

DKMS
(doing business as Delete Blood Cancer)
 Statements of Financial Position
 As of December 31, 2016 and 2015

	<u>2016</u>	<u>2015</u>
ASSETS		
<i>Current assets</i>		
Cash	\$ 4,390,327	\$ 1,620,856
Contributions receivable	-	1,165,204
Accounts receivable (net of allowance for doubtful accounts of \$29,968 in 2016 and \$34,480 in 2015)	2,584,239	2,834,616
Unbilled fees receivable	557,094	553,347
Prepaid expenses and other current assets	518,072	469,555
Total current assets	<u>8,049,732</u>	<u>6,643,578</u>
<i>Non-current assets</i>		
Certificates of deposit	731,038	730,522
Property and equipment, at cost (net)	381,896	419,419
Total non-current assets	<u>1,112,934</u>	<u>1,149,941</u>
Total assets	<u><u>\$ 9,162,666</u></u>	<u><u>\$ 7,793,519</u></u>
LIABILITIES AND NET ASSETS		
<i>Current liabilities</i>		
Accounts payable	\$ 3,701,451	\$ 3,415,828
Accrued expenses	911,856	663,241
Deferred revenue	47,496	29,325
Current portion of other lease obligations	128,880	110,648
Total current liabilities	<u>4,789,683</u>	<u>4,219,042</u>
<i>Non-current liabilities</i>		
Deferred rent	318,349	292,815
Other lease obligations	59,510	114,762
Total non-current liabilities	<u>377,859</u>	<u>407,577</u>
Total liabilities	<u>5,167,542</u>	<u>4,626,619</u>
<i>Net assets</i>		
Temporarily restricted net assets	-	33,333
Unrestricted net assets	3,995,124	3,133,567
Total net assets	<u>3,995,124</u>	<u>3,166,900</u>
Total liabilities and net assets	<u><u>\$ 9,162,666</u></u>	<u><u>\$ 7,793,519</u></u>

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

DKMS
(doing business as Delete Blood Cancer)
Statements of Activities
For the Years Ended December 31, 2016 and 2015

	2016			2015		
	Unrestricted	Temporarily Restricted	Total	Unrestricted	Temporarily Restricted	Total
SUPPORT, REVENUE AND RECLASSIFICATIONS						
<i>Support</i>						
Contributions	\$ 2,758,647	\$ -	\$ 2,758,647	\$ 5,161,963	\$ -	\$ 5,161,963
Special event revenue (net of benefit-to-donor costs of \$464,979 in 2016 and \$268,631 in 2015)	4,503,252	-	4,503,252	3,845,510	-	3,845,510
<i>Revenue</i>						
Transport facilitation fees	35,991,765	-	35,991,765	34,809,295	-	34,809,295
Request management fees	6,985,554	-	6,985,554	6,789,205	-	6,789,205
<i>Reclassifications</i>						
Net assets released from restrictions	33,333	(33,333)	-	33,333	(33,333)	-
Total public support, revenue and reclassifications	50,272,551	(33,333)	50,239,218	50,639,306	(33,333)	50,605,973
EXPENSES						
<i>Program services</i>						
Transport facilitation	30,768,546	-	30,768,546	29,713,237	-	29,713,237
Donor recruitment	6,358,523	-	6,358,523	7,739,069	-	7,739,069
Request management	4,258,980	-	4,258,980	4,313,810	-	4,313,810
Marketing to transplant centers	290,760	-	290,760	213,552	-	213,552
Total program services	41,676,809	-	41,676,809	41,979,668	-	41,979,668
<i>Supporting services</i>						
Management and general	5,628,632	-	5,628,632	4,502,599	-	4,502,599
Fund-raising and special events	2,114,981	-	2,114,981	1,959,663	-	1,959,663
Total supporting services	7,743,613	-	7,743,613	6,462,262	-	6,462,262
Total expenses	49,420,422	-	49,420,422	48,441,930	-	48,441,930
OTHER INCOME (CHARGES)						
Interest and other income	55,596	-	55,596	117	-	117
Foreign exchange gain (loss)	(46,168)	-	(46,168)	26,155	-	26,155
Total other income (charges)	9,428	-	9,428	26,272	-	26,272
Change in net assets	861,557	(33,333)	828,224	2,223,648	(33,333)	2,190,315
Net assets, beginning of year	3,133,567	33,333	3,166,900	909,919	66,666	976,585
Net assets, end of year	\$ 3,995,124	\$ -	\$ 3,995,124	\$ 3,133,567	\$ 33,333	\$ 3,166,900

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DKMS
(doing business as Delete Blood Cancer)
Statements of Functional Expenses
For the Year Ended December 31, 2016

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 and Special Events	Total Supporting Services		
Transport fees	\$ 30,622,930	\$ -	\$ 20	\$ -	\$ 30,622,950	\$ -	\$ -	\$ -	\$ -	\$ 30,622,950
Laboratory and other donor recruitment fees	-	2,376,950	809,672	-	3,186,622	-	-	-	-	3,186,622
Salaries and employee benefits	100,603	1,581,043	2,194,733	158,689	4,035,068	3,068,573	821,028	3,889,601	-	7,924,669
Professional fees	5,171	436,964	287,993	31,240	761,368	443,950	115,063	559,013	-	1,320,381
Event facilities and catering	-	-	-	-	-	-	-	-	319,400	319,400
Occupancy costs	11,099	174,425	242,129	17,507	445,160	338,533	90,578	429,111	-	874,271
Postage and shipping	-	132,428	175,393	1,328	309,149	229,042	38,140	267,182	-	576,331
Printing and copying	-	62,215	51,553	-	113,768	2,581	-	2,581	-	116,349
Supplies and other office expenses	-	457,230	15,289	164	472,683	44,535	13,791	58,326	40,001	571,010
Conferences	-	10,048	3,055	4,761	17,864	24,324	2,853	27,177	-	45,041
Computer services	10,595	166,515	231,149	16,713	424,972	323,181	86,471	409,652	-	834,624
Travel and entertainment	605	222,442	15,587	57,702	296,336	98,482	36,027	134,509	105,578	536,423
Marketing	-	680,289	208,667	232	889,188	428,391	866,824	1,295,215	-	2,184,403
Telephone	713	8,362	17,148	1,249	27,472	93,047	4,298	97,345	-	124,817
Insurance	-	-	-	-	-	158,267	-	158,267	-	158,267
Repairs and maintenance	-	36,451	84	490	37,025	139,273	269	139,542	-	176,567
Banking fees	-	981	79	67	1,127	18,537	29,149	47,686	-	48,813
Depreciation and amortization	-	12,180	-	230	12,410	154,730	843	155,573	-	167,983
Provision for uncollectible accounts	-	-	-	-	-	14,060	-	14,060	-	14,060
Accretion on other lease obligations	-	-	-	-	-	31,352	-	31,352	-	31,352
Miscellaneous	16,830	-	6,429	388	23,647	17,774	9,647	27,421	-	51,068
Total program and supporting services and direct benefit to donor costs	30,768,546	6,358,523	4,258,980	290,760	41,676,809	5,628,632	2,114,981	7,743,613	\$ 464,979	49,885,401
Less:										
Direct benefit to donor costs	-	-	-	-	-	-	-	-	-	(464,979)
Total program and supporting services as reported on the statement of activities	\$ 30,768,546	\$ 6,358,523	\$ 4,258,980	\$ 290,760	\$ 41,676,809	\$ 5,628,632	\$ 2,114,981	\$ 7,743,613		\$ 49,420,422

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

DKMS
(doing business as Deleto 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	419,875	188,541	86,623	695,706	222,942	49,584	99,939	372,465	-	1,068,171
Event facilities and catering	-	-	-	-	-	-	-	-	-	254,881	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	426,065	98,459	34,450	5,811	138,720	-	564,785
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	13,750	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	196,277	10,405	473,710	351,679	50,095	47,957	449,731	-	923,441
Marketing	-	135,465	3,588	-	139,053	308,832	235,968	485,666	1,030,466	-	1,169,519
Telephone	1,738	36,968	56,388	1,716	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	34,527	11,501	1,358	788	13,647	-	48,174
Depreciation and amortization	1,260	35,939	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	\$ 268,631	48,710,561
Less:											
Direct benefit to donor costs	-	-	-	-	-	-	-	-	-	-	(268,631)
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

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

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Statements of Cash Flows

For the Years Ended December 31, 2016 and 2015

	<u>2016</u>	<u>2015</u>
CASH FLOWS FROM OPERATING ACTIVITIES		
Change in net assets	\$ 828,224	\$ 2,190,315
<i>Adjustments to reconcile change in net assets to net cash provided by (used in) operating activities</i>		
Depreciation and amortization	167,983	163,992
Provision for uncollectible accounts	14,060	48,934
Accretion on other lease obligations	31,352	43,111
<i>Changes in operating assets and liabilities</i>		
Contributions receivable	1,165,204	(361,036)
Accounts receivable	236,317	157,183
Unbilled fees receivable	(3,747)	1,006,697
Prepaid expenses and other current assets	(48,517)	(104,721)
Accounts payable	285,623	(5,890,076)
Accrued expenses	248,615	(1,639,913)
Deferred revenue	18,171	(127,675)
Deferred rent	25,534	2,172
Net cash provided by (used in) operating activities	<u>2,968,819</u>	<u>(4,511,017)</u>
CASH FLOWS FROM INVESTING ACTIVITIES		
Purchase of certificate of deposit	(516)	-
Acquisition of property and equipment	<u>(130,460)</u>	<u>(18,522)</u>
Net cash used in investing activities	<u>(130,976)</u>	<u>(18,522)</u>
CASH FLOWS FROM FINANCING ACTIVITIES		
Payments on other lease obligations	<u>(68,372)</u>	<u>(141,810)</u>
Net cash used in financing activities	<u>(68,372)</u>	<u>(141,810)</u>
Net increase (decrease) in cash	2,769,471	(4,671,349)
Cash, beginning of year	<u>1,620,856</u>	<u>6,292,205</u>
Cash, end of year	<u><u>\$ 4,390,327</u></u>	<u><u>\$ 1,620,856</u></u>

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