



Guided by hope.

2011-2012 **ANNUAL REPORT**



To Our Komen Family	1
Research	2
Community Health	3
Advocacy	4
Global Outreach	5
Komen Affiliates	6
Financials	7
Our Sincerest Appreciation	8
Scientific Advisory Board & Komen Scholars	9

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To Our Komen Family

Susan G. Komen's most recent fiscal year was one of great accomplishment and great challenge.

- In fiscal year 2012, we devoted \$58 million to more than 100 research grants aimed at curing, and hopefully preventing, breast cancer.
- We funded thousands of community health programs providing basic medical and social support for the neediest of our society.
- We advocated for cancer care access and research at the federal level and in the states.
- And we helped establish new global programs, including the landmark Pink Ribbon Red Ribbon initiative, through unique partnerships that we were proud to forge.

Our total investment in breast cancer research over our three decades topped \$610 million in FY 2012, the largest amount by a non-profit organization along the entire continuum of cancer care. In our communities, we reached millions of women through education programs; paid for more than 600,000 breast screenings for low-income women, and helped pay the costs of medical treatment, living expenses, and programs for social and emotional support for another 100,000 low-income and uninsured women and men. Our total investment in community health programs neared \$1.5 billion in FY 2012.

While we experienced a year of great achievement, we also faced challenge. We know Komen supporters give us more than money and time. They give us their trust, and we take it very seriously. The grant-making decision we made for Planned Parenthood in FY 2012, which we subsequently corrected, created great controversy; we take full accountability for what resulted. We never took our eye off the ball when it came to our mission. We learned from what we did right and from what we did wrong. And, we pressed on to work for the millions of women and men who rely on us, ensuring there was no interruption or gap in services for those who need our support the most.

We have never wavered from our mission to fund the best research, the most meaningful public policy and community health programs, and to build our work globally.

As always, I'm so grateful for those who have been on this journey to fulfill my promise to my sister Suzy, and to all women and men, to end this disease forever.

None of our work would be possible without our friends and donors.
Thank you, as always, for your continued support.



Nancy G. Brinker
Nancy G. Brinker
Founder

Guided by hope. Research



Komen's Scientific Advisory Board and the Komen Scholars – a team of 74 top-level scientists and advocates – helped guide and prioritize our global research investment.

We made research investments in projects that explore extreme challenges in breast cancer, such as understanding the genetic makeup of breast cancer, identifying breast cancer at the earliest stages, developing targeted therapies for triple-negative cancer and overcoming disparities in outcomes.

In FY 2012 Komen invested

\$58M

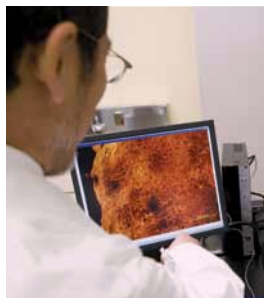
toward research projects



grants focused on these disparities through FY 2012, including a grant to Komen Scholar, Olufunmilayo Olopade, who is identifying the genetic mutations that make women of African ancestry more likely to develop breast cancer at an early age.

More than 90 clinical trials were supported in FY 2012, including a trial that will help determine whether a multi-gene tumor assay (Oncotype DX®) can be used to identify women with node-positive breast cancer who could forego chemotherapy.

Also this fiscal year, we continued our longstanding partnership with the American Society of Clinical Oncology with a \$1 million investment to support the development of CancerLinQ. This “rapid learning system” will drive advances in evidence-based clinical medicine and provide real-time, personalized guidance and quality feedback to physicians.



We invested \$8 million in large-scale team science projects called Promise Grants to understand and overcome breast cancer that recurs more than five years after the initial diagnosis.

We continued our quest to understand why women of color and underserved women are diagnosed with more aggressive breast cancer and have poorer outcomes — and how to overcome these disparities. To that end, we have supported a total of 242 research



Guided by hope. Community Health

Together with our Affiliates, we distributed \$93 million in grants to more than 1,900 nonprofit organizations. Hundreds of thousands of low-income, uninsured and medically underserved women throughout the country were provided support by these funds in four key areas of need:

- Education and awareness
- Free or reduced cost screenings
- Assistance for treatment
- Financial and social support

SERVING WOMEN IN RURAL AREAS

Women living in rural areas face many barriers to the detection and treatment of breast cancer, including long distances to screening facilities. The Wyoming Women First Program, a collaboration among GE, the State of Wyoming and Komen, brought innovative approaches to better serve millions of women living in rural Wyoming.

Together, we connected with in-state partners to increase promotion and awareness of Wyoming Women First.

More than

100,000

Komen volunteers across the nation helped bring essential programs to those who need it most.



GE deployed a new mobile mammography van to travel across Wyoming to increase access

to breast cancer screening, along with funding to nonprofit organizations that provide education, patient navigation and breast health vouchers to underserved women.

OUTREACH TO HISPANIC WOMEN

A pilot partnership with four Mexican Consulates in the U.S. launched a new health program designed to address breast cancer screening and awareness among Mexican, Mexican-American and Hispanic women in the U.S.

Breast cancer is the leading cause of cancer-related deaths in Hispanic women. Differences in access to care and treatment likely contribute to the disparity.

We actively worked to address the barriers to care that are unique to Hispanic and Latina populations, guiding women in education, outreach and patient navigation programs in collaboration with Mexican Consulate offices and Komen Affiliates.

ESTABLISHING A HEALTHCARE COALITION

Komen provided various grants to the Primary Care Coalition (PCC) of Montgomery County, Maryland to ensure women received less fragmented healthcare for breast cancer. The grant-funded program was then implemented in various healthcare facilities in Prince George's County, Washington, D.C., and Northern Virginia. The Primary Care Coalition reported:

- All sites increased mammogram screening rates.
- Another site worked closely with one mammography provider to decrease the no-show rate for appointments from 26% to 6%.
- Decreased average cycle time from referral to screening from 100 days to 30 days.
- Increased mammogram capacity by 30%.



Guided by hope. Advocacy



The Komen Advocacy Alliance developed and implemented various education and advocacy initiatives to encourage elected and agency officials to support policies and legislation that further the overall mission to end breast cancer forever.

We focused on advocating for policies that directly serve individuals with breast cancer, survivors of breast cancer and those who may develop breast cancer in the future. Such policies provide access to and coverage for quality preventive programs and quality treatment for women and men facing breast cancer.

The Alliance also advocated for continued state and federal funding for the National Breast and Cervical Cancer Early Detection Program (NBCCEDP). Due in part to our efforts, the NBCCEDP program preserved more than \$85 million in state and more than \$200

Komen's network of breast cancer advocates is more than

400,000

strong at local, state and national levels



million in federal funding for safety-net breast cancer screening programs that serve low income, uninsured and underinsured women.

In FY 2012, we continued to cultivate key relationships on Capitol Hill by hosting our annual Susan G. Komen Lobby Day. The event included more than 200 advocates who took part in trainings and nearly 400 congressional meetings.



Guided by hope. Global Outreach

The GE Foundation awarded our organization a \$5.5 million gift, the largest ever received from a single foundation. Portions of the gift established and further developed comprehensive awareness and education campaigns and breast health screening in Saudi Arabia and increased community-led breast cancer screenings in the People's Republic of China.

As part of our global outreach, we took the mission to 16 different locations in 10 different countries where hopeful supporters walked, ran and advocated for breast cancer programs through our signature Race for the Cure Series. More than \$1.5M in net proceeds was reinvested into the local communities for educational programming, awareness campaigns, no-cost screening programs and survivor support.

Together, Susan G. Komen®, the George W. Bush Institute, the U.S. Department of State, the U.S. President's Emergency Plan for AIDS Relief, and the Joint United Nations Programme on HIV/AIDS announced the launch of Pink Ribbon Red Ribbon. This innovative partnership leverages public and private investment in global health to combat cervical and breast cancer — two of the leading causes of cancer death in women — in Sub-Saharan Africa and Latin America. Pink Ribbon Red Ribbon expands the availability of vital cervical cancer screening and treatment and breast care education — especially for women in developing nations most at risk of getting cervical cancer because they are HIV-positive. This public and private initiative includes an initial \$3.3 million commitment to Komen from Merck, one of the founding corporate participants, for use in executing and implementing this initiative.



In FY 2012, Komen's Global Programming invested more than

\$2.5M

in international community health grants in over 23 countries



Thanks to survivors, volunteers and activists dedicated to the fight against breast cancer, the Komen Affiliate Network is the nation's largest private funder of community-based breast health education and breast cancer screening and treatment programs.



Komen Affiliates

Acadiana	Greater Nashville	Northern Nevada	Southeast Wisconsin
Arkansas	Greater New York City	North Florida	Southern Arizona
Aspen	Hawaii	North Jersey	Southern Nevada
Austin	Houston	North Mississippi	South Florida
Baton Rouge	Idaho	North Texas	Southwest Florida
Bayou Region	Inland Empire	Northwest Louisiana	Southwest Michigan
Central and South Jersey	Iowa	Northwest NC	St. Louis
Central and Western	Kansas	Northwest Ohio	Susan G. Komen
Oklahoma	Knoxville	Orange County	Deutschland e.V.
Central Florida	Lexington	Oregon and SW	Susan G. Komen Italia ONLUS
Central Georgia	Los Angeles County	Washington	Susan G. Komen Puerto Rico
Central Indiana	Louisville	Ozark	Texarkana
Central Mississippi Steel	Lowcountry	Philadelphia	Tidewater
Magnolias	Lubbock Area	Phoenix	Tri-Cities
Central New Mexico	Maine	Pittsburgh	Tulsa
Central New York	Maryland	Puget Sound	Twin Tiers Region
Central Texas	Massachusetts	Quad Cities	Tyler
Central Valley	Memorial	Sacramento Valley	Upper Cumberland
Central Virginia	Memphis-MidSouth	San Antonio	Utah
Central Wisconsin	Miami/Ft. Lauderdale	San Diego	Vermont-New Hampshire
Charlotte	Mid-Michigan	San Francisco Bay Area	Virginia Blue Ridge
Chattanooga	Mid-Missouri	SC Mountains to Midlands	Wabash Valley
Chicagoland Area	Minnesota	Siouxland	Western New York
Coastal Georgia	Montana	South Central Wisconsin	West Michigan
Columbus	NC Foothills	South Dakota	West Virginia
Connecticut	Nebraska	Southeastern Colorado	Wichita Falls
Dallas County	New Orleans	Southeast Iowa	Wyoming
Denver Metropolitan	North Carolina Triangle to the Coast		
Eastern Washington	North Central Alabama		
El Paso	North Dakota		
Evansville Tri-State	Northeastern New York		
Florida Suncoast	Northeastern Pennsylvania		
Greater Amarillo	Northeast Louisiana		
Greater Atlanta	Northeast Ohio		
Greater Cincinnati	Northern Indiana		
Greater Fort Worth			
Greater Kansas City			



CONSOLIDATED STATEMENT OF FINANCIAL POSITION

(in thousands)	As of March 31				
	2008	2009	2010	2011	2012
ASSETS					
Cash and Investments	\$ 319,229	\$ 316,046	\$ 366,881	\$ 407,440	\$ 409,886
Receivables	65,090	57,046	80,409	77,211	57,917
Net Property, Plant and Equipment	2,800	5,922	5,290	4,392	3,109
Other Assets	3,048	3,495	5,450	3,514	3,351
TOTAL ASSETS	\$ 390,167	\$ 382,509	\$ 458,030	\$ 492,557	\$ 474,263
LIABILITIES					
Accounts Payable and Accrued Expenses	\$ 15,004	\$ 13,099	\$ 26,214	\$ 34,499	\$ 24,250
Grants Payable	245,455	247,125	268,585	264,839	251,294
Total Liabilities	260,459	260,224	294,799	299,338	275,544
Total Net Assets	129,708	122,285	163,231	193,219	198,719
TOTAL LIABILITIES AND NET ASSETS	\$ 390,167	\$ 382,509	\$ 458,030	\$ 492,557	\$ 474,263

CONSOLIDATED STATEMENT OF ACTIVITIES

	Fiscal Year Ended March 31	
	2011	2012
PUBLIC SUPPORT AND REVENUE		
Contributions	\$ 179,492	\$ 163,857
Komen Race for the Cure and 3 Day	271,386	257,850
Other Revenue	20,872	7,190
Total Gross Revenue	471,750	428,897
Less Direct Benefits to Donors and Sponsors	(32,784)	(29,932)
NET PUBLIC SUPPORT AND REVENUE	438,966	398,965
PROGRAM SERVICES EXPENSES		
Research	75,302	69,146
Education	181,092	173,813
Screening	54,089	50,338
Treatment	23,252	24,985
Total Program Services Expenses	333,735	318,282
SUPPORTING SERVICES EXPENSES		
General Administration	27,253	23,064
Fundraising Costs	47,990	52,119
Total Supporting Services Expenses	75,243	75,183
TOTAL EXPENSES	408,978	393,465
Change in Net Assets	29,988	5,500
Net Assets at the Beginning of the Year	163,231	193,219
NET ASSETS AT THE END OF THE YEAR	\$ 193,219	\$ 198,719

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.

In FY 2012, sponsors, partners, donors and volunteers gave generously and enabled us to advance in research, community health, advocacy and global outreach. Thank you for your support, for the belief and commitment that you have in saving lives and ending breast cancer forever.



Our Sincerest Appreciation

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.

MILLION DOLLAR COUNCIL ELITE:

American Airlines®	GE
Bank of America®	General Mills®
Belk®	Merck
Caterpillar Foundation®	New Balance Athletic Shoe, Inc.®
Condé Nast Publications – Rally for the Cure®	Yoplait®
Ford®	

Komen'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.

MILLION DOLLAR COUNCIL:

ACH Food Companies, Inc.	Meredith Corporation®
Acushnet Company	Mohawk Group
Ask®.com	On the Border®
Carlisle®	Oreck®
Dell™	Pandora®
Deluxe®	Payless Shoe Source®
Energizer®	Princess Cruises Community Foundation™
Fuze®	RE/MAX®
Georgia Pacific	Triple Negative Breast Cancer Foundation®
Hallmark®	Tubbs Romp to Stomp™
Holland America Line®	United States Bowling Congress – Bowl for the Cure®
KitchenAid®	Wacoal®
Lowe's®	Zeta Tau Alpha
Maingate	Zumba Fitness
Major League Baseball®	

FY 2012 Scientific Advisory Board & Komen Scholars

Komen's Scientific Advisory Board (SAB) provides strategic guidance and direction for the Komen organization, in particular, the research and scientific programs, and has played a key role in guiding and prioritizing Komen's global research investment. The SAB also serves as the Executive Committee for the Komen Scholars.

Komen Scholars is an advisory group of 68 distinguished scholars and leaders in breast cancer research and advocacy who have made significant contributions to advancing the field, or who demonstrate significant promise of leading the field with important advances in the future, and are committed to furthering Komen's mission.

SCIENTIFIC ADVISORY BOARD (EXECUTIVE COMMITTEE)

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George W. Sledge, M.D.
Melvin and Bren Simon Cancer Center Indiana University School of Medicine

Chris Tannous, Ph.D.
Komen Advocate in Science, Fountain Valley, CA

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