

CONSOLIDATED FINANCIAL STATEMENTS  
The Susan G. Komen Breast Cancer Foundation, Inc. and Affiliates  
*Years ended March 31, 2005 and 2004*

The Susan G. Komen Breast Cancer Foundation, Inc. and Affiliates

Consolidated Financial Statements

Years ended March 31, 2005 and 2004

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## Report of Independent Auditors

The Board of Directors  
The Susan G. Komen Breast Cancer Foundation, Inc. and Affiliates

We have audited the accompanying consolidated statement of financial position of the Susan G. Komen Breast Cancer Foundation and its Affiliates as of March 31, 2005, and the related consolidated statements of activities, cash flows, and functional expenses for the year then ended. These financial statements are the responsibility of the Foundation's management. Our responsibility is to express an opinion on these consolidated financial statements based on our audit. The financial statements of the Foundation for the year ended March 31, 2004, were audited by other auditors whose report dated October 8, 2004, expressed an unqualified opinion on those statements.

We conducted our audit in accordance with auditing standards generally accepted in the United States. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. We were not engaged to perform an audit of the Foundation's internal control over financial reporting. Our audit included consideration of internal control over financial reporting as a basis for designing audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Foundation's internal control over financial reporting. Accordingly, we express no such opinion. An audit also includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements, assessing the accounting principles used and significant estimates made by management, and evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

In our opinion, the 2005 financial statements referred to above present fairly, in all material respects, the consolidated financial position of the Susan G. Komen Breast Cancer Foundation and its Affiliates at March 31, 2005, and the consolidated results of their operations and their cash flows for the year then ended in conformity with accounting principles generally accepted in the United States.

Our audit was conducted for the purpose of forming an opinion on the financial statements taken as a whole. The supplemental schedule of functional expenses and revenue by affiliate are presented for purposes of additional analysis and are not a required part of the financial statements. Such information has been subjected to the auditing procedures applied in our audit of the financial statements and, in our opinion, is fairly stated in all material respects in relation to the financial statements taken as a whole.

*Ernst & Young LLP*

September 23, 2005

The Susan G. Komen Breast Cancer Foundation, Inc. and Affiliates

Consolidated Statements of Financial Position

	<b>Year ended March 31</b>	
	<b>2005</b>	<b>2004</b>
<b>Assets</b>		
Cash and cash equivalents	<b>\$ 124,201,144</b>	\$ 89,271,145
Investments ( <i>Note 2</i> )	<b>23,867,593</b>	20,521,607
Receivables, net ( <i>Note 3</i> )	<b>31,407,095</b>	24,248,652
Prepaid expenses and other assets	<b>3,556,080</b>	2,072,009
Property and equipment, net	<b>2,810,489</b>	4,350,104
Total assets	<b><u>\$ 185,842,401</u></b>	<u>\$ 140,463,517</u>
<b>Liabilities and Net Assets</b>		
Accounts payable and accrued expenses	<b>\$ 7,166,021</b>	\$ 6,179,780
Deferred revenue	<b>2,709,829</b>	1,174,676
Note payable ( <i>Note 4</i> )	–	1,433,333
Grants payable, net ( <i>Note 5</i> )	<b>110,763,979</b>	75,217,782
Total liabilities	<b><u>120,639,829</u></b>	<u>84,005,571</u>
Net assets ( <i>Note 6</i> ):		
Unrestricted – undesignated	<b>32,200,280</b>	27,379,733
Unrestricted – board designated	<b>3,000,000</b>	–
Total unrestricted	<b><u>35,200,280</u></b>	<u>27,379,733</u>
Temporarily restricted	<b>28,573,682</b>	27,605,716
Permanently restricted	<b>1,428,610</b>	1,472,497
Total net assets	<b><u>65,202,572</u></b>	<u>56,457,946</u>
Total liabilities and net assets	<b><u>\$ 185,842,401</u></b>	<u>\$ 140,463,517</u>

*See accompanying notes.*

The Susan G. Komen Breast Cancer Foundation, Inc. and Affiliates

Consolidated Statements of Activities

	March 31, 2005				March 31, 2004			
	Unrestricted	Temporarily Restricted	Permanently Restricted	Total	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
Public support and revenue:								
Contributions, sponsorships, and race entry fees	\$ 144,266,524	\$ 25,560,593	\$ –	\$ 169,827,117	\$ 116,520,286	\$ 20,955,270	\$ 4,567	\$ 137,480,123
Contributed goods and services (Note 9)	43,938,034	7,925,835	–	51,863,869	31,932,580	6,356,637	–	38,289,217
Less direct benefits to donors and sponsors	(22,335,276)	–	–	(22,335,276)	(24,340,898)	–	–	(24,340,898)
Contributions, net of direct benefits to donors and sponsors	165,869,282	33,486,428	–	199,355,710	124,111,968	27,311,907	4,567	151,428,442
Interest and dividends	1,971,968	–	–	1,971,968	1,023,406	11,535	–	1,034,941
Net realized and unrealized gains on investments	709,375	–	–	709,375	2,473,098	–	–	2,473,098
Other	7,304,352	–	–	7,304,352	3,859,382	–	–	3,859,382
Net assets released from restrictions (Note 6)	32,518,462	(32,518,462)	–	–	15,707,262	(15,707,262)	–	–
Transfer of net assets (Note 6)	43,887	–	(43,887)	–	–	–	–	–
Net public support and revenue	208,417,326	967,966	(43,887)	209,341,405	147,175,116	11,616,180	4,567	158,795,863
Expenses:								
Supporting services (Note 9):								
General and administrative	22,671,761	–	–	22,671,761	17,678,415	–	–	17,678,415
Fund raising costs	28,428,092	–	–	28,428,092	25,662,741	–	–	25,662,741
Total supporting services	51,099,853	–	–	51,099,853	43,341,156	–	–	43,341,156
Program services (Note 9):								
Research	57,795,729	–	–	57,795,729	39,230,259	–	–	39,230,259
Public health education	59,017,665	–	–	59,017,665	44,607,887	–	–	44,607,887
Health screening services	20,314,122	–	–	20,314,122	17,438,937	–	–	17,438,937
Treatment services	12,369,410	–	–	12,369,410	8,736,906	–	–	8,736,906
Total program services	149,496,926	–	–	149,496,926	110,013,989	–	–	110,013,989
Total expenses	200,596,779	–	–	200,596,779	153,355,145	–	–	153,355,145
Change in net assets	7,820,547	967,966	(43,887)	8,744,626	(6,180,029)	11,616,180	4,567	5,440,718
Net assets at beginning of year	27,379,733	27,605,716	1,472,497	56,457,946	33,559,762	15,989,536	1,467,930	51,017,228
Net assets at end of year	\$ 35,200,280	\$ 28,573,682	\$ 1,428,610	\$ 65,202,572	\$ 27,379,733	\$ 27,605,716	\$ 1,472,497	\$ 56,457,946

See accompanying notes.

The Susan G. Komen Breast Cancer Foundation, Inc. and Affiliates

Consolidated Statements of Cash Flows

	<b>Year ended March 31</b>	
	<b>2005</b>	<b>2004</b>
<b>Operating Activities</b>		
Change in net assets	\$ 8,744,626	\$ 5,440,718
Adjustments to reconcile change in net assets to net cash provided by operating activities:		
Depreciation and amortization	2,767,220	2,091,805
Net unrealized gains on investments	(366,198)	(2,473,098)
Increase in receivables	(7,158,443)	(8,831,187)
Increase in prepaid expenses and other assets	(1,484,071)	(187,287)
Increase in accounts payable and accrued liabilities	986,241	2,841,727
Increase in deferred revenue	1,535,153	197,695
Increase in grants payable	35,546,197	21,247,175
Net cash provided by operating activities	<u>40,570,725</u>	<u>20,327,548</u>
<b>Investing Activities</b>		
Purchases of property and equipment	(1,227,605)	(3,737,864)
Purchases of investments	(29,430,540)	(9,513,821)
Sales and maturities of investments	26,450,752	10,019,873
Net cash used in investing activities	<u>(4,207,393)</u>	<u>(3,231,812)</u>
<b>Financing Activities</b>		
Proceeds from note payable	–	2,150,000
Payment on note payable	(1,433,333)	(716,667)
Net cash (used in) provided by financing activities	<u>(1,433,333)</u>	<u>1,433,333</u>
Increase in cash and cash equivalents	34,929,999	18,529,069
Cash and cash equivalents at beginning of year	89,271,145	70,742,076
Cash and cash equivalents at end of year	<u>\$ 124,201,144</u>	<u>\$ 89,271,145</u>

*See accompanying notes.*

The Susan G. Komen Breast Cancer Foundation, Inc. and Affiliates

Consolidated Statements of Functional Expenses

Year ended March 31, 2005

	Program Services				Supporting Services				
	Research	Public Health Education	Health	Treatment	Fund Raising		General and Administrative		Total
			Screening Services	Services	Race for the Cure	Other Fund Raising	Affiliate Relations	Other	
Marketing and communications (primarily contributed services)	\$ 486,382	\$ 14,287,387	\$ -	\$ -	\$ 6,544,555	\$ 34,868	\$ 655,483	\$ 2,052,040	\$ 24,060,715
Salaries and benefits	1,179,507	3,457,715	-	-	1,862,546	1,464,360	1,135,066	6,393,437	15,492,631
Supplies	45,472	859,966	-	-	359,777	184,904	11,777	411,863	1,873,759
Postage and shipping	178,159	1,444,010	-	-	153,077	2,174,979	-	698,047	4,648,272
Occupancy	138,041	271,516	-	-	880,703	25,953	12,381	2,009,548	3,338,142
Equipment rental	105,976	122,495	-	-	1,318,030	1,446	421	517,560	2,065,928
Conferences, conventions and meetings	61,916	907,342	-	-	84,204	10,824	340,597	273,592	1,678,475
Printing and publications	160,644	2,092,445	-	-	339,307	3,076,392	33,189	822,799	6,524,776
Public relations	-	-	-	-	-	-	-	132,235	132,235
Awards and grants	53,029,933	20,985,455	20,314,122	12,369,410	-	-	-	-	106,698,920
Professional fees	933,472	3,196,216	-	-	6,675,118	387,852	70,927	3,470,594	14,734,179
Travel	158,675	942,123	-	-	176,789	99,656	410,791	381,058	2,169,092
Income taxes	12,235	21,403	-	-	-	466,361	15,833	87,782	603,614
Depreciation and amortization	819,999	860,909	-	-	29,071	-	-	1,057,241	2,767,220
AT&T phone cards	-	8,361,799	-	-	-	-	-	-	8,361,799
Miscellaneous	485,318	1,206,884	-	-	825,514	1,251,806	99,134	1,578,366	5,447,022
Total expenses before direct benefits to donors and sponsors	57,795,729	59,017,665	20,314,122	12,369,410	19,248,691	9,179,401	2,785,599	19,886,162	200,596,779
Direct benefits to donors and sponsors	-	-	-	-	18,138,814	4,196,462	-	-	22,335,276
Total expenses	\$ 57,795,729	\$ 59,017,665	\$ 20,314,122	\$ 12,369,410	\$ 37,387,505	\$ 13,375,863	\$ 2,785,599	\$ 19,886,162	\$ 222,932,055

See accompanying notes.

The Susan G. Komen Breast Cancer Foundation, Inc. and Affiliates

Consolidated Statements of Functional Expenses (continued)

Year ended March 31, 2004

	Program Services				Supporting Services					Total
	Research	Public Health Education	Health	Treatment Services	Fund Raising		General and Administrative		Other	
			Screening Services		Race for the Cure	Other Fund Raising	Affiliate Relations	Other		
Marketing and communications (primarily contributed services)	\$ 113,463	\$ 11,831,072	\$ -	\$ -	\$ 5,636,170	\$ 47,184	\$ -	\$ 638,474	\$ 18,266,363	
Salaries and benefits	1,992,476	3,030,790	-	-	1,665,346	1,212,391	413,680	5,549,659	13,864,342	
Supplies	30,997	75,123	-	-	278,743	89,522	4,102	369,136	847,623	
Postage and shipping	118,448	1,307,319	-	-	151,194	1,771,150	4,858	494,145	3,847,114	
Occupancy	143,881	211,910	-	-	983,444	33,754	9,882	1,622,379	3,005,250	
Equipment rental	59,442	64,485	-	-	-	238	185	177,052	301,402	
Conferences, conventions and meetings	280,210	635,093	-	-	1,610	32,383	120,213	213,818	1,283,327	
Printing and publications	157,398	2,079,190	-	-	332,629	2,845,737	17,325	591,394	6,023,673	
Public relations	-	29,892	-	-	14,946	-	-	-	44,838	
Awards and grants	33,972,844	18,948,583	17,438,937	8,736,906	-	-	-	-	79,097,270	
Professional fees	1,285,259	3,364,789	-	-	7,927,666	470,371	23,588	2,435,995	15,507,668	
Travel	454,565	777,098	-	-	114,938	93,234	137,053	385,127	1,962,015	
Income taxes	34,650	41,639	-	-	-	49,298	5,757	227,664	359,008	
Depreciation and amortization	131,165	163,518	-	-	37,319	-	-	1,759,803	2,091,805	
Miscellaneous	455,461	2,047,386	-	-	798,373	1,075,101	34,956	2,442,170	6,853,447	
Total expenses before direct benefits to donors and sponsors	39,230,259	44,607,887	17,438,937	8,736,906	17,942,378	7,720,363	771,599	16,906,816	153,355,145	
Direct benefits to donors and sponsors	-	-	-	-	20,012,056	4,328,842	-	-	24,340,898	
Total expenses	\$ 39,230,259	\$ 44,607,887	\$ 17,438,937	\$ 8,736,906	\$ 37,954,434	\$ 12,049,205	\$ 771,599	\$ 16,906,816	\$ 177,696,043	

See accompanying notes.

# The Susan G. Komen Breast Cancer Foundation, Inc. and Affiliates

## Notes to Consolidated Financial Statements

March 31, 2005 and 2004

### 1. Summary of Significant Accounting Policies

#### General Information

The Susan G. Komen Breast Cancer Foundation, Inc. (the Foundation), a Texas not-for-profit corporation, was incorporated in July 1982. The primary mission of the Foundation is to eradicate breast cancer as a life-threatening disease by advancing research, education, screening, and treatment. Research advancement is achieved through relationships with medical and cancer centers throughout the United States, as well as internationally. Treatment and screening programs, primarily funded through the Foundation's Affiliates, produce affordable treatment and screening for the medically underserved and other target populations. The Foundation's reach has expanded tremendously since its inception, due in large part to the Komen Race for the Cure® Series (The Race Series) and other fundraising programs and events, as well as the Foundation's many donors, corporate partners and educational initiatives and materials. As a result of this heightened awareness of breast cancer, millions have received the life-saving message of early detection.

The consolidated financial statements of the Foundation include the activity of the Foundation's International Headquarters as well as 114 and 113 Affiliates in 2005 and 2004, respectively. All significant intercompany accounts have been eliminated in the accompanying consolidated financial statements. The Race Series, a series of 5K and one-mile walk/runs, were held in 107 and 106 cities across the United States during 2005 and 2004, respectively. Up to 75% of the net proceeds generated by the Affiliates are used to fund breast cancer education, treatment and screening projects within the local communities. The remaining 25% is used to fund breast cancer research and project grants on a national level.

In addition to The Race Series, which is organized solely for the benefit of the Foundation, other Komen Race for the Cure® events were produced by unaffiliated organizations benefiting Foundation programs. Four events were held in 2005 and 2004. Under agreement, 25% of the proceeds from these events are remitted to the Foundation. The financial activities of the unrelated organizations are not consolidated herein.

In fiscal year 2004, the Foundation became the net beneficiary of the Breast Cancer 3-Day, a project of the National Philanthropic Trust (NPT), an independent nonprofit organization. Breast Cancer 3-Day is a series of three-day walks that raise funds for the fight against breast cancer. Ten events took place in fiscal year 2005 and three events in fiscal year 2004. The combination of the 13 events is considered "The Series".

# The Susan G. Komen Breast Cancer Foundation, Inc. and Affiliates

## Notes to Consolidated Financial Statements (continued)

### 1. Summary of Significant Accounting Policies (continued)

NPT is the event manager for The Series. As the primary beneficiary, the Foundation received 85% of the net proceeds to support breast cancer research, education, screening, and treatment programs. A total of \$17,398,000 net proceeds were received by the Foundation in fiscal year 2005. 12 events are scheduled to occur in fiscal year 2006. NPT is a separate entity, and is not related to the Foundation.

The following is a list of Affiliates included in the accompanying consolidated financial statements:

Arcadiana	Greater Richmond	Northwest Ohio
Arkansas	Hawaii	Orange County
Aspen	Houston	Oregon & SW Washington
Austin	Indianapolis	Ozark
Baton Rouge	Inland Empire	Peoria Memorial
Bayou Region	Knoxville	Philadelphia
Boise, Idaho	Las Vegas	Phoenix
Brainerd Lakes	Lexington	Puget Sound
Central and South Jersey*	Los Angeles County	Quad Cities
Central Florida	Louisville, Kentucky	Sacramento Valley
Central Georgia	Lowcountry	Salt Lake City
Central Mississippi	Lubbock Area	San Antonio
Central New Mexico	Madison	San Diego
Central New York	Maine	San Francisco Bay Area
Central Oklahoma	Maryland	Shreveport
Central Texas	Massachusetts	Siouxland*
Central Valley	McLean County	South Florida
Charlotte	Memphis Mid-South	Southeast Iowa
Chattanooga	Miami	Southern Arizona
Chicagoland Area	Mid-Kansas	Southwest Florida
Coeur d'Alene	Milwaukee	Southwest Michigan
Colorado Springs	Minnesota	St. Louis
Columbus	Missouri Regional**	Tarrant County
Connecticut	Montana	Texarkana
Dallas County	Nebraska	Tidewater
Denver Metropolitan	New Orleans	Tulsa
Des Moines	North Carolina Foothills	Tyler

The Susan G. Komen Breast Cancer Foundation, Inc. and Affiliates

Notes to Consolidated Financial Statements (continued)

**1. Summary of Significant Accounting Policies (continued)**

Eastern Washington	North Carolina Triad	Upstate South Carolina
Elmira	North Carolina Triangle	Vermont/New Hampshire
El Paso	North Central Alabama	Wabash Valley
Florida Suncoast	North Colorado	West Virginia
Grand Rapids	North Florida	Western New York
Greater Amarillo	North Jersey	Wichita Falls
Greater Atlanta	North Mississippi	Wyoming
Greater Cincinnati	North Texas	
Greater Evansville	Northeast Louisiana	
Greater Kansas City	Northeast Ohio	
Greater Lansing	Northeastern New York	
Greater Nashville	Northeastern Pennsylvania	
Greater New York City	Northern Nevada	

\* Affiliates added during the fiscal year ended March 31, 2005

\*\* Affiliate dissolved during the fiscal year ended March 31, 2005

**Basis of Presentation**

The accompanying consolidated financial statements have been prepared on the accrual basis of accounting in accordance with accounting principles generally accepted in the United States of America for not-for-profit organizations. Under these provisions, net assets and revenue, gains, and losses are classified based on the existence or absence of donor-imposed restrictions. Expenses are classified as unrestricted. Accordingly, net assets of the Foundation and changes therein are classified and reported as follows:

Unrestricted – unappropriated net assets – Net assets that are not subject to donor-imposed stipulations. Unrestricted net assets may be designated for specific purposes by action of the Board of Directors.

Unrestricted – board appropriated net assets – Unrestricted net assets designated by the Board of Directors as restricted for the purpose of program service expenditures during the following fiscal year.

Temporarily restricted net assets – Net assets that are subject to donor-imposed stipulations that will be met either by actions of the Foundation and/or the passage of time. When a restriction expires, temporarily

# The Susan G. Komen Breast Cancer Foundation, Inc. and Affiliates

## Notes to Consolidated Financial Statements (continued)

### 1. Summary of Significant Accounting Policies (continued)

restricted net assets are reclassified to unrestricted net assets and reported in the statement of activities as net assets released from restrictions. Contributions received with donor-imposed restrictions that are met in the same year as received are reported as revenue of the unrestricted net asset class.

Permanently restricted net assets – Net assets that are subject to donor-imposed stipulations that they be maintained permanently by the Foundation. Generally, the donors of these assets permit the Foundation to use all or part of the income earned on related investments for general or specific purposes.

The Foundation reports gifts of property and equipment as unrestricted support unless explicit donor stipulations specify how the donated assets must be used. Gifts of long-lived assets with explicit restrictions that specify how the assets are to be used and gifts of cash or other assets that must be used to acquire long-lived assets are reported as temporarily restricted revenue. Absent explicit donor stipulations about how long those long-lived assets must be maintained, the Foundation reports expirations of donor restrictions when the donated or acquired long-lived assets are placed in service.

#### **Cash and Cash Equivalents**

Cash and cash equivalents consist of cash on hand and all highly liquid investments with a remaining maturity of three months or less when purchased.

#### **Contributed Materials and Services**

Contributed materials and equipment are reported as contributions in the accompanying consolidated financial statements at their estimated value at date of receipt.

Contributed services are reported in the accompanying consolidated financial statements at the fair value of the services received. The contribution of services is recognized if the services received (a) create or enhance nonfinancial assets or (b) require specialized skills that are provided by individuals possessing those skills and would typically need to be purchased if not provided by donation. Total contributed materials and services for the years ended March 31, 2005 and 2004, were approximately \$51,864,000 and \$38,289,000, respectively, and primarily relate to local television, radio and newspaper advertising for The Race Series events.

# The Susan G. Komen Breast Cancer Foundation, Inc. and Affiliates

## Notes to Consolidated Financial Statements (continued)

### **1. Summary of Significant Accounting Policies (continued)**

#### **Advertising Expenses**

The Foundation incurred advertising expense of \$30,602,938 and \$23,821,971 for the years ended March 31, 2005 and 2004. The majority of advertising is contributed services and included in marketing and communications, along with direct benefits to donors and sponsors in the statements of activities. Advertising is expensed upon first showing.

#### **Contributions**

Contributions, including unconditional promises to give, are recorded when received or pledged. All contributions are available for unrestricted use unless specifically restricted by the donor. Conditional promises to give are recognized when the conditions on which they depend are substantially met.

#### **Investments and Investment Revenue Recognition**

Investments in equity securities with readily determinable fair values and all investments in debt securities are reported at fair value.

Investment income includes dividends and interest and is recognized as revenue in the period in which it is earned. The amounts are reported as an increase in unrestricted net assets unless otherwise restricted by the donor. Realized and unrealized gains and losses on investments are classified and recorded as increases or decreases in unrestricted net assets, unless otherwise restricted by the donor.

#### **Inventories**

Inventories are stated at the lower of cost or market using the first-in, first-out method. Such inventories consist of educational materials, along with branded merchandise held for use in program services and sales to unrelated parties.

#### **Property and Equipment**

Purchased property and equipment is carried at cost. Donated property and equipment is recorded at market value at date of donation. The Foundation capitalizes all expenditures for property and equipment in excess of \$1,000; the fair value of donated property is

# The Susan G. Komen Breast Cancer Foundation, Inc. and Affiliates

## Notes to Consolidated Financial Statements (continued)

### 1. Summary of Significant Accounting Policies (continued)

similarly capitalized. Depreciation of furniture, fixtures, and computer equipment is provided on the straight-line method over an estimated useful life of three to five years. Software is depreciated on the straight-line method over an estimated life of three years. Leasehold improvements are amortized over the shorter of the lease term or an estimated life of three to five years.

	<b>2005</b>	<b>2004</b>
Furniture, fixtures, and equipment	\$ 5,460,498	\$ 5,161,504
Leasehold improvements	269,459	225,211
Software	3,331,804	2,447,441
Intangible asset	1,365,000	1,365,000
Total property and equipment	10,426,761	9,199,156
Accumulated depreciation and amortization	(7,616,272)	(4,849,052)
Net property and equipment	<u>\$ 2,810,489</u>	<u>\$ 4,350,104</u>

### Deferred Revenue

Resources received in exchange transactions are recognized as deferred revenue to the extent that the earnings process has not been completed. These resources are recorded as unrestricted revenues when the related obligations have been satisfied.

### Federal Income Taxes

The Foundation is a tax-exempt entity under Section 501(c)(3) of the Internal Revenue Code (Code) under a determination letter issued by the Internal Revenue Service. The Affiliates of the Foundation have a separate group determination letter, under the umbrella of the Foundation's exemption, recognizing their exempt status under Section 501(c)(3) of the Code. The Foundation and its Affiliates are exempt from federal income tax except to the extent that they have unrelated business income. A provision for taxes on unrelated business income of approximately \$340,000 and \$229,000 at March 31, 2005 and 2004, respectively, has been recorded in accounts payable and accrued expenses in the accompanying consolidated financial statements.

# The Susan G. Komen Breast Cancer Foundation, Inc. and Affiliates

## Notes to Consolidated Financial Statements (continued)

### **1. Summary of Significant Accounting Policies (continued)**

#### **Market Risk Concentration**

As of March 31, 2005, the Foundation held cash in a single institution above the FDIC insured limits. Management does not believe that this poses a significant credit risk.

#### **Functional Allocation of Expenses**

The costs of providing the Foundation's various programs and other activities have been summarized on a functional basis. Accordingly, certain costs have been allocated among the programs and supporting services benefited.

#### **Estimates**

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

#### **Retirement Plan**

The Foundation has a defined contribution retirement plan under the provisions of the Code Section 403(b) (the 403(b) plan). The Foundation matches employee contributions to the extent of 6% of employees' annual salary. All employees are eligible to make deferrals immediately. However, participants are not eligible to receive the employer matching contribution until one year of continuous employment has been met. The 403(b) plan expense was approximately \$317,000 and \$285,000 for the years ended March 31, 2005 and 2004, respectively.

During fiscal year 2005, the Foundation established a 457 Deferred Compensation Plan (the 457 plan). The 457 plan is intended to be a nonqualified deferred compensation plan subject to the provisions of Section 457 of the Code. The 457 plan is maintained primarily for a select group of management. Funding is at the Board of Directors' discretion. In fiscal year 2005 and 2004, \$141,904 and \$0 were funded.

#### **Prior Year Information**

Certain amounts in the prior year financial information have been reclassified to conform to the current year presentation.

The Susan G. Komen Breast Cancer Foundation, Inc. and Affiliates

Notes to Consolidated Financial Statements (continued)

**2. Investments**

Investments at March 31, 2005 and 2004, are comprised of the following:

	2005		2004	
	Cost	Fair Value	Cost	Fair Value
Corporate stocks	\$ 8,244,547	\$ 8,833,808	\$ 9,564,625	\$ 9,753,033
Bonds	11,636,562	11,509,273	7,968,666	8,547,953
Certificates of deposit	3,525,461	3,524,512	2,217,447	2,220,621
Total	<u>\$ 23,406,570</u>	<u>\$ 23,867,593</u>	<u>\$ 19,750,738</u>	<u>\$ 20,521,607</u>

Total investments are net of investment fees.

**3. Receivables**

Receivables were \$31,407,095 and \$24,248,652 at March 31, 2005 and 2004, respectively. Receivables that are expected to be collected within one year are recorded at net realizable value. Receivables that are expected to be collected in future years are recorded at the present value of their estimated future cash flows. The discounts on those amounts are computed using risk-free interest rates applicable to the years in which the agreements are expected to be satisfied at a rate of 1.79% in fiscal years 2004 and 2005.

Future annual receivables as of March 31, 2005, are as follows:

2006	\$ 28,019,509
2007	3,107,545
2008	112,545
2009	87,546
2010	19,212
Thereafter	60,738
Total	<u>\$ 31,407,095</u>

The receivables outstanding at March 31, 2005 and 2004, include the following:

The Race Series receivables were \$14,463,253 and \$11,358,946 at March 31, 2005 and 2004, respectively. These receivables primarily represent promises to give from the 2005 National and local race sponsors who committed support prior to March 31. The majority of these types of receivable balances are received by the Foundation during the subsequent fiscal year.

# The Susan G. Komen Breast Cancer Foundation, Inc. and Affiliates

## Notes to Consolidated Financial Statements (continued)

### **3. Receivables (continued)**

Other unconditional promises to give by donors of \$7,989,345 and \$10,818,335 at March 31, 2005 and 2004, respectively, are expected to be received by the Foundation. In 2004, the Foundation received several multi-year agreements valued at \$7,500,000 to be received over the next three years. The majority of the remaining unconditional promises to give by donors at March 31, 2005 are expected to be received within one year.

In fiscal year ending March 31, 2005, the Foundation issued a note receivable for \$6,970,000 to NPT. As of March 31, 2005, \$78,413 of accrued interest was recognized. The purpose of the note was to fund the starting costs for the 2006 Series. The note plus interest at a rate of 2.25% is due December 15, 2006. All payments were collected subsequent to year-end.

Other receivables were \$1,906,084 and \$2,071,371 at March 31, 2005 and 2004, respectively.

The Foundation's Headquarters renegotiated its lease in 2003. Payments for the office space began November 2003. The remaining receivable related to the donated office space of \$764,679 was written off during fiscal year 2004.

### **4. Note Payable**

On April 30, 2003, the Foundation signed a note in the amount of \$2,150,000 payable to the lender bank in three equal installments due on December 31, 2003, August 31, 2004, and December 31, 2004. The note was used to purchase Breast Cancer 3-Day assets, including equipment, donor data base and trademark. The assets were pledged as collateral for the note. The remaining balance of the note was paid in December 2004 and the asset title was transferred to the Foundation.

The Susan G. Komen Breast Cancer Foundation, Inc. and Affiliates

Notes to Consolidated Financial Statements (continued)

**5. Grants Payable**

As of March 31, 2005 and 2004, the Foundation has made grants to various medical and cancer centers for research, education, screening, and treatment. Grants payable greater than one year were discounted to their present value at the discount rate of 3%, as of March 31, 2005 and 2004. The grants payable at March 31, 2005 and 2004, are scheduled for payment in the following fiscal years:

	<u>2005</u>	<u>2004</u>
<b>Year ended March 31,</b>		
2005	\$ —	\$ 56,213,683
2006	<b>86,330,291</b>	17,477,957
2007	<b>22,903,070</b>	1,942,772
2008	<b>2,331,538</b>	—
Total grants payable	<b>111,564,899</b>	75,634,412
Less: Unamortized discount	<b>800,920</b>	416,630
Net grants payable	<b><u>\$ 110,763,979</u></b>	<b><u>\$ 75,217,782</u></b>

**6. Net Assets**

Temporarily restricted net assets are primarily time restricted and will be released from restriction in future periods.

Permanently restricted net assets represent endowed gifts to be held in perpetuity with the investment income to be used for breast cancer symposiums, breast cancer research fellowships, breast cancer educational programs, and research awards. During fiscal year 2005, a detail review was completed of all permanently restricted funds. Funds of \$43,887 were identified as unrestricted and reclassified as such.

The Susan G. Komen Breast Cancer Foundation, Inc. and Affiliates

Notes to Consolidated Financial Statements (continued)

**7. Joint Costs**

The accompanying consolidated financial statements include joint costs incurred of \$45,096,252 and \$44,242,238 for 2005 and 2004, respectively. The joint costs were primarily for The Race Series, informational materials, an internet website that included fundraising, and direct mail campaigns. These costs were allocated as follows:

	<u>2005</u>	<u>2004</u>
Research	\$ 445,860	\$ 444,513
Public health education	17,243,625	18,138,140
General and administrative	1,356,364	1,313,494
Fundraising	26,050,403	24,346,091
	<u>\$ 45,096,252</u>	<u>\$ 44,242,238</u>

**8. Leases**

The Foundation's headquarters, along with various Affiliates, has operating lease agreements for office space and electrical costs. Future annual minimum lease payments due under noncancelable leases as of March 31, 2005, are as follows:

2006	\$ 1,386,343
2007	1,376,085
2008	1,322,342
2009	1,206,384
2010	1,174,685
Thereafter	3,497,466
Total	<u>\$ 9,963,305</u>

The Susan G. Komen Breast Cancer Foundation, Inc. and Affiliates

Notes to Consolidated Financial Statements (continued)

**9. Contributed Materials and Services**

The accompanying consolidated financial statements reflect supporting services expenses of 22% and 24% of gross revenue for the years ended March 31, 2005 and 2004, respectively. The Foundation's gross revenue includes a significant portion attributable to contributed goods and services. Consequently, when the in-kind revenue and expenses are excluded, the above percentage drops to 15% and 20% for the years ended March 31, 2005 and 2004, respectively, calculated as follows:

	<b>Amounts Per Consolidated Financials</b>	<b>Value of Contributed Goods and Services</b>	<b>Net Without In-Kind</b>
<b>Year ended March 31, 2005</b>			
Public support and revenue	\$ 231,676,681	\$ 51,863,869	\$ 179,812,812
Less:			
Komen Race for the Cure direct costs	(22,335,276)	(11,187,034)	(11,148,242)
Net public support and revenue	<b>209,341,405</b>	40,676,835	<b>168,664,570</b>
Expenses:			
Supporting services	<b>51,099,853</b>	24,229,724	<b>26,870,129</b>
Funds available for mission services	<b>158,241,552</b>	16,447,111	<b>141,794,441</b>
Less: Program services	<b>149,496,926</b>	13,647,218	<b>135,849,707</b>
Change in net assets	<b>\$ 8,744,626</b>	\$ 2,799,893	<b>\$ 5,944,734</b>
Expense ratio	<b>22%</b>	<b>47%</b>	<b>15%</b>
<b>Year ended March 31, 2004</b>			
Public support and revenue	\$ 183,136,761	\$ 38,289,217	\$ 144,847,544
Less:			
Komen Race for the Cure direct costs	(24,340,898)	(11,556,975)	(12,783,923)
Net public support and revenue	158,795,863	26,732,242	132,063,621
Expenses:			
Supporting services	43,341,156	14,537,065	28,804,091
Funds available for mission services	115,454,707	12,195,177	103,259,530
Less: Program services	110,013,989	11,408,104	98,605,885
Change in net assets	<b>\$ 5,440,718</b>	\$ 787,073	<b>\$ 4,653,645</b>
Expense ratio	24%	38%	20%

The Susan G. Komen Breast Cancer Foundation, Inc. and Affiliates

Notes to Consolidated Financial Statements (continued)

**10. AT&T Phone Cards**

In August 2004, the Foundation was the beneficiary of 833,333 \$10 AT&T prepaid phone cards valued at \$8,333,333. The Foundation used the phone cards for mission-related purposes during the year ended March 31, 2005.

# Supplemental Schedules

The Susan G. Komen Breast Cancer Foundations, Inc. and Affiliates

Schedule of Revenue by Affiliate

Year ended March 31, 2005

<u>Affiliate</u>	<u>Contributions</u>	<u>Race for the Cure</u>	<u>Direct Costs Benefiting Donors and Sponsors</u>	<u>Other Fund Raising</u>	<u>Interest, Dividends, and Unrealized Gains</u>	<u>Other</u>	<u>Total Net Revenue</u>
Acadiana	\$ 25,556	\$ 134,457	\$ 20,448	\$ -	\$ 245	\$ 4,680	\$ 144,490
Arkansas	368,056	1,434,112	241,886	57,625	9,969	13,260	1,641,136
Aspen	467,049	326,249	109,285	14,701	5,639	3,306	707,659
Austin	156,387	2,647,913	477,608	-	3,404	27,519	2,357,615
Baton Rouge	43,827	254,997	59,740	6,765	72	-	245,921
Bayou Region	54,463	129,115	34,097	36,975	209	-	186,665
Boise, Idaho	88,950	363,649	121,263	17,966	1,828	3,581	354,711
Brainerd Lakes	5,932	51,774	4,299	-	-	39	53,446
Central and South Jersey	1,226,434	10,112	6,410	-	3,149	350	1,233,635
Central Florida	105,011	221,241	50,219	-	1,477	-	277,510
Central Georgia	60,530	148,632	22,460	-	-	2,775	189,477
Central Mississippi	48,582	170,391	26,552	-	1,520	140	194,081
Central New Mexico	81,357	471,924	69,776	-	923	-	484,428
Central New York	137,228	457,978	26,437	15,430	10,669	24,365	619,233
Central Oklahoma	182,773	802,313	166,585	14,168	1,986	807	835,462
Central Texas	35,210	496,173	104,698	-	1,878	995	429,558
Central Valley	95,432	326,568	42,021	3,363	735	4,263	388,340
Charlotte	358,715	1,237,956	163,216	1,350	1,564	9,576	1,445,945
Chattanooga	62,758	329,551	58,532	-	149	-	333,926
Chicagoland Area	604,681	646,202	105,971	40,636	2,621	9,910	1,198,079
Coeur d'Alene	37,963	157,277	28,652	-	666	161	167,415
Colorado Springs	182,095	576,402	126,966	4,385	4,126	4,483	644,525
Columbus	197,682	1,529,290	224,516	6,193	13,581	9,254	1,531,484
Connecticut	379,726	636,926	117,127	51,344	4,453	502	955,824
Dallas County	218,117	2,988,163	496,098	11,300	5,524	11,779	2,738,785

The Susan G. Komen Breast Cancer Foundations, Inc. and Affiliates

Schedule of Revenue by Affiliate (continued)

<u>Affiliate</u>	<u>Contributions</u>	<u>Race for the Cure</u>	<u>Direct Costs Benefiting Donors and Sponsors</u>	<u>Other Fund Raising</u>	<u>Interest, Dividends, and Unrealized Gains</u>	<u>Other</u>	<u>Total Net Revenue</u>
Denver Metropolitan	\$ 1,294,642	\$ 5,998,303	\$ 1,370,429	\$ 125,219	\$ 6,742	\$ 3,629	\$ 6,058,106
Des Moines	167,041	594,434	85,877	-	4,132	20,086	699,816
Eastern Washington	72,122	-	10,263	15,940	19	1,075	78,893
El Paso	112,604	419,351	85,689	33,159	1,777	1,873	483,075
Elmira	23,923	48,680	5,330	-	440	9,602	77,315
Florida Suncoast	343,785	814,294	132,480	68,000	11,302	-	1,104,901
Grand Rapids	71,561	438,469	78,440	-	2,310	7,833	441,733
Greater Amarillo	33,555	260,725	79,996	-	967	-	215,251
Greater Atlanta	1,347,214	1,005,367	161,912	88,946	28,495	(102)	2,308,008
Greater Cincinnati	216,827	948,659	178,631	-	4,095	1,496	992,446
Greater Evansville	322,871	1,155,048	245,770	49,432	1,087	112	1,282,780
Greater Kansas City	237,277	917,205	63,399	7,970	5,218	-	1,104,271
Greater Lansing	65,149	337,330	84,067	-	1,711	177	320,300
Greater Nashville	43,741	271,338	25,541	-	659	10,149	300,346
Greater New York City	901,191	5,637,818	703,734	25,689	9,544	1,010	5,871,518
Greater Richmond	53,816	315,535	36,799	-	-	70	332,622
Hawaii	78,715	449,989	92,888	-	73	-	435,889
Houston	584,118	3,164,166	544,035	5,388	25,768	21,211	3,256,616
Indianapolis	249,579	2,003,111	299,979	9,730	5,819	5,970	1,974,230
Inland Empire	134,385	1,412,291	261,951	-	3,231	3,658	1,291,614
Knoxville	202,973	682,541	117,538	-	1,319	22,765	792,060
Las Vegas	319,482	1,475,997	258,931	5,450	2,539	15,237	1,559,774
Lexington	115,441	254,715	45,192	43,900	2,184	9,942	380,990
Los Angeles County	449,725	1,940,770	411,256	-	2,078	2,799	1,984,116

The Susan G. Komen Breast Cancer Foundations, Inc. and Affiliates

Schedule of Revenue by Affiliate (continued)

<u>Affiliate</u>	<u>Contributions</u>	<u>Race for the Cure</u>	<u>Direct Costs Benefiting Donors and Sponsors</u>	<u>Other Fund Raising</u>	<u>Interest, Dividends, and Unrealized Gains</u>	<u>Other</u>	<u>Total Net Revenue</u>
Louisville, Kentucky	\$ 102,621	\$ 537,592	\$ 88,283	\$ -	\$ 987	\$ -	\$ 552,917
Lowcountry	184,871	486,202	71,048	30,707	2,967	7,252	640,951
Lubbock Area Affiliate	126,185	256,720	42,321	8,674	509	23,619	373,386
Madison	39,675	752,636	24,038	810	2,173	-	771,256
Maine	66,191	172,993	32,888	1,040	1,048	1,847	210,231
Maryland	628,992	2,044,323	226,013	2,673	25,086	30,795	2,505,856
Massachusetts	327,890	565,050	50,402	-	5,279	-	847,817
McLean County	59,134	-	-	-	623	5,157	64,914
Memphis-Mid South Affiliate	56,833	832,198	166,460	-	2,488	-	725,059
Miami	261,197	652,274	36,123	-	2,372	-	879,720
Mid-Kansas	111,803	471,128	139,257	27,482	876	21,304	493,336
Milwaukee	313,720	421,075	34,514	-	(181)	14,153	714,253
Minnesota	530,843	3,339,825	492,785	13,550	18,556	62,757	3,472,746
Missouri Regional	400	-	-	-	20	110	530
Montana	56,310	248,991	37,830	-	798	-	268,269
Nebraska	139,542	304,492	27,078	-	3,263	401	420,620
New Orleans	89,342	317,959	41,324	72,478	-	12,632	451,087
North Carolina Foothills	68,401	149,627	20,466	1,995	-	20,232	219,789
North Carolina Triad	82,345	539,240	53,385	-	3,277	3,486	574,963
North Carolina Triangle	239,275	1,377,113	134,376	14,544	1,570	2,799	1,500,925
North Central Alabama	159,277	687,928	88,996	7,250	1,464	13,229	780,152
North Colorado	35,836	79,807	15,798	10,454	86	402	110,787
North Florida	11,766	290,391	56,359	-	2,741	10,917	259,456
North Jersey	3,307,069	-	883,666	753,709	9,324	89,720	3,276,156
North Mississippi	83,758	138,741	8,523	-	237	-	214,213
North Texas	119,836	336,757	81,384	43,885	1,504	1,578	422,176

The Susan G. Komen Breast Cancer Foundations, Inc. and Affiliates

Schedule of Revenue by Affiliate (continued)

<u>Affiliate</u>	<u>Contributions</u>	<u>Race for the Cure</u>	<u>Direct Costs Benefiting Donors and Sponsors</u>	<u>Other Fund Raising</u>	<u>Interest, Dividends, and Unrealized Gains</u>	<u>Other</u>	<u>Total Net Revenue</u>
Northeast Louisiana	\$ 50,809	\$ 141,198	\$ 20,414	\$ -	\$ -	\$ -	\$ 171,593
Northeast Ohio	216,143	1,274,527	168,634	-	15,197	100	1,337,333
Northeast Pennsylvania	91,803	417,434	93,694	-	331	1,327	417,201
Northeastern New York	31,989	186,314	35,351	-	336	-	183,288
Northern Nevada	45,658	304,664	24,390	-	178	4,315	330,425
Northwest Ohio	114,603	504,419	65,323	27,148	3,329	-	584,176
Orange County	301,742	3,069,315	502,589	-	12,174	550	2,881,192
Oregon and SW Washington	869,213	2,725,447	415,412	68,768	9,204	2,320	3,259,540
Ozark	203,549	1,129,320	83,077	25,955	14,638	(12,446)	1,277,939
Peoria Memorial	358,114	1,230,796	291,095	-	11,464	33,342	1,342,621
Philadelphia	1,047,952	3,592,985	705,261	341,003	11,522	48,498	4,336,699
Phoenix	776,596	2,889,748	565,342	72,985	13,245	11,199	3,198,431
Puget Sound	1,316,878	2,225,758	194,411	-	19,636	-	3,367,861
Quad Cities	82,949	762,944	204,442	-	407	2	641,860
Sacramento Valley	637,238	2,069,261	128,400	-	4,799	5,638	2,588,536
Salt Lake City	43,967	696,587	137,029	-	27	9,766	613,318
San Antonio	283,365	1,131,404	238,657	7,147	6,248	1,391	1,190,898
San Diego	427,389	1,069,596	83,095	-	7,528	1,680	1,423,098
San Francisco Bay Area	1,196,526	1,165,017	358,563	138,212	7,793	5,068	2,154,053
Shreveport-Bosier	31,639	259,031	45,309	2,580	-	8,359	256,300
Siouxland	110,452	-	22,263	37,291	-	5,153	130,633
South Florida	513,737	1,341,873	211,790	293,850	13,266	46,812	1,997,748
Southeast Iowa	5,681	165,415	21,344	-	653	(103)	150,302
Southern Arizona	265,796	1,107,699	94,523	-	-	-	1,278,972
Southwest Florida	279,622	-	-	-	1,553	2,788	283,963

The Susan G. Komen Breast Cancer Foundations, Inc. and Affiliates

Schedule of Revenue by Affiliate (continued)

<u>Affiliate</u>	<u>Contributions</u>	<u>Race for the Cure</u>	<u>Direct Costs Benefiting Donors and Sponsors</u>	<u>Other Fund Raising</u>	<u>Interest, Dividends, and Unrealized Gains</u>	<u>Other</u>	<u>Total Net Revenue</u>
Southwest Michigan	\$ 85,838	\$ 72,011	\$ 12,683	\$ 9,352	\$ 576	\$ 7,080	\$ 162,174
St. Louis	503,928	2,892,137	373,652	29,483	15,025	20,917	3,087,838
Tarrant County	144,623	1,053,743	170,344	6,430	4,949	(3,420)	1,035,981
Texarkana	18,115	541,968	113,462	-	-	-	446,621
Tidewater	99,444	402,684	73,804	2,219	1,306	15,040	446,889
Tulsa	50,280	651,690	81,227	-	516	2,678	623,937
Tyler	28,282	444,055	34,074	-	327	19,789	458,379
Upstate South Carolina	100,731	582,345	86,252	5,995	4,469	-	607,288
Vermont	167,854	511,110	80,637	4,698	2,484	(53)	605,456
Wabash Valley	32,503	154,868	21,135	-	671	35	166,942
West Virginia	53,201	145,325	29,155	20,450	768	5,900	196,489
Western New York	168,844	207,032	28,519	-	986	-	348,343
Wichita Falls	31,407	117,901	17,576	-	431	-	132,163
Wyoming	113,625	292,178	45,999	2,475	4,424	4,494	371,197
Affiliate Totals	30,771,448	99,628,362	17,017,233	2,846,316	475,423	840,946	117,545,262
International Headquarters' Totals	84,105,636	3,990,639	5,318,043	-	2,205,920	6,811,991	91,796,143
Total Revenue	\$ 114,877,084	\$ 103,619,001	\$ 22,335,276	\$ 2,846,316	\$ 2,681,343	\$ 7,652,937	\$ 209,341,405

See accompanying independent auditors' report

The Susan G. Komen Breast Cancer Foundations, Inc. and Affiliates

Schedule of Functional Expenses by Affiliate

Year ended March 31, 2005

Affiliate	Program Services				Supporting Services							Total Expenses	
	Research	Public	Health	Health	Fund	Employee	General and Administrative			Professional	Other		
		Health	Screening	Treatment			Postage	Printing	Fees				
		Education	Services	Services	Raising	Cost	Occupancy	and Shipping	and Publications				
Acadiana	\$ 47,351	\$ 34,870	\$ 49,448	\$ -	\$ -	\$ 18,572	\$ -	\$ 2,670	\$ 78	\$ 1,042	\$ -	\$ 530	\$ 154,561
Arkansas	303,946	479,092	382,622	76,571	-	148,567	63,320	22,297	6,012	51,069	27,595	18,426	1,579,517
Aspen	119,668	60,386	207,129	65,862	66,078	33,017	9,540	1,073	11,086	7,536	18,095	599,470	
Austin	257,027	797,456	368,145	225,967	544,919	51,788	26,357	3,852	1,456	3,021	23,636	2,303,624	
Baton Rouge	39,980	99,370	33,722	51,227	28,006	1,860	3,418	480	500	159	1,990	260,712	
Bayou Region	29,554	48,094	20,866	28,660	13,059	1,037	2,025	5	1,285	-	3,564	148,149	
Boise, Idaho	64,290	167,949	95,681	-	122,073	11,008	6,474	495	131	-	2,901	471,002	
Brainerd Lakes	6,859	45,863	3,223	-	9,124	482	220	458	-	-	255	66,484	
Central and South Jersey	4,091	817	-	-	2,063	58,162	12,262	2,383	200	2,715	6,620	89,313	
Central Florida	27,021	110,558	45,010	12,503	51,143	555	6,131	223	-	-	2,443	255,587	
Central Georgia	28,743	74,848	53,698	(1)	21,400	1,414	3,528	624	-	-	5,815	190,069	
Central Mississippi	28,632	20,970	102,030	-	19,117	410	486	204	182	-	2,799	174,830	
Central New Mexico	55,089	211,371	-	109,054	94,059	8,600	1,331	391	24	650	406	480,975	
Central New York	94,347	264,621	160,860	-	51,765	37,804	11,634	957	887	65	20,240	643,180	
Central Oklahoma	112,225	201,223	211,371	-	133,361	29,031	25,121	1,815	129	565	1,137	715,978	
Central Texas	41,913	148,603	86,985	120,000	104,530	237	322	208	215	-	4,580	507,593	
Central Valley	62,414	105,112	-	40,835	49,675	1,321	1,786	1,215	6,110	-	11,228	279,696	
Charlotte	223,890	467,755	224,312	103,609	166,836	94,351	51,820	2,240	1,131	2,083	15,777	1,353,804	
Chattanooga	50,621	102,927	102,926	22,129	41,965	45	773	113	141	-	326	321,966	
Chicagoland Area	173,570	309,043	311,041	155,454	112,086	25,060	19,387	854	5,991	4,117	9,088	1,125,691	
Coeur d'Alene	21,354	79,777	35,966	-	19,811	2,058	970	409	799	-	1,925	163,069	
Colorado Springs	127,579	385,297	132,518	98,800	134,133	3,293	2,095	843	6,564	-	23,130	914,252	
Columbus	500,792	476,765	73,783	71,218	378,274	25,328	7,950	593	741	6,802	29,737	1,571,983	
Connecticut	128,801	391,423	159,642	75,849	190,465	30,755	17,126	4,285	5,403	8,309	3,919	1,015,977	
Dallas County	333,327	812,511	647,243	132,053	631,676	41,374	111,277	9,624	9,981	583	10,328	2,739,977	
Denver Metropolitan	734,566	1,448,680	642,440	1,494,258	1,078,441	137,933	112,004	10,318	40,492	22,686	27,497	5,749,315	
Des Moines	130,144	189,254	325,945	59,642	59,349	2,712	5,551	1,210	1,053	330	18,108	793,298	
Eastern Washington	12,917	26,573	6,026	-	-	3,199	11,199	102	2,694	13,750	661	83,147	
El Paso	88,035	51,727	142,961	233,209	56,237	11,161	16,095	1,789	2,136	-	4,900	608,250	
Elmira	17,194	17,393	8,992	23,202	2,429	-	1,167	-	-	8	6,225	76,610	

The Susan G. Komen Breast Cancer Foundations, Inc. and Affiliates

Schedule of Functional Expenses by Affiliate (continued)

Affiliate	Program Services				Supporting Services								Total Expenses
	Research	Public	Health	Health	Fund	Employee	Postage		Printing	Professional	Other		
		Health	Screening	Treatment			and	and	Fees				
	Education	Services	Services	Raising	Cost	Occupancy	Shipping	Publications					
Florida Suncoast	\$ 167,405	\$ 140,720	\$ 479,527	\$ 21,042	\$ 122,116	\$ 66,873	\$ 7,247	\$ 2,255	\$ 7,459	\$ -	\$ 9,495	\$ 1,024,139	
Grand Rapids	62,536	138,194	131,304	-	61,022	15,705	4,060	1,415	556	1,031	6,271	422,094	
Greater Amarillo	27,956	27,960	4,827	883	44,352	6,860	114	30	-	-	-	112,982	
Greater Atlanta	417,860	709,945	326,008	283,065	161,566	99,130	44,536	3,924	5,995	13,930	87,830	2,153,789	
Greater Cincinnati	113,341	391,919	86,010	-	134,992	15,317	3,685	1,201	229	3,187	2,819	752,700	
Greater Evansville	219,749	443,109	116,437	128,279	183,763	42,069	40,590	2,342	71,814	3,480	1,891	1,253,523	
Greater Kansas City	173,284	116,255	474,258	79,000	90,964	57,712	9,071	820	167	-	4,626	1,006,157	
Greater Lansing	45,332	149,384	(6,250)	-	80,730	1,223	3,939	682	300	-	5,100	280,440	
Greater Nashville	46,529	207,886	132,960	71,550	44,672	28,696	7,431	585	1,919	263	5,444	547,935	
Greater New York City	846,083	1,921,319	887,412	264,704	1,271,551	177,839	86,773	12,812	33,462	25,067	40,799	5,567,821	
Greater Richmond	60,062	76,526	111,513	30,500	39,802	3,485	2,363	150	100	-	933	325,434	
Hawaii	69,332	214,464	68,507	26,033	70,800	8,573	4,711	689	475	5,440	7,009	476,033	
Houston	501,177	489,004	815,852	526,136	601,068	124,627	47,339	5,954	26,454	156	10,384	3,148,151	
Indianapolis	859,030	663,404	552,246	-	347,337	67,676	47,812	1,684	5,172	16,206	11,247	2,571,814	
Inland Empire	174,506	701,409	(10,833)	-	329,754	17,835	8,774	447	579	2,600	1,244	1,226,315	
Knoxville	122,267	296,791	166,821	745	99,375	44,342	15,605	455	1,550	750	16,063	764,764	
Las Vegas	160,280	520,856	184,276	56,496	319,756	37,500	17,018	2,069	2,565	-	9,672	1,310,488	
Lexington	75,389	68,593	17,438	127,084	11,327	19,590	3,824	362	324	-	1,954	325,885	
Los Angeles County	139,596	758,467	152,000	109,000	619,689	61,971	18,549	3,924	733	-	9,520	1,873,449	
Louisville, Kentucky	87,260	229,774	65,386	25,342	106,465	784	2,657	202	441	11,000	1,951	531,262	
Lowcountry	83,839	78,920	110,474	118,601	66,376	51,639	11,902	2,388	1,727	65,470	13,609	604,945	
Lubbock Area Affiliates	48,997	161,667	48,737	43,089	23,291	17,623	5,258	426	578	289	17,282	367,237	
Madison	104,355	124,597	42,586	(4,723)	83,303	3,814	90	40	1,892	8	3,400	359,362	
Maine	31,342	102,914	42,021	20,254	30,574	2,389	2,085	167	194	551	4,979	237,470	
Maryland	505,654	588,242	444,023	184,768	388,551	124,600	19,669	4,930	7,236	4,843	24,355	2,296,871	
Massachusetts	120,548	216,881	115,084	96,070	107,076	27,114	11,056	934	348	27,726	6,659	729,496	
McLean County	26,177	52,347	-	-	-	243	7,570	243	294	10,000	3,517	100,391	
Memphis-Mid-South	102,408	311,199	149,845	-	117,393	18,315	742	539	138	4,088	2,856	707,523	
Miami	152,569	357,229	240,202	98,126	158,376	17,666	6,488	366	-	-	6,184	1,037,206	
Mid-Kansas	75,361	121,305	172,048	15,093	58,106	3,018	19,192	102	270	9,440	13,164	487,099	
Milwaukee	104,090	220,430	142,584	17,406	47,073	63,666	1,204	947	4,059	-	15,548	617,007	

The Susan G. Komen Breast Cancer Foundations, Inc. and Affiliates

Schedule of Functional Expenses by Affiliate (continued)

Affiliate	Program Services				Supporting Services								Total Expenses
	Research	Public	Health	Health	Fund	Employee	Postage		Printing		Professional	Other	
		Health	Screening	Treatment			and	and	Fees				
	Education	Services	Services	Raising	Cost	Occupancy	Shipping	Publications					
Minnesota	\$ 946,822	\$ 980,823	\$ 1,133,228	\$ 48,294	\$ 725,213	\$ 76,301	\$ 22,018	\$ 7,200	\$ 475	\$ -	\$ 33,514	\$ 3,973,888	
Missouri Regional	6,160	-	17,216	-	-	-	1,543	107	-	1,443	741	27,210	
Montana	30,743	41,411	102,379	-	36,031	-	463	22	-	-	130	211,179	
Nebraska	85,388	98,791	110,000	81,577	26,239	11,114	6,412	633	32	-	9,009	429,195	
New Orleans	73,088	91,573	114,725	91,113	46,870	16,860	8,756	138	2,157	177	3,883	449,340	
North Carolina Foothills	35,161	35,417	44,976	30,020	16,890	1,007	2,419	300	1,924	-	2,941	171,055	
North Carolina Triad	120,032	124,803	225,997	-	86,766	2,667	3,081	555	2,540	-	2,600	569,041	
North Carolina Triangle	209,296	338,837	309,447	4,991	128,236	52,193	25,413	1,679	3,143	1,870	12,009	1,087,114	
North Central Alabama	119,378	87,173	173,155	50,951	128,579	13,829	7,394	4,114	37,362	3	6,910	628,848	
North Colorado	13,051	34,710	(2,271)	11,577	13,138	1,607	6,671	48	-	-	301	78,832	
North Florida	29,032	77,861	146,294	16,028	71,845	5,500	4,117	166	-	1,398	928	353,169	
North Jersey	509,849	1,309,151	118,482	314,655	-	179,940	316,598	19,754	132,469	218,640	93,706	3,213,244	
North Mississippi	43,411	31,811	82,795	-	5,813	480	979	231	1,671	840	2,952	170,983	
North Texas	87,025	47,275	125,053	195,084	49,463	2,297	8,622	(192)	72	240	8,678	523,617	
Northeast Louisiana	27,414	54,776	55,404	-	11,544	349	1,120	268	-	-	436	151,311	
Northeast Ohio	253,939	625,547	212,317	141,925	224,504	26,568	8,630	1,131	3,226	2,936	4,454	1,505,177	
Northeast Pennsylvania	49,241	88,414	70,498	62,193	73,840	10,942	16,775	1,994	-	-	3,221	377,118	
Northeastern New York	29,507	100,760	58,513	41,450	22,783	-	1,505	1,231	2,518	281	7,444	265,992	
Northern Nevada	39,552	28,751	64,000	78,000	79,642	17,733	4,232	199	-	-	4,491	316,600	
Northwest Ohio	103,895	188,031	32,828	237,672	58,809	12,786	15,067	952	572	2,916	3,306	656,834	
Orange County	431,772	729,675	557,944	566,928	538,348	48,738	60,309	4,836	4,453	6,201	7,361	2,956,565	
Oregon and SW Washington	533,550	968,219	1,077,314	-	496,584	120,718	31,603	16,748	14,837	17,970	38,435	3,315,978	
Ozark	143,023	217,655	171,738	158,131	168,484	57,739	7,237	3,232	2,119	1,380	2,184	932,922	
Peioria Memorial	182,553	630,106	291,839	51,857	324,727	11,082	13,647	1,441	2,837	913	19,583	1,530,585	
Philadelphia	596,138	1,715,997	633,695	174,181	697,849	75,176	37,765	19,815	57,562	123,074	48,079	4,179,331	
Phoenix	385,467	1,412,713	198,509	230,685	655,407	90,884	51,571	6,497	9,353	37,932	22,625	3,101,643	
Puget Sound	464,333	877,667	321,191	588,240	328,932	127,701	30,179	6,494	65,731	32,545	15,776	2,858,789	
Quad Cities	93,089	103,424	240,492	-	210,313	290	2,813	(236)	1,534	-	215	651,934	
Sacramento Valley	409,046	515,552	198,697	1,660,026	323,956	103,447	16,077	4,170	3,627	9,292	7,912	3,251,802	
Salt Lake City	89,746	372,358	38,235	-	160,548	1,945	1,851	1,175	850	-	2,951	669,659	
San Antonio	41,985	441,435	87,916	534,685	243,984	77,485	42,049	2,470	7,097	26,382	1,480	1,506,968	

The Susan G. Komen Breast Cancer Foundations, Inc. and Affiliates

Schedule of Functional Expenses by Affiliate (continued)

Affiliate	Program Services				Supporting Services								Total Expenses
	Research	Public Health Education	Health Screening Services	Health Treatment Services	Fund Raising	Employee Cost	General and Administrative		Professional Fees	Other			
							Postage and Shipping	Printing and Publications					
San Diego	\$ 369,478	\$ 403,489	\$ 53,109	\$ 316,988	\$ 167,922	\$ 21,912	\$ 4,564	\$ -	\$ -	\$ 2,868	\$ 10,686	\$ 1,351,016	
San Francisco Bay Area	520,746	362,061	154,160	167,246	315,747	92,921	53,155	4,064	25,083	63,158	18,463	1,776,804	
Shreveport-Bosier	34,498	57,323	115,981	-	31,690	100	2,319	466	838	-	3,694	246,909	
Siouxland	18,231	16,180	20,350	16,039	-	2,267	1,758	833	16,773	1,000	3,239	96,670	
South Florida	735,082	560,617	344,737	-	235,414	34,877	60,364	2,798	3,414	802	7,486	1,985,591	
Southeast Iowa	9,845	36,904	25,528	1,526	27,567	1,311	70	52	-	-	380	103,183	
Southern Arizona	145,919	309,775	148,527	61,864	166,377	24,449	2,260	432	867	249	2,661	863,380	
Southwest Florida	72,040	79,544	26,323	61,848	-	10,955	5,373	307	855	-	7,092	264,337	
Southwest Michigan	9,381	40,043	30,357	35,478	3,826	274	4,071	1,963	3,527	1,778	826	131,524	
St. Louis	528,973	997,101	158,635	491,091	271,636	90,061	66,986	14,754	15,588	1,283	14,941	2,651,049	
Tarrant County	187,707	146,828	277,016	103,557	122,381	14,923	1,696	691	3,630	550	6,741	865,720	
Texarkana	70,810	187,164	133,343	-	74,422	23,695	12,512	37	412	-	908	503,303	
Tidewater	48,116	142,565	92,601	57,460	71,024	756	6,532	1,254	3,321	1,000	6,633	431,262	
Tulsa	96,708	134,574	223,462	-	109,398	894	1,555	177	3,787	-	2,112	572,667	
Tyler	32,120	61,047	135,120	6,508	37,000	822	5,712	272	60	5,300	10,782	294,743	
Upstate South Carolina	86,658	228,546	46,119	76,122	91,975	1,310	8,711	1,762	6,858	88	6,825	554,974	
Vermont/New Hampshire	88,042	203,106	108,469	10,750	95,702	22,235	11,823	1,821	2,753	205	2,820	547,726	
Wabash Valley	23,838	23,708	37,000	48,000	24,689	4,571	100	316	526	-	200	162,948	
West Virginia	37,876	76,666	105,215	-	16,080	746	3,581	268	891	-	2,712	244,035	
Western New York	48,256	176,700	43,564	-	38,749	29,133	2,529	298	1,512	390	1,252	342,383	
Wichita Falls	15,468	26,227	65,000	-	16,862	889	-	-	-	-	44	124,490	
Wyoming	70,585	195,743	59,012	-	29,330	14,123	18,268	38	1,320	85	2,059	390,563	
Total of Affiliates	19,023,317	35,068,665	20,314,122	12,369,410	18,073,561	3,445,811	1,985,225	245,712	778,648	871,688	1,102,902	113,279,061	
International Headquarters'	57,795,729	23,949,000	-	-	10,354,531	4,698,869	1,080,354	452,334	397,782	2,330,518	5,281,918	106,341,035	
Payment from Affiliate for research	(19,023,317)	-	-	-	-	-	-	-	-	-	-	(19,023,317)	
Total	\$ 57,795,729	\$ 59,017,665	\$ 20,314,122	\$ 12,369,410	\$ 28,428,092	\$ 8,144,680	\$ 3,065,579	\$ 698,046	\$ 1,176,430	\$ 3,202,206	\$ 6,384,820	\$ 200,596,779	