

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

ASSETS

Current assets

Cash	\$ 6,445,028
Accounts receivable (net of allowance for doubtful accounts of \$36,876)	2,271,857
Unbilled fees receivable	1,058,775
Prepaid expenses	299,295
Total current assets	10,074,955

Non-current assets

Certificates of deposit	730,489
Property and equipment, at cost (net)	592,047
Total non-current assets	1,322,536
Total assets	\$ 11,397,491

LIABILITIES AND NET ASSET DEFICIENCY

Current liabilities

Accounts payable	\$ 13,193,073
Accrued expenses	1,974,680
Deferred revenue	14,400
Security deposit on sublease	137,588
Current portion of other lease obligations	193,828
Total current liabilities	15,513,569

Non-current liabilities

Deferred rent	266,675
Other lease obligations	407,795
Total non-current liabilities	674,470
Total liabilities	16,188,039

Unrestricted net asset deficiency	(4,790,548)
Total liabilities and net asset deficiency	\$ 11,397,491

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

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

SUPPORT AND REVENUE

Support

Contributions	\$	517,694
Special event revenue (net of benefit-to-donor costs of \$309,257)		3,598,997

Revenue

Transport facilitation fees		29,370,690
Request management fees		6,401,097
Interest		1,012
Foreign exchange gain		2,565
Total public support and revenue		39,892,055

EXPENSES

Program Services

Transport facilitation		25,052,986
Donor recruitment		8,635,437
Request management		3,587,087
Marketing to transplant centers		212,205
Total program services		37,487,715

Supporting services

Management and general		4,851,776
Fund-raising and special events		1,177,622
Total supporting services		6,029,398

Total program and supporting services

43,517,113

Office relocation charges

798,724

Total expenses

44,315,837

Change in net assets

(4,423,782)

Unrestricted net asset deficiency, beginning of year (restated)

(366,766)

Unrestricted net asset deficiency, end of year

\$ (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, 2013

	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	\$ 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	<u>\$309,257</u>	43,929,169
Less:											
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	<u>\$ 25,052,986</u>	<u>\$ 8,635,437</u>	<u>\$ 3,587,087</u>	<u>\$ 212,205</u>	<u>\$ 37,487,715</u>	<u>\$ 4,851,776</u>	<u>\$ 216,034</u>	<u>\$ 961,588</u>	<u>\$ 6,029,398</u>		<u>\$ 43,517,113</u>

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

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

CASH FROM OPERATING ACTIVITIES

Change in net assets	\$ (4,423,782)
<i>Adjustments to reconcile change in net assets to net cash provided by (used in) operating activities</i>	
Depreciation and amortization	120,057
Provision for uncollectible accounts	90,124
Office relocation charges, net of moving costs	695,925
Other lease obligations paid	(150,800)
<i>Changes in operating assets and liabilities</i>	
Accounts receivable	1,694,932
Unbilled fees receivable	(1,058,775)
Prepaid expenses	(88,172)
Accounts payable	7,424,923
Accrued expenses	(879,492)
Deferred revenue	12,000
Deferred rent	264,567
Security deposit on sublease	137,588
Net cash provided by operating activities	3,839,095

CASH FROM INVESTING ACTIVITIES

Purchase of certificate of deposit	(537,944)
Acquisition of property and equipment	(518,928)
Net cash used in investing activities	(1,056,872)

Net increase in cash	2,782,223
Cash, beginning of year	3,662,805
Cash, end of year	\$ 6,445,028

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