

DKMS AMERICAS
(doing business as Delete Blood Cancer)
Statements of Financial Position
As of December 31, 2015 and 2014

	<u>2015</u>	<u>2014</u>
ASSETS		
<i>Current assets</i>		
Cash	\$ 1,620,856	\$ 6,292,205
Contributions receivable	1,165,204	770,835
Accounts receivable (net of allowance for doubtful accounts of \$34,480 in 2015 and \$22,050 in 2014)	2,834,616	3,040,733
Unbilled fees receivable	553,347	1,560,044
Prepaid expenses	469,555	364,834
Total current assets	6,643,578	12,028,651
<i>Non-current assets</i>		
Certificates of deposit	730,522	730,522
Contributions receivable	-	33,333
Property and equipment, at cost (net)	419,419	564,889
Total non-current assets	1,149,941	1,328,744
Total assets	<u>\$ 7,793,519</u>	<u>\$ 13,357,395</u>
LIABILITIES AND NET ASSETS		
<i>Current liabilities</i>		
Accounts payable	\$ 3,415,828	\$ 9,305,904
Accrued expenses	663,241	2,303,154
Deferred revenue	29,325	157,000
Current portion of other lease obligations	110,648	103,073
Total current liabilities	4,219,042	11,869,131
<i>Non-current liabilities</i>		
Deferred rent	292,815	290,643
Other lease obligations	114,762	221,036
Total non-current liabilities	407,577	511,679
Total liabilities	4,626,619	12,380,810
<i>Net assets</i>		
Temporarily restricted net assets	33,333	66,666
Unrestricted net assets	3,133,567	909,919
Total net assets	3,166,900	976,585
Total liabilities and net assets	<u>\$ 7,793,519</u>	<u>\$ 13,357,395</u>

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

DKMS AMERICAS
(doing business as Deleto Blood Cancer)
Statements of Activities
For the Years Ended December 31, 2015 and 2014

	2015			2014		
	Unrestricted	Temporarily Restricted	Total	Unrestricted	Temporarily Restricted	Total
SUPPORT, REVENUE AND RECLASSIFICATIONS						
<i>Support</i>						
Contributions	\$ 5,161,963	\$ -	\$ 5,161,963	\$ 9,438,291	\$ 66,666	\$ 9,504,957
Special event revenue (net of benefit-to-donor costs of \$268,631 in 2015 and \$265,832 in 2014)	3,845,510	-	3,845,510	3,341,028	-	3,341,028
<i>Revenue</i>						
Transport facilitation fees	34,809,295	-	34,809,295	32,313,645	-	32,313,645
Request management fees	6,789,205	-	6,789,205	7,499,355	-	7,499,355
<i>Reclassifications</i>						
Net assets released from restrictions	33,333	(33,333)	-	-	-	-
Total public support, revenue and reclassifications	<u>50,639,306</u>	<u>(33,333)</u>	<u>50,605,973</u>	<u>52,592,319</u>	<u>66,666</u>	<u>52,658,985</u>
EXPENSES						
<i>Program services</i>						
Transport facilitation	29,713,237	-	29,713,237	27,455,834	-	27,455,834
Donor recruitment	7,739,069	-	7,739,069	9,023,503	-	9,023,503
Request management	4,313,810	-	4,313,810	4,328,866	-	4,328,866
Marketing to transplant centers	213,552	-	213,552	301,098	-	301,098
Total program services	<u>41,979,668</u>	<u>-</u>	<u>41,979,668</u>	<u>41,109,301</u>	<u>-</u>	<u>41,109,301</u>
<i>Supporting services</i>						
Management and general	4,502,599	-	4,502,599	3,984,138	-	3,984,138
Fund-raising and special events	1,959,663	-	1,959,663	1,797,771	-	1,797,771
Total supporting services	<u>6,462,262</u>	<u>-</u>	<u>6,462,262</u>	<u>5,781,909</u>	<u>-</u>	<u>5,781,909</u>
Total expenses	<u>48,441,930</u>	<u>-</u>	<u>48,441,930</u>	<u>46,891,210</u>	<u>-</u>	<u>46,891,210</u>
OTHER INCOME (CHARGES)						
Interest and other income	117	-	117	1,103	-	1,103
Foreign exchange gain (loss)	26,155	-	26,155	(1,745)	-	(1,745)
Total other income (charges)	<u>26,272</u>	<u>-</u>	<u>26,272</u>	<u>(642)</u>	<u>-</u>	<u>(642)</u>
Change in net assets	2,223,648	(33,333)	2,190,315	5,700,467	66,666	5,767,133
Net assets (deficiency), beginning of year	<u>909,919</u>	<u>66,666</u>	<u>976,585</u>	<u>(4,790,548)</u>	<u>-</u>	<u>(4,790,548)</u>
Net assets, end of year	<u>\$ 3,133,567</u>	<u>\$ 33,333</u>	<u>\$ 3,166,900</u>	<u>\$ 909,919</u>	<u>\$ 66,666</u>	<u>\$ 976,585</u>

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

DKMS AMERICAS
(donating business as Delete Blood Cancer)
Statements of Functional Expenses
For the Year Ended December 31, 2015

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	\$ 29,594,825	\$ -	\$ -	\$ -	\$ 29,594,825	\$ -	\$ -	\$ -	\$ -	\$ 29,594,825
Laboratory and other donor recruitment fees	-	4,367,125	537,673	-	4,904,798	18,199	-	-	18,199	4,922,997
Salaries and employee benefits	94,425	1,890,293	2,348,324	85,158	4,418,200	2,313,703	436,520	246,005	2,996,228	7,414,428
Professional fees	667	419,874	188,541	86,623	695,706	222,942	49,584	99,939	372,465	1,068,171
Event facilities and catering	-	-	-	-	-	-	-	-	-	254,881
Occupancy costs	9,870	131,897	339,139	12,290	493,196	216,220	63,274	20,344	299,838	793,034
Postage and shipping	1,119	138,281	285,271	1,394	426,085	98,459	34,450	5,811	138,720	584,785
Printing and copying	-	87,142	1,290	-	88,432	6,344	-	-	6,344	94,776
Supplies and other office expenses	316	12,029	41,415	508	54,268	16,011	20,225	(12,374)	23,862	91,880
Conferences	-	785	2,175	-	2,960	46,011	-	-	46,011	48,971
Computer services	6,010	152,898	210,113	7,483	376,504	641,523	55,585	28,678	725,786	1,102,290
Travel and entertainment	1,208	265,820	198,277	10,405	473,710	351,879	50,095	47,957	449,731	923,441
Marketing	-	135,464	3,588	-	139,053	308,832	235,968	485,666	1,030,466	1,169,519
Telephone	1,738	36,968	58,388	1,715	96,810	30,167	11,006	3,148	44,321	141,131
Insurance	1,569	41,775	53,008	1,953	98,305	32,214	31,837	3,469	67,520	165,825
Repairs and maintenance	230	22,064	7,915	4,318	34,327	11,501	1,358	788	13,647	48,174
Depreciation and amortization	1,260	35,933	42,585	1,704	81,488	68,632	11,246	2,626	82,504	163,992
Provision for uncollectible accounts	-	-	-	-	-	48,934	-	-	48,934	48,934
Accretion on other lease obligations	-	-	-	-	-	43,111	-	-	43,111	43,111
Miscellaneous	-	713	108	-	821	28,117	6,652	19,806	54,575	55,396
Total program and supporting services and direct benefit to donor costs	29,713,237	7,739,069	4,313,810	213,552	41,979,668	4,502,599	1,007,800	951,863	6,462,262	48,710,561
Less:	-	-	-	-	-	-	-	-	-	(268,631)
Direct benefit to donor costs	-	-	-	-	-	-	-	-	-	-
Total program and supporting services as reported on the statement of activities	\$ 29,713,237	\$ 7,739,069	\$ 4,313,810	\$ 213,552	\$ 41,979,668	\$ 4,502,599	\$ 1,007,800	\$ 951,863	\$ 6,462,262	\$ 48,441,930

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DKMS AMERICAS
(donating business as Delete Blood Cancer)
Statements 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	\$ 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	64,824	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	8,643	274,524	267,483	17,687	588,537	171,736	35,373	8,943	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	122,360	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	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	483,781	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	7,959	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	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)**

Statements of Cash Flows

For the Years Ended December 31, 2015 and 2014

	<u>2015</u>	<u>2014</u>
CASH FLOWS FROM OPERATING ACTIVITIES		
Change in net assets	\$ 2,190,315	\$ 5,767,133
<i>Adjustments to reconcile change in net assets to net cash (used in) provided by operating activities</i>		
Depreciation and amortization	163,992	131,439
Provision for uncollectible accounts	48,934	51,184
Accretion on other lease obligations	43,111	-
<i>Changes in operating assets and liabilities</i>		
Contributions receivable	(361,036)	(804,168)
Accounts receivable	157,183	(820,060)
Unbilled fees receivable	1,006,697	(501,269)
Prepaid expenses	(104,721)	(65,539)
Accounts payable	(5,890,076)	(3,258,263)
Accrued expenses	(1,639,913)	(300,432)
Deferred revenue	(127,675)	142,600
Deferred rent	2,172	23,968
Security deposit on sublease	-	(137,588)
Net cash (used in) provided by operating activities	<u>(4,511,017)</u>	<u>229,005</u>
CASH FLOWS FROM INVESTING ACTIVITIES		
Purchase of certificate of deposit	-	(33)
Acquisition of property and equipment	<u>(18,522)</u>	<u>(104,281)</u>
Net cash used in investing activities	<u>(18,522)</u>	<u>(104,314)</u>
CASH FLOWS FROM FINANCING ACTIVITIES		
Payments on other lease obligations	<u>(141,810)</u>	<u>(277,514)</u>
Net cash used in investing activities	<u>(141,810)</u>	<u>(277,514)</u>
Net decrease in cash	(4,671,349)	(152,823)
Cash, beginning of year	<u>6,292,205</u>	<u>6,445,028</u>
Cash, end of year	<u><u>\$ 1,620,856</u></u>	<u><u>\$ 6,292,205</u></u>

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