## 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

**Statement of Functional Expenses**

*For the Year Ended December 31, 2013*

<table>
<thead>
<tr>
<th>Program Services</th>
<th>Supporting Services</th>
<th>Direct Benefit to Donor Costs</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Transport Facilitation</strong></td>
<td><strong>Donor Recruitment</strong></td>
<td><strong>Request Management</strong></td>
<td><strong>Marketing to Transplant Centers</strong></td>
</tr>
<tr>
<td>Transport fees</td>
<td>$24,943,287</td>
<td>$ -</td>
<td>$ -</td>
</tr>
<tr>
<td>Laboratory and other donor recruitment fees</td>
<td>-</td>
<td>4,230,713</td>
<td>727,211</td>
</tr>
<tr>
<td>Salaries and employee benefits</td>
<td>88,844</td>
<td>1,259,650</td>
<td>1,684,954</td>
</tr>
<tr>
<td>Professional fees</td>
<td>1,273</td>
<td>525,149</td>
<td>189,769</td>
</tr>
<tr>
<td>Event facilities and catering</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Occupancy costs</td>
<td>6,163</td>
<td>241,388</td>
<td>265,145</td>
</tr>
<tr>
<td>Postage and shipping</td>
<td>-</td>
<td>317,015</td>
<td>275,071</td>
</tr>
<tr>
<td>Printing and copying</td>
<td>-</td>
<td>107,245</td>
<td>53</td>
</tr>
<tr>
<td>Supplies and other office expenses</td>
<td>-</td>
<td>375,526</td>
<td>67,985</td>
</tr>
<tr>
<td>Conferences</td>
<td>1,510</td>
<td>74,284</td>
<td>53,337</td>
</tr>
<tr>
<td>Computer services</td>
<td>3,687</td>
<td>125,346</td>
<td>154,839</td>
</tr>
<tr>
<td>Travel and entertainment</td>
<td>-</td>
<td>277,852</td>
<td>58,284</td>
</tr>
<tr>
<td>Marketing</td>
<td>-</td>
<td>1,013,093</td>
<td>14,944</td>
</tr>
<tr>
<td>Telephone</td>
<td>1,254</td>
<td>42,639</td>
<td>52,671</td>
</tr>
<tr>
<td>Insurance</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Repairs and maintenance</td>
<td>-</td>
<td>3,262</td>
<td>-</td>
</tr>
<tr>
<td>Banking fees</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Depreciation and amortization</td>
<td>6,968</td>
<td>40,823</td>
<td>37,893</td>
</tr>
<tr>
<td>Provision for uncollectible accounts</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Miscellaneous</td>
<td>-</td>
<td>1,452</td>
<td>4,931</td>
</tr>
<tr>
<td><strong>Total program and supporting services and direct benefit to donor costs</strong></td>
<td>25,052,986</td>
<td>8,635,437</td>
<td>3,587,087</td>
</tr>
</tbody>
</table>

**Less:**

- Direct benefit to donor costs
- (309,257)

**Moving expenses included in office relocation charges**

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

-5-
DKMS AMERICAS  
(doi ng 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)

Adjustments to reconcile change in net assets to net cash provided by (used in) operating activities
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)

Changes in operating assets and liabilities
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.