.

THE CONTRACTOR OF THE CONTRACT

This year, we prioritized building tools that directly address the needs of our community. Our research revealed two key desires: access to a trusted source of health information and a stronger sense of connection with others. In response, we developed two impactful innovations:

The **NIA Chatbot**, developed in partnership with Quilt AI, delivers culturally relevant health information tailored specifically to Black communities. This AI-powered tool understands the unique needs and language of our users, offering a personalized and empowering experience.

We expanded our digital platform by launching a **NOWINCLUDED personalized mobile app** designed to empower users to take control of their health journey. This innovative platform provides curated resources, facilitates connections through topic-focused "circles", and encourages open dialogue within the community. The app prioritizes cultural relevance and inclusivity, directly addressing the needs of our diverse user base and advancing our mission to support health and wellness for Black people.

These innovations exemplify our commitment to leveraging technology and community-driven design to improve health outcomes and make knowledge accessible to all.

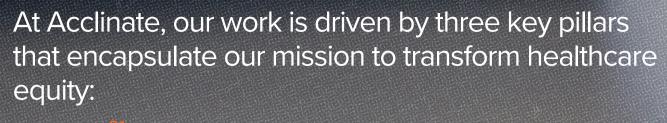


We've continued to transform how the biopharmaceutical industry engages with communities. This year, we partnered with **9 biopharma companies**, leading to impactful changes in their clinical trial processes. Through our guidance, **44**% of these companies implemented trial design updates and protocol shifts that foster trust, improve diversity, and ultimately enhance health outcomes for underrepresented populations.

Finally, we know our efforts are only as impactful as the strategic partners we continue to grow with. This year, we significantly broadened our impact by:

- Creating 29 unique health opportunities for community members, ranging from clinical research and focus groups to educational initiatives. These opportunities spanned 11 therapeutic areas, including oncology, cardiology, rare diseases, and women's health.
- Forging partnerships with **15 diverse organizations**, including 9 biopharma companies, a medical device company, advocacy groups, a government entity, and an academic research institution.
- Conducting hyper-targeted engagement campaigns for 20 specific health conditions, including multiple myeloma, Crohn's disease, pulmonary sarcoidosis, and more. This focused approach ensured that our resources and support reached the communities most in need.

This multifaceted approach demonstrates our commitment to addressing a wide range of health concerns and empowering Black communities. By collaborating with key partners and providing targeted resources, we are making significant strides toward achieving health equity for all.



A.I. Transformation

Sustained Local Engagement

Trials and Triumphs

IMPACT

These pillars reflect our innovative approach to creating equitable healthcare solutions and align with global and national priorities to improve health outcomes.



Our efforts directly support the objectives outlined in <u>Healthy People 2030</u>, which aims to eliminate health disparities and promote equitable access to care and the <u>United Nations Sustainable Development Goals (SDGs)</u>, particularly Goal 3: Good Health and Well-Being.

These frameworks emphasize the importance of equity, innovation, and inclusive partnerships, representing our commitment to addressing community needs, empowering individuals, and creating a healthcare system that works for everyone.

A.I. Transformation

Our focus on adopting inclusion harnesses the power of predictive analytics and technology to ensure equitable representation in healthcare. By utilizing our NOWINCLUDED platform, we empower underrepresented populations to make informed health decisions and participate in opportunities that may not be presented to them otherwise, such as clinical research studies. Through data-driven insights, we are creating a healthcare landscape that values the voices of our communities and fosters trust.

Sustained Local Engagement

Community outreach is at the heart of what we do. Our sustained local engagement initiatives prioritize building authentic connections with communities through events, partnerships, and grassroots efforts. By meeting people where they are, we address barriers to care such as access, trust, and representation. This work supports Healthy People 2030's aim to increase participation in preventive health programs and SDG Target 17.17, which highlights the importance of inclusive partnerships. Together, we are co-creating solutions that resonate locally and deliver lasting impact.



It's impressive to see someone as old as 84 is in the NOWINCLUDED community. Even if they aren't active on the digital platform, the fact that they're in-the-know about what you're doing is awesome.

Biopharma partner 1

Trials & Triumphs

Through Trials and Triumphs, we are transforming the clinical research process to reflect the voices of all communities. By advocating for inclusive clinical trials, we address systemic inequities in medical research and ensure that marginalized populations are represented. This pillar ties directly to Healthy People 2030's objective to increase inclusion in research and SDG Target 3.B, which focuses on access to essential medicines and research. Our success stories demonstrate that when trials are inclusive, everyone triumphs.



ALTRAIS FOR

Artificial intelligence has the potential to transform healthcare, but only when it is rooted in equity. At Acclinate, we are leveraging Al and machine learning to close gaps in clinical trial participation and ensure that underrepresented communities are not just included but empowered. In 2024, we focused on refining and expanding our Al-driven tools to better serve our communities and partners, emphasizing transparency, adaptability, and trust. We made significant strides in building and enhancing tools like eDICT, Acclinate's proprietary analytics platform, and the NOWINCLUDED chatbot. The chatbot was carefully trained to provide culturally relevant, community-friendly responses, ensuring that it reflects the voices and lived realities of our users. This required intensive data training, collaboration with cultural and clinical experts, and rigorous testing to ensure its accuracy and empathy.

eDICT provides real-time insights into community engagement and clinical trial participation. This powerful tool empowers us to make data-driven decisions and optimize our efforts to improve health outcomes for underrepresented communities. Last year, we enhanced the platform with new features like our HIPAA-compliant machine learning algorithms to calculate participation likelihood and refine lead sourcing for pharmaceutical partners. Supported by Google Cloud's advanced infrastructure, eDICT evolves with every interaction, enabling us to adapt to community needs in real-time. The beauty of our innovative tools is that they were designed to help amplify voices and experiences that are too often overlooked in traditional clinical research.

2024 marked a significant evolution in our Al-powered community outreach. We developed sophisticated content strategies that merge Al's capabilities with deep cultural insights, creating materials that authentically reflect our community's experiences and needs. This involved creating a comprehensive review process. All content was thoroughly vetted by community leaders, health experts, and our internal teams to ensure accuracy and cultural alignment. This iterative process of testing, feedback, and refinement ensured that our Al-driven communications maintained the highest level of trust and effectiveness.



AL TRANSFOR MATION

Whether helping organizations diversify trials or designing studies that align with the lived realities of participants, our work ensures that artificial intelligence is not just innovative, but truly inclusive. Through the co-creation of solutions—like training AI tools with community input and focusing on equitable design—we're bridging the gap between technology and lived experience; an approach that supports our partners in building representative clinical trials and aligns with our broader mission to transform the healthcare landscape. We also use AI in our community engagement efforts to ensure that inclusion is not just a checkbox -it's a standard for better science and better health outcomes for all.

A.I. IN STORYTELLING

Artificial intelligence is transforming how we amplify community voices and share powerful stories of health journeys. By leveraging Al-driven video tools, we're able to elevate voices and insights that may otherwise be lost in the noise. Al helps us scour through

hundreds of hours of community member interviews and other raw footage from community events and focus groups, identifying critical key themes and unique perspectives in mere seconds. This agility helps us understand patterns and connections across diverse audiences, crafting narratives that reflect community voices and resonate deeply. This process ensures our engagement efforts remain impactful and relevant.

For example, our use of AI enables us to extract unique perspectives from shared community stories, turning qualitative data into actionable insights. Whether highlighting a breast cancer survivor's journey in a clinical trial or exploring the lived experiences of a Black man in Atlanta living with pulmonary sarcoidosis, AI streamlines the process—enhancing efficiency without sacrificing authenticity. These tools not only save time but also turn personal narratives into powerful catalysts for health transformation through community engagement.

Beyond content creation, we harness AI to optimize content distribution, reaching broader audiences across digital platforms, faster and more frequently. From tailoring messages for specific demographics to analyzing engagement metrics, AI supports our mission to amplify underrepresented voices and foster deeper connections within our NOWINCLUDED community.

SUSTAINED LOCAL ENGL E

At Acclinate, community engagement isn't an afterthought—it's the foundation of everything we do. Proudly established in Huntsville, Alabama, Acclinate has grown from its Southern roots to a national presence while maintaining a steadfast commitment to addressing health disparities in the communities we serve. The South, often characterized by its pronounced healthcare challenges, offers a unique opportunity to build meaningful connections and create intergenerational change. As our co-founders often say, "Change that benefits the community can only come from change created alongside the community." This belief drives our local outreach efforts, ensuring that we meet people where they are—whether on a college campus, in a senior center, or at a community event.



As Shayla Wilson, our Head of Community, explains,

Community is audience number one. People want connection. They want trusted spaces to share their lived experiences. If we can't provide that, we shouldn't be doing this work at all."

In 2024, our outreach efforts resonated across cities and states, growing our NOWINCLUDED community to over **126,572 total members**, up from 100,441 at the start of the year—a remarkable **26% increase.**

Our top metros, Atlanta, Birmingham, and Huntsville, reflect a concentrated focus on high-impact areas, with Georgia, Alabama, and Pennsylvania leading state participation. These numbers demonstrate the power of our grassroots efforts and the trust we've built through consistent, community-centered engagement.

Our commitment to genuine connection drives our localized initiatives, including partnerships with organizations like Babypalooza, which started as part of the Mommy Listening Tour, and our work with the UAB Cancer Center Dissemination Institute and a notable biopharma partner.

Additionally, our partnerships with organizations like Cencora, Labcorp, and Egality have been instrumental in advancing health equity.

Egality

Mobilized 279 individuals throughout Texas to engage the Latine community in health initiatives. This partnership significantly expanded our reach and fostered deeper connections within this vital population.

Labcorp

Launched the "Voice of the Community" pilot program in Philadelphia, aiming to collect 1,000 surveys to gather crucial insights into community health needs and perspectives.

Cencora

Piloted a program with a Good Neighbor Pharmacy in the Philadelphia area, resulting in nearly 240 completed surveys, further enriching our understanding of community health concerns.

Through these collaborations, we've empowered individuals to take control of their health while helping healthcare organizations better understand the attitudes, needs, and aspirations of underrepresented populations.

"Your team is RICH & EXTREMELY COMPETENT and SHOWED UP & SHOWED OUT when planning and executing the community/phar macists focus groups."

American
Association of
Colleges of
Pharmacy
(AACP) partner







We believe that inperson events are the *cornerstone of building trust*.

Powered by Acclinate, NOWINCLUDED has hosted community-driven initiatives like the Multiple Myeloma Research
Foundation (MMRF) Community
Connects in cities like Atlanta, Philadelphia, Detroit, and Birmingham.

From our Blue Knight Focus Groups in Hobson City to six Black Maternal Health Expos across cities like Mobile, Phoenix, and Atlanta, we've prioritized reaching communities on their terms. These events have created spaces where individuals feel seen, heard, and valued—laying the groundwork for trust and collaboration. They also featured credentialed speakers, community influencers, and health experts who offered critical insights into conditions disproportionately affecting people of color, such as cancer and chronic diseases.

By creating spaces for shared stories and meaningful dialogue, these events lay the foundation for lasting change and empowered decision-making.



Our **Health Circles** are another vital aspect of our engagement strategy, fostering connections around specific health topics and conditions.

The Cancer Circle, with an astonishing

836.86%

growth this year

highlights the profound need for reliable resources and community support.

Other top-performing circles, like **Chronic Conditions, Maternal & Fetal Health,** and **Heart Health,** underscore our ability to meet diverse community needs. These spaces allow members to share experiences, ask questions, and access trusted health resources.

Our investment in the community goes beyond events and programs. We actively contribute to local initiatives like the Bush Hills Community Garden in Birmingham and volunteer at fundraisers, such as the Big Ball Game in Huntsville, to support causes like autism awareness. These efforts are about more than participation; they're about creating a flywheel effect—building credibility, fostering trust, and ensuring that the benefits of our work ripple outward.

SUSTAINED LOCAL ENGAGENET

COMMUNITY STORIES

Health experiences like those shared by our community members also illustrate the transformative power of this work and provide a deeper understanding of the health challenges our communities face. Community stories, like David's journey with asthma and Lamarr's reflections on COPD, remind us why this work is critical. David recounts how access to an inhaler during a severe asthma attack as a teenager made the difference between life and death. Lamarr reflects on his uncle's COPD and lung cancer diagnosis, sharing how it inspired him to champion preventive care and empower others to prioritize their health.

Rosemary's journey as a caregiver for her mother adds another layer to this narrative. When her mother moved in with her, Rosemary learned about her mother's chronic kidney disease, a condition she initially knew little about. Navigating new doctors, including a renal specialist and other medical providers, Rosemary relied on asking questions, doing research, and seeking resources to empower herself in her caregiving role. As she advises others, "Ask a lot of questions. The more information you have, the more empowered you are to help your loved one." These stories, shared through the NOWINCLUDED platform, exemplify the real lives behind the statistics and inspire us to continue investing in sustainable, community-driven solutions.

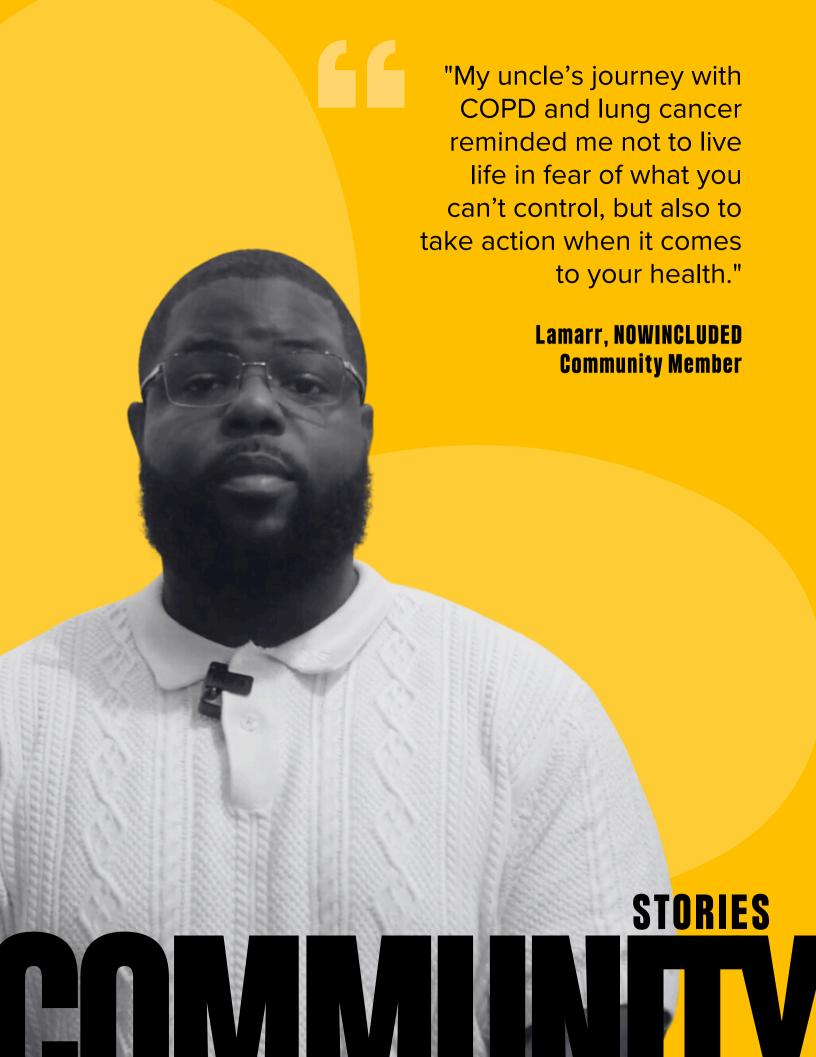


















Before introducing clinical trials, NOWINCLUDED prioritizes building trust and providing education. Through our omnichannel platform, we engage with the community via trusted influencers, digital marketing, and community events, fostering relationships and health awareness. This foundational work empowers our community members to take control of their health journey and prepares them to make informed decisions when clinical trial opportunities are presented.

A recent survey of NOWINCLUDED members revealed a high level of awareness and interest in clinical trial participation:

71%

are familiar with clinical trials.

40%

have been asked to participate in a clinical trial in the past.

41%

are willing to participate in a clinical trial, and an additional **31%** would consider it.

While only **4**% have participated in a clinical trial previously, the high willingness to engage demonstrates the impact of NOWINCLUDED's efforts to educate and empower our community.

This necessary groundwork—often overlooked by pharmaceutical companies —is critical to creating an inclusive research environment. By focusing on early engagement efforts to educate and build trust, we address systemic barriers to participation and lay the foundation for meaningful engagement with clinical trials. Unlike the often complex information found elsewhere, NOWINCLUDED provides clear and digestible resources about clinical trials. Our articles, Medical Mondays series on social media, and dedicated Clinical Research circle break down barriers and empower individuals to make informed decisions about participation.

We equip clinical trial sites with the tools and resources they need to effectively engage with communities of color. Our repository of culturally relevant assets helps sites build trust and foster authentic connections, leading to increased participation and more inclusive research. We assist our pharma partners in site selection and potential participant engagement to ensure trials better reflect the populations they serve.

For four years, we've been breaking down barriers and building trust to create a more inclusive research landscape. By demystifying clinical trials through accessible content and fostering meaningful connections within underrepresented communities, we empower individuals to participate in and benefit from scientific progress. We are closing the awareness gap and ensuring that everyone has the opportunity to contribute to advancements in medicine.



This past year has been one of significant milestones and remarkable progress in our journey toward health equity. The highlights within this report are a testament to the impact we can achieve together. Yet, we acknowledge the road ahead remains complex. Advancing health equity demands resilience, adaptability, and an unwavering commitment to our core values.

In a time when conversations surrounding equity and inclusion can feel increasingly polarized, Acclinate stands firm in its mission. We are driven by an unyielding belief that every person deserves access to equitable healthcare, regardless of the shifting political tides. Our values remain rooted in building trust, amplifying underrepresented voices, and creating pathways to a healthier, more inclusive future for all.

The recent elections underscore the critical importance of our focus on education and engagement. We are more committed than ever to reaching and mobilizing individuals to advocate for their health. By empowering people with knowledge and resources, we can build a collective voice that demands equitable healthcare for all.

We also recognize the transformative potential of artificial intelligence in healthcare and will continue to leverage its power responsibly and ethically to advance our mission.

As we carry the stories, partnerships, and lessons of the past four years into 2025, we are confident that together, we will achieve our shared vision of a healthcare system where inclusion is integral to the success of us all.

Thank you for being a part of this journey.

