

DKMS AMERICAS
(doing business as Delete Blood Cancer)
 Statements of Financial Position
 As of December 31, 2014 and 2013

	2014	2013
ASSETS		
<i>Current assets</i>		
Cash	\$ 6,292,205	\$ 6,445,028
Contributions receivable	770,835	-
Accounts receivable (net of allowance for doubtful accounts of \$22,050 in 2014 and \$36,876 in 2013)	3,040,733	2,271,857
Unbilled fees receivable	1,560,044	1,058,775
Prepaid expenses	364,834	299,295
Total current assets	12,028,651	10,074,955
<i>Non-current assets</i>		
Certificates of deposit	730,522	730,489
Contributions receivable	33,333	-
Property and equipment, at cost (net)	564,889	592,047
Total non-current assets	1,328,744	1,322,536
Total assets	\$ 13,357,395	\$ 11,397,491
LIABILITIES AND NET ASSETS (DEFICIENCY)		
<i>Current liabilities</i>		
Accounts payable	\$ 9,934,810	\$ 13,193,073
Accrued expenses	1,674,248	1,974,680
Deferred revenue	157,000	14,400
Security deposit on sublease	-	137,588
Current portion of other lease obligations	103,073	193,828
Total current liabilities	11,869,131	15,513,569
<i>Non-current liabilities</i>		
Deferred rent	290,643	266,675
Other lease obligations	221,036	407,795
Total non-current liabilities	511,679	674,470
Total liabilities	12,380,810	16,188,039
<i>Net assets (deficiency)</i>		
Temporarily restricted net assets	66,666	-
Unrestricted net assets (deficiency)	909,919	(4,790,548)
Total net assets (deficiency)	976,585	(4,790,548)
Total liabilities and net assets (deficiency)	\$ 13,357,395	\$ 11,397,491

The accompanying notes are an integral part of these financial statements.

DKMS AMERICAS
(doing business as Delete Blood Cancer)
Statements of Activities
For the Years Ended December 31, 2014 and 2013

	2014			2013		
	Unrestricted	Temporarily Restricted	Total	Unrestricted	Temporarily Restricted	Total
SUPPORT AND REVENUE						
<i>Support</i>						
Contributions	\$ 9,438,291	\$ 66,666	\$ 9,504,957	\$ 517,694	\$ -	\$ 517,694
Special event revenue (net of direct benefit-to-donor costs of \$265,832 in 2014 and \$309,257 in 2013)	3,341,028	-	3,341,028	3,598,997	-	3,598,997
<i>Revenue</i>						
Transport facilitation fees	32,313,645	-	32,313,645	29,370,690	-	29,370,690
Request management fees	7,499,355	-	7,499,355	6,401,097	-	6,401,097
Total public support and revenue	52,592,319	66,666	52,658,985	39,888,478	-	39,888,478
EXPENSES						
<i>Program services</i>						
Transport facilitation	27,455,834	-	27,455,834	25,052,986	-	25,052,986
Donor recruitment	9,023,503	-	9,023,503	8,635,437	-	8,635,437
Request management	4,328,866	-	4,328,866	3,587,087	-	3,587,087
Marketing to transplant centers	301,098	-	301,098	212,205	-	212,205
Total program services	41,109,301	-	41,109,301	37,487,715	-	37,487,715
<i>Supporting services</i>						
Management and general	3,984,138	-	3,984,138	4,851,776	-	4,851,776
Fund-raising and special events	1,797,771	-	1,797,771	1,177,622	-	1,177,622
Total supporting services	5,781,909	-	5,781,909	6,029,398	-	6,029,398
Total program and supporting services	46,891,210	-	46,891,210	43,517,113	-	43,517,113
Office relocation charges	-	-	-	798,724	-	798,724
Total expenses	46,891,210	-	46,891,210	44,315,837	-	44,315,837
OTHER INCOME (CHARGES)						
Interest income	1,103	-	1,103	1,012	-	1,012
Foreign exchange (loss) gain	(1,745)	-	(1,745)	2,565	-	2,565
Total other (charges) income	(642)	-	(642)	3,577	-	3,577
Change in net assets	5,700,467	66,666	5,767,133	(4,423,782)	-	(4,423,782)
Net asset deficiency, beginning of year	(4,790,548)	-	(4,790,548)	(366,766)	-	(366,766)
Net assets (deficiency), end of year	\$ 909,919	\$ 66,666	\$ 976,585	\$ (4,790,548)	\$ -	\$ (4,790,548)

The accompanying notes are an integral part of these financial statements.

DKMS AMERICAS
(doing business as Delete Blood Cancer)
Statement of Functional Expenses
For the Year Ended December 31, 2014

Expense	Program Services					Supporting Services				Direct Benefit to Donor Costs	Total
	Transport Facilitation	Donor Recruitment	Request Management	Marketing to Transplant Centers	Total Program Services	Management and General	Fund-Raising	Special Events	Total Supporting Services		
Transport fees and expenses	\$ 27,329,060	\$ -	\$ -	\$ -	\$ 27,329,060	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 27,329,060
Laboratory and other donor recruitment fees	-	4,620,485	772,173	-	5,392,658	-	-	-	-	-	5,392,658
Salaries and employee benefits	94,824	1,679,877	2,212,316	184,720	4,171,737	2,096,467	443,163	143,479	2,683,109	-	6,854,846
Professional fees	1,279	763,335	139,429	7,620	911,663	423,883	51,516	206,198	681,597	-	1,593,260
Event facilities and catering	-	-	-	-	-	-	-	-	-	-	240,832
Occupancy costs	8,843	274,524	287,483	17,687	588,537	171,736	35,373	8,843	215,952	-	804,489
Postage and shipping	995	148,993	319,132	2,041	471,161	67,961	89,679	9,925	167,565	-	638,726
Printing and copying	549	122,380	21,935	1,098	145,962	10,765	2,259	29,795	42,819	-	188,781
Supplies and other office expenses	418	297,233	78,324	836	376,811	9,387	3,253	601	13,241	25,000	415,052
Conferences	-	11,043	4,117	669	15,829	13,629	2,138	269	16,036	-	31,865
Computer services	6,166	191,139	194,222	12,332	403,859	131,445	28,160	6,166	165,771	-	569,630
Travel and entertainment	2,025	269,921	115,626	62,765	450,337	116,757	32,710	35,224	184,691	-	635,028
Marketing	-	445,721	3,793	-	449,514	493,781	53,410	566,665	1,113,856	-	1,563,370
Telephone	1,602	50,008	53,618	3,251	108,479	25,819	6,407	3,442	35,668	-	144,147
Insurance	2,032	63,498	64,015	4,064	133,609	39,129	8,129	2,032	49,290	-	182,899
Repairs and maintenance	506	19,410	16,015	1,011	36,942	9,859	2,658	506	13,023	-	49,965
Banking fees	-	-	-	-	-	16,081	17,448	2	33,531	-	33,531
Depreciation and amortization	7,527	58,037	46,003	2,921	114,488	9,649	5,842	1,460	16,951	-	131,439
Provision for uncollectible accounts	-	-	-	-	-	51,184	-	-	51,184	-	51,184
Miscellaneous	8	7,899	665	83	8,655	296,606	308	711	297,625	-	306,280
Total program and supporting services and direct benefit to donor costs	27,455,834	9,023,503	4,328,866	301,098	41,109,301	3,984,138	782,453	1,015,318	5,781,909	\$ 265,832	47,157,042
Less:											
Direct benefit to donor costs											(265,832)
Total program and supporting services as reported on the statement of activities	\$ 27,455,834	\$ 9,023,503	\$ 4,328,866	\$ 301,098	\$ 41,109,301	\$ 3,984,138	\$ 782,453	\$ 1,015,318	\$ 5,781,909		\$ 46,891,210

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DKMS AMERICAS
(doing business as Delete Blood Cancer)
Statement of Functional Expenses
For the Year Ended December 31, 2013

Expense	Program Services					Supporting Services				Direct Benefit to Donor Costs	Total	
	Transport Facilitation	Donor Recruitment	Request Management	Marketing to Transplant Centers	Total Program Services	Management and General	Fund-Raising	Special Events	Total Supporting Services			
Transport fees and expenses	\$ 24,943,287	\$ -	\$ -	\$ -	\$ 24,943,287	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 24,943,287
Laboratory and other donor recruitment fees	-	4,230,713	727,211	75	4,957,999	-	-	-	-	-	-	4,957,999
Salaries and employee benefits	88,844	1,259,650	1,684,954	123,990	3,157,438	2,130,483	27,533	174,105	2,332,121	-	-	5,489,559
Professional fees	1,273	525,149	189,769	7,613	723,804	648,257	111,041	343,007	1,102,305	-	-	1,826,109
Event facilities and catering	-	-	-	-	-	-	-	-	-	-	215,900	215,900
Occupancy costs	6,163	241,388	265,145	12,325	525,021	232,631	6,163	21,002	259,796	-	-	784,817
Postage and shipping	-	317,015	275,071	-	592,086	59,272	29,837	19,365	108,474	-	-	700,560
Printing and copying	-	107,245	53	-	107,298	30,741	49	35,909	66,699	-	-	173,997
Supplies and other office expenses	-	375,526	67,985	-	443,511	76,405	62	734	77,201	93,357	-	614,069
Conferences	1,510	74,284	53,337	5,554	134,685	55,987	4,783	5,490	66,260	-	-	200,945
Computer services	3,687	125,346	154,839	7,373	291,245	182,580	3,687	11,060	197,327	-	-	488,572
Travel and entertainment	-	277,852	58,284	50,813	386,949	226,998	12,664	102,105	341,767	-	-	728,716
Marketing	-	1,013,093	14,944	58	1,028,095	881,353	1,036	234,010	1,116,399	-	-	2,144,494
Telephone	1,254	42,639	52,671	2,508	99,072	37,622	1,254	3,762	42,638	-	-	141,710
Insurance	-	-	-	-	-	165,056	-	-	165,056	-	-	165,056
Repairs and maintenance	-	3,262	-	-	3,262	57,358	-	-	57,358	-	-	60,620
Banking fees	-	-	-	-	-	20,583	17,023	6,757	44,363	-	-	44,363
Depreciation and amortization	6,968	40,823	37,893	1,804	87,488	28,960	902	2,707	32,569	-	-	120,057
Provision for uncollectible accounts	-	-	-	-	-	90,124	-	-	90,124	-	-	90,124
Miscellaneous	-	1,452	4,931	92	6,475	30,165	-	1,575	31,740	-	-	38,215
Total program and supporting services and direct benefit to donor costs	25,052,986	8,635,437	3,587,087	212,205	37,487,715	4,954,575	216,034	961,588	6,132,197	\$ 309,257		43,929,169
<i>Less:</i>												
Direct benefit to donor costs												(309,257)
Moving expenses included in office relocation charges	-	-	-	-	-	(102,799)	-	-	(102,799)			(102,799)
Total program and supporting services as reported on the statement of activities	\$ 25,052,986	\$ 8,635,437	\$ 3,587,087	\$ 212,205	\$ 37,487,715	\$ 4,851,776	\$ 216,034	\$ 961,588	\$ 6,029,398			\$ 43,517,113

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DKMS AMERICAS
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Statements of Cash Flows
For the Years Ended December 31, 2014 and 2013

	2014	2013
CASH FROM OPERATING ACTIVITIES		
Change in net assets	\$ 5,767,133	\$ (4,423,782)
<i>Adjustments to reconcile change in net assets to net cash (used in) provided by operating activities</i>		
Depreciation and amortization	131,439	120,057
Provision for uncollectible accounts	51,184	90,124
Office relocation charges, net of moving costs	-	695,925
Other lease obligations paid	(277,514)	(150,800)
<i>Changes in operating assets and liabilities</i>		
Contributions receivable	(804,168)	-
Accounts receivable	(820,060)	1,694,932
Unbilled fees receivable	(501,269)	(1,058,775)
Prepaid expenses	(65,539)	(88,172)
Accounts payable	(3,258,263)	7,424,923
Accrued expenses	(300,432)	(879,492)
Deferred revenue	142,600	12,000
Deferred rent	23,968	264,567
Security deposit on sublease	(137,588)	137,588
Net cash (used in) provided by operating activities	(48,509)	3,839,095
CASH FROM INVESTING ACTIVITIES		
Purchase of certificate of deposit	(33)	(537,944)
Acquisition of property and equipment	(104,281)	(518,928)
Net cash used in investing activities	(104,314)	(1,056,872)
Net (decrease) increase in cash	(152,823)	2,782,223
Cash, beginning of year	6,445,028	3,662,805
Cash, end of year	\$ 6,292,205	\$ 6,445,028

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