

HOPE

On The Front Lines Of Hope

Susan G. Komen for the Cure® completed fiscal year 2011 on the front lines, helping women all over the world battle breast cancer. We took on new approaches and exploration, and advanced in areas that show promise to eliminate the disease.

Research was at the forefront of our work, with more than \$63 million awarded for projects that explore extreme challenges in breast cancer treatment, such as metastasis, resistance to treatment, and disparities in outcomes. Equally important was our work in community health programs, where \$103 million in grant money was distributed to nonprofit organizations that could reach women in underserved communities. Women – especially low-income and uninsured women – received education and screenings paid for by Komen, and support throughout their diagnosis and treatment.

Susan G. Komen for the Cure supported the implementation of important patient protections in the health care reform law, including coverage requirements for mammography and other preventive services. And, women in countries least able to deal with a growing global cancer burden found help.

Today, there are nearly 3 million breast cancer survivors in the U.S., the largest group of cancer survivors. They are living full and active lives, long after treatment. And, that gives hope to women who hear the diagnosis for the very first time. We remain steadfast in fighting this disease on all fronts, until it is gone forever.



To our Komen family

One of the most gratifying parts of my job is meeting breast cancer survivors, in all parts of the world. I am moved by their eternal hope and optimism. I hear their stories and am in awe of how far we've come from the days when no one talked about cancer, especially a "woman's" cancer. Women not only talk about breast cancer today, they are taking charge of their health. And, we are proud to be on the forefront of this cultural and scientific change that continues to save lives.

In many ways, it seems like we've spent a lifetime looking for the cures for breast cancer. At other times, the quest seems brand new, because in fiscal year 2011 our approach evolved and spanned a wider range of focus.

We took on new exploration in research and funded cutting-edge science along the entire cancer continuum – from prevention to early diagnostics, disparities in outcomes, more effective treatments, and answers for aggressive and metastatic disease. And we commissioned our first study through the Institute of Medicine to evaluate scientific evidence regarding the relationship of environmental factors and breast cancer across all stages of life.

Across the country, Affiliates completed community health profiles to identify gaps in services and populations most at risk for getting breast cancer. Through these assessments, we gained a better understanding of what people know, think and do about breast cancer. This effort established priority in getting resources and programs to individuals most impacted by the disease. Because we know and understand our communities, we are able to fill the gaps and get help to women who need us most.

In 2011, we led the charge with policy makers on Capitol Hill to help ensure access to crucial breast cancer screening and treatment programs for the millions of women around the country. And, we went into countries to help break down barriers to women's health where there is a lack of education about the disease, lack of medical resources and social stigma to having breast cancer.

It was nearly 30 years ago that I promised my sister, Susan G. Komen, that I would do everything I could to bring an end to breast cancer. I made that promise with a sense of urgency. Never pausing in that urgency, we were able to bring new and pivotal results to the table.

The milestones in any year are both celebration and opportunity to turn a critical eye on our work. What work do we still have to do? How has the outlook changed? How many more lives can we save? How fast can we find a cure? How do we reach the low-income and uninsured women who need us so urgently? I promise you we remain steadfast in finding the answers, and we will never let up until breast cancer is eliminated forever.

A handwritten signature of Nancy G. Brinker in pink ink, written in a cursive style.

Nancy G. Brinker
Founder



The front line of Research

► We established an advisory group of 67 distinguished scholars and leaders in breast cancer research and advocacy in fiscal year 2011. Known as the Komen Scholars, this international group, with our Scientific Advisory Board, serves to help identify the most important and promising research projects to fund.

► We initiated a partnership with the Institute of Medicine (IOM) to study environmental influences on breast cancer. With an investment of \$1 million, this is the first study commissioned by Susan G. Komen from the IOM, a health-related arm of the National Academy of Sciences.

► Our organization invested more than \$68 million to support 160 research grants at 107 institutions across the U.S. and internationally in 2011. Research Focus Areas were introduced to focus on prevention, early detection, new therapeutics and resistance, the biology of breast cancer, and disparities in breast cancer outcomes.



Komen has invested

\$685M

in breast cancer research grants and programs since 1982





The front line of Community Health

► In fiscal year 2011, we distributed \$103 million in grants to more than 1,900 nonprofit organizations. This money provided free screenings, financial aid for treatment, and financial and social support to hundreds of thousands of low-income, uninsured and medically underserved women throughout the country.

More than 100,000 volunteers across the nation work to help fund breast cancer education, screening and treatment programs for those who need it most



► A total of \$400,000 from the Yoplait Fund for Hispanic Women was distributed to six Affiliates to implement community-based programs for Hispanic women. These Affiliates reached more than 17,000 Hispanic women with targeted education. More than 1,300 Hispanic women received mammography screenings through this effort.

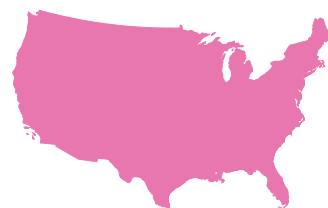


► We established the Community Health Advisor program with \$1 million in funding from the KeyBank Foundation. The program is designed to train and equip 500 Community Health Advisors who can educate nearly 100,000 medically underserved women, with the goal of improving breast health outcomes in low-income communities across the U.S.

99%

is now the five-year relative survival rate for early stage breast cancer in the U.S. compared to 74 percent in 1982

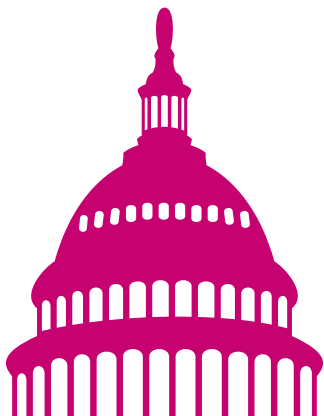
There are nearly 3 million breast cancer survivors in the United States





The front line of Advocacy

► In fiscal year 2011, we supported final regulations issued by the Department of Health and Human Services to implement the Patient Protection and Affordable Care Act. The regulations require private health insurers to cover certain preventive and early detection services, including annual screening mammography for women age 40 and older, with no cost sharing.



Since 1998, the breast cancer research stamp has generated more than \$74 million for federal research and treatment



► We advocated for continued state and federal funding for the National Breast and Cervical Cancer Early Detection Program. Success was achieved in reopening California's breast cancer screening program; protecting \$700,000 in state funding to provide early detection services to low-income and underinsured women in Louisiana; and, preventing cuts to Washington state's breast cancer screening program, preserving access to early detection for more than 4,900 women.

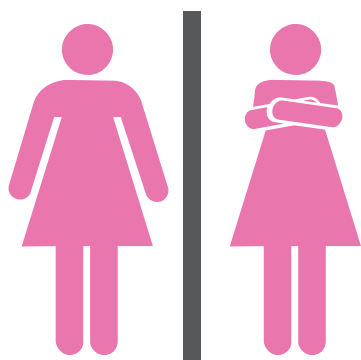
► Also in 2011, our organization cultivated key relationships on Capitol Hill with a Susan G. Komen lobby day, which included 200 advocates and 400 congressional meetings.

Komen's network of breast cancer advocates is more than **300,000** strong at local, state and national levels



The front line of Global Outreach

► Komen is active in more than 30 countries, with a focus on bringing promise to women everywhere, especially in developing nations. In fiscal year 2011, we received the largest gift from a single foundation ever awarded to our organization, from the Caterpillar Foundation. The \$2 million gift went toward establishing and further developing comprehensive awareness and education programs in low-income communities in Latin America.



In any given year, only 50% of U.S. women age 40 to 85 years had a mammogram



► As part of our global outreach, we took the mission to The Bahamas where supporters walked, ran and advocated for breast cancer programs. Mission delegates joined thousands for a weekend of breast cancer advocacy, awareness and support.



► Komen founder Nancy Brinker serves as Goodwill Ambassador for Cancer Control for the United Nations' World Health Organization. Ambassador Brinker continued her mission to put cancer control and women's health at the top of the world health agenda. She raised awareness about the global burden of cancer, its socioeconomic and psychological consequences on cancer patients and their families and the necessary actions for its control.

Komen for the Cure is represented in



more than 30 countries



Susan G. Komen Fiscal Year 2011 Highlights

► We grew our research and community program spending by double digits in 2010-2011 thanks to increased revenues, despite an uncertain economy.

► Fueled by revenue increases of \$51 million, we reported an 18 percent growth in mission spending (spending for research and outreach programs) in fiscal year 2011, which ran from April 1, 2010 to March 31, 2011.

► All told, the new results pushed our total investment in research and community programs to almost \$2 billion since 1982.

Since 1991, Komen's investments in treatment and early detection have helped drive down breast cancer mortality in the U.S. by

33%

► It was an inaugural year for our two signature annual fundraising events: *Honoring the Promise* at the John F. Kennedy Center for Performing Arts in Washington, D.C., and *The Perfect Pink Party* at Mar-A-Lago in Palm Beach, FL. Together, these historic events raised nearly \$2 million for Komen's lifesaving mission.

► International corporations such as Caterpillar, Oracle and KeyBank joined us to support new, game-changing breast cancer health programs both in communities throughout the nation and abroad.

► Compared to the previous fiscal year, revenues from HQ and Affiliate programs increased by \$51 million to \$472 million.

► Spending on mission programs increased to \$333 million from \$283 million the previous year.

► Research spending in fiscal year 2011 included direct grants of \$63 million and another \$3 million in related funding to science programs and conferences.

► We invested 83 cents of every dollar into mission programs in fiscal year 2011, up from about 80 cents the previous year, bringing our five-year average investment in mission programs to 84 cents of every dollar.

► Our organization paid for 700,000 breast cancer screenings, reached millions of people with breast cancer education and information, and provided financial and social support for 100,000 women and their families, all by providing funding to more than 2,000 community partner organizations in fiscal year 2011.

We managed more than 500 research grants totaling nearly \$300 million



CONSOLIDATED STATEMENT OF FINANCIAL POSITION

(in thousands)	As of March 31				
	2007	2008	2009	2010	2011
ASSETS					
Cash and Investments	\$ 255,671	\$ 319,229	\$ 316,046	\$ 366,881	\$ 407,440
Receivables	56,759	65,090	57,046	80,409	77,211
Net Property, Plant and Equipment	2,235	2,800	5,922	5,290	4,392
Other Assets	2,214	3,048	3,495	5,450	3,514
TOTAL ASSETS	\$ 316,879	\$ 390,167	\$ 382,509	\$ 458,030	\$ 492,557
LIABILITIES					
Accounts Payable and Accrued Expenses	\$ 11,741	\$ 15,004	\$ 13,099	\$ 26,214	\$ 34,499
Grants Payable	176,707	245,455	247,125	268,585	264,839
Total Liabilities	188,448	260,459	260,224	294,799	299,338
Total Net Assets	128,431	129,708	122,285	163,231	193,219
TOTAL LIABILITIES AND NET ASSETS	\$ 316,879	\$ 390,167	\$ 382,509	\$ 458,030	\$ 492,557

CONSOLIDATED STATEMENT OF ACTIVITIES

	Fiscal Year Ended March 31	
	2010	2011
PUBLIC SUPPORT AND REVENUE		
Contributions	\$ 164,506	\$ 179,492
Komen Race for the Cure and 3 Day	217,418	271,386
Other Revenue	38,853	20,872
Total Gross Revenue	420,777	471,750
Less Direct Benefits to Donors and Sponsors	(19,882)	(32,784)
NET PUBLIC SUPPORT AND REVENUE	400,895	438,966
PROGRAM SERVICES EXPENSES		
Research	75,407	75,302
Education	140,773	181,092
Screening	46,861	54,089
Treatment	20,138	23,252
Total Program Services Expenses	283,179	333,735
SUPPORTING SERVICES EXPENSES		
General Administration	40,624	27,253
Fundraising Costs	36,146	47,990
Total Supporting Services Expenses	76,770	75,243
TOTAL EXPENSES	359,949	408,978
Change in Net Assets	40,946	29,988
Net Assets at the Beginning of the Year	122,285	163,231
NET ASSETS AT THE END OF THE YEAR	\$ 163,231	\$ 193,219

The Consolidated Statements of Financial Position and Activities as reported above have been audited by Ernst & Young, LLP in accordance with auditing standards generally accepted in the United States. To review our complete audited financial statements and the Form 990s filed with the IRS, please visit www.komen.org.



Our Sincerest Appreciation

In 2011, donors gave generously and helped fund access to treatment and early detection for those who otherwise would go without. More than 1.5 million walkers and runners raced toward a cure, many in memory of a loved one, with an equal number of volunteers alongside. Advocates served as the voice for women's health on Capitol Hill and in legislatures across the country, restoring funds for research and programs that assist the underserved across the country. Researchers explored and tackled new areas. And, corporate partners showed their commitment and support through cause marketing and sponsorship efforts that led to promising work in research, community health, advocacy, and global outreach. We are inspired by all of you. Thank you for your support, for the belief and commitment that you have in saving lives and ending breast cancer forever. We also are inspired by each breast cancer survivor who faced the disease head-on, with courage and determination.

Thank you for giving all of us hope.

Million Dollar Council Elite:

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KeyBank Foundation	United States Bowling Congress - Bowl for the Cure®
KitchenAid®	Wacoal®
Lowe's®	Zeta Tau Alpha

The Komen Million Dollar Council Elite is a special group of sponsors and partners who have committed to invest a financial contribution of \$1 million annually in the fight to end breast cancer. Each of these organizations has found new and innovative ways to raise awareness about breast cancer and encourage people from all walks of life to get involved in finding the cures. We thank them for their generous support.

Susan G. Komen for the Cure's Million Dollar Council is a special group of sponsors, partners and corporate foundations who have contributed a minimum of \$1 million in support of our promise to save lives and end breast cancer forever. These companies and brands have found unique ways to engage their consumers, associates and civic programs in the fight against breast cancer, raising valuable funds and awareness for our cause. We thank them for their generous support.

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*When I grow up,
there's gonna be a cure.*

susan g.
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