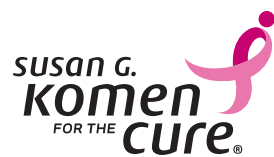




***United Against Breast Cancer***

2009-2010 ANNUAL REPORT





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# TO OUR KOMEN FAMILY



*Nancy G. Brinker*  
Susan G. Komen for the Cure®,  
Founder and Chief Executive Officer

The year 2010 marks the 30th anniversary of my Promise to my sister, Susan G. Komen, to end breast cancer forever. Anniversaries are important events, a time to reflect and celebrate the past while recommitting to the future. The future is, of course, always our focus at Susan G. Komen for the Cure.

First, a quick word about the recent past. I was extremely honored to have served as U.S. Chief of Protocol for 16 months before returning to Susan G. Komen in 2009 as chief executive officer. It was as if I had never left. Of course, in my heart, I never did. As I settled in to my new position, I became more encouraged than ever that we are delivering on our collective Promise to Suzy and to all the Suzies of the world who rely on us to do what we say we will do. Throughout this annual report, you will see the strides we are making in science, the help we are providing to our Komen family, and the advocacy in world capitals and statehouses that tell our family, “You are never alone — Susan G. Komen is fighting for you.”

Those of you who know us, however, know that we are never satisfied. As long as a woman or man faces breast cancer, Susan G. Komen for the Cure will be there to educate, advocate and invest in the research that will cure breast cancer and provide long-term solutions to even the most aggressive and lethal forms of the disease.

Thirty years since the promise, I am at once proud and heartbroken; proud when I meet women surviving 10, 15 or 20 years with stage III or stage IV disease, knowing that Susan G. Komen for the Cure helped make their treatment possible; and heartbroken when a young woman dying of breast cancer in India asks me if her daughters will “catch” her disease. The question takes me back 30 years, to people crossing the street when they saw Suzy coming, afraid that her cancer was contagious.

So while I am encouraged by the extraordinary advances that Susan G. Komen has helped make possible in research and education for so many women, I am humbled by the hundreds of millions of women and men that we still must reach, and the work we must still do to end this disease.

Our mission never changes — we will end breast cancer, forever. But our approach is taking on new dimensions and urgency as we face a growing global cancer tsunami. There are so many needs to be filled to address global issues, disparities for women of color, threats to cancer care access, and the still-elusive answers to the most difficult questions in cancer science.

Because anniversaries are a time to reflect, we can reflect positively in the successes of the past 30 years. At the same time, we will continue to push the envelope for innovation in science, and expand our reach to serve our family with the urgent needs of today. Our work requires us to once again dig deep within ourselves to take new approaches, invest in new science and find new sources of funding to fulfill our collective Promise to Suzy.

As the pages of this annual report attest, we are more than up to the challenge, and we appreciate all of you who make our work possible.

**Thank you for being a part of our global Komen family.**

**Nancy G. Brinker**

*Founder and Chief Executive Officer*

# THANK YOU FOR JOINING US



*LaSalle D. Zepf, Jr.*

*Board Chair*

Dear Susan G. Komen Family,

It has been another year of progress and challenge for Susan G. Komen for the Cure, as we built on our mission to end breast cancer against the backdrop of an uncertain global economy. Thanks to your generosity, we were able to provide help when needed most, funding more than half a million breast screenings for women who couldn't afford them; providing financial, emotional and social support to 100,000 breast cancer patients and their families; investing in more than 100 new research grants in our global science portfolio, and fighting for access to breast cancer screening and treatment in the halls of Congress and state legislatures alike.

Internationally, our work took on new structure with the launch of our Susan G. Komen Global Health Alliance, which taps the influence of global leaders to make women's cancers a priority, and to commit to cancer screening and treatment programs in low-resource countries which desperately need them.

We also stewarded our resources well, earning Charity Navigator's four-star rating once again, and being honored in a Harris Interactive poll as one of the nation's two most trusted charities.

We did this work in a difficult economy that tested — and continues to test — our ability to fund the community programs and research that are so vital to our mission. To meet these challenges, the Board of Directors and Komen leaders remain committed to innovation and new strategies in all that we do. In our communities, we continued to build and hone our community needs assessment process to ensure the funds our Affiliates work so hard to raise are being directed to the services that women need most. In 2010 we also launched a global development program to seek the support of foundations and major donors — an underdeveloped resource to this point.

We also went deeper into the scientific community, tapping the expertise of the world's leading scientists to bring even more depth and breadth to our medical programs. We created a council of 68 world-class researchers, clinicians, public health experts and advocates called the Komen Scholars to guide our programs and support the vision of our Scientific Advisory Board. That vision seeks results against breast cancer within the decade. I am delighted to report that several of the groundbreaking Promise Grants we began funding in 2008 are progressing to clinical trials, with more slated to begin shortly.

Our research portfolio at this writing comprises more than 500 active grants totaling almost \$270 million, covering the entire continuum of care: scientifically sound prevention strategies, more sensitive and cost-effective screening technologies, and effective personalized treatments for the aggressive and metastatic diseases that still claim too many lives. It is a portfolio designed to produce the results we seek, and soon.

During this year, we also were delighted to welcome back Ambassador Nancy G. Brinker, our founder, to her new role as chief executive officer, and to promote Elizabeth (Liz) Thompson to her new assignment as Komen's president. Nancy's promise to her sister, Susan G. Komen, launched the movement that literally changed the world, and her vision continues to be a source of inspiration to millions. Liz is widely regarded as one of the most influential and respected members of the cancer community, combining her expertise in science with a passion for advocacy. We are in excellent hands.

Our challenges, however, remain daunting: 1.3 million women will be diagnosed with breast cancer in 2011; almost half a million will die all around the world. In some regions of the world, those women will die without even the most basic of care. In the United States, we face threats to women's health as more state legislatures threaten to cut screening and treatment programs for the poor and uninsured. We also face a greater need for awareness and education so that all women are vigilant about their breast health, particularly women in diverse population groups.

I hope as you read these pages that you take pride in the work that's being accomplished, mindful of the work still ahead. Breast cancer is still the most commonly diagnosed cancer in women. Our work to end it is essential. And it cannot be done without all of you.

Thank you for your continued support. Together, we will end this disease.

**LaSalle D. Leffall, Jr., M.D.**

*Board Chair*

# ENSURING QUALITY CARE FOR ALL

Thanks to the collaboration within the entire Komen family and between our partners, grantees and other key community stakeholders, we are helping women the world over access the care they need and are working to make important systemic changes to improve its quality.

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Because of your support, in fiscal year 2010, **1,500 breast cancer patients received financial assistance** for pain and anti-nausea medication, lymphedema care, oral chemotherapy, and durable medical equipment. This was made possible through a Komen grant to the Linking A.R.M.S. program at CancerCare.



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Overall, Komen has invested **more than \$42 million in disparities research.**



*“Thanks to recent reforms to our health care system, more women will have access to breast health care. Yet access is just part of the issue. It does the women of our communities little good if the care they receive is of poor quality. Whether you live or die should not depend on where you live, how much you earn, or your race or ethnicity. We are committed to identifying where and why breast cancer care is delivered unequally, and investing in ways to end it.”*

**- Elizabeth Thompson**  
Susan G. Komen for the Cure, President

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# targeted population grants

In fiscal year 2010, Komen and its Affiliates made community grants totaling \$40 million to more than **700 organizations for programs targeting African-American women.**



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Thanks to Komen's advocacy, Illinois **established enhanced reimbursement for providers that meet high quality standards.**

# higher standards

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**Jeanette**, an uninsured stage III breast cancer survivor in Denver, CO, was caught in a gap in her state's health care safety net and faced certain bankruptcy were it not for a grant from the Komen Denver Affiliate that paid for her treatment.

*"I'm not working, I'm still going through chemo. How am I supposed to do that? I got to the point where I thought I was going to die, and I just had to make peace with that. For being somebody with no insurance, I really didn't expect to be treated as well as I was. It was pretty eye-opening."*



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With relationships in 50 countries and Affiliates in Germany, Italy and Puerto Rico, Komen is determined to **improve the quality of women's health and end cancer on a global scale.**



improving global health

Komen invested \$1 million to found the **Chicago Breast Cancer Quality Consortium** in order to collaboratively seek answers to disparities for **African-American women** in Chicago with breast cancer, who were dying at a rate 62 percent higher than white women.





# EMPOWERING PEOPLE



*“While our promise to find the cures for breast cancer remains paramount, so too is our commitment to care for the millions of women and men coping with the disease today. The demand for crucial treatment, educational and screening services has never been higher, but by every measure, we understand our importance to the global family of survivors.”*

- Katrina McGhee

*Susan G. Komen for the Cure, Executive Vice President  
and Chief Marketing Officer*

Thanks to the generosity of our entire family of supporters, Komen provided women in communities across the globe with crucial help they otherwise would not have received.

screenings

Together, we paid for  
**more than 625,000 breast  
screenings last year** –  
including clinical exams as well  
as mammograms.

clinical  
trials

Because of Komen funding,  
**2,000 people were enrolled in  
breast cancer clinical trials**  
last year and 7,000 people were  
educated about such trials.

education

More than  
**2.2 million people received  
breast cancer education**  
as part of a Komen-funded grant.

support

Imagine fighting breast cancer while trying  
to pay for food, transportation, rent or mortgage  
payments or your utilities. Again, thanks to  
the giving spirit of Komen supporters,  
**more than 40,000 women received  
emergency financial support last year.**

And, in Montgomery County, MD, a Komen community grant helped **nearly triple the mammography screening rate for low-income and uninsured women** from 20 percent to 58 percent.

# community grant

**Komen community outreach grants totaling nearly \$400,000** helped numerous organizations last year, including several in Israel that assisted many of the 4,000 Israeli women who are diagnosed with breast cancer annually in that country.

# global outreach



**Patricia**, a breast cancer survivor in Winston-Salem, NC, says she couldn't have made it through her cancer fight without Komen's help.

*"Your assistance and generosity is a godsend and comfort beyond what my words express."*



# ENERGIZING SCIENCE

In less than three years, our slate of 14 Promise Grants is already advancing several key aspects of breast cancer research with 16 existing or projected clinical trials that are looking for everything from **better treatments for ER-negative and HER2-positive breast cancers** to using natural products to prevent breast cancer.

advancing research



*“The progress we’ve made in the last two decades learning about, and treating, most types of breast cancer is impressive, and our goal of curing one of the most lethal forms of this disease by 2020 is still within reach. But we have much to uncover and much to understand. Neither will be possible without the continued commitment of Komen and our loyal legion of supporters.”*

**- Eric P. Winer, M.D.**

*Susan G. Komen for the Cure, Chief Scientific Advisor*



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# at the forefront of scientific breakthrough

Besides the federal government, we are the largest funder of breast cancer research in the world, currently managing more than 500 active grants totaling almost \$270 million.

As the global breast cancer leader, Komen funds research in 18 different countries.

**We have been involved in every major advance in breast cancer research since 1982, helping to extend the lives of thousands of women and men and improving the quality of life for millions.**

And we have also designed a series of grants that provide training and research support specifically focused on understanding why there are still disparities in breast cancer access, care and outcomes across different groups.

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# funding vital grants

Not only did our research investment help **establish the world's only repository of *healthy* breast tissue**, called the Susan G. Komen for the Cure Tissue Bank at the IU Simon Cancer Center, but thanks to a \$1 million grant from Oracle, any breast cancer researcher in the world will soon have **access to digital versions of these valuable tissue specimens for free.**



# FINANCIAL PAGES

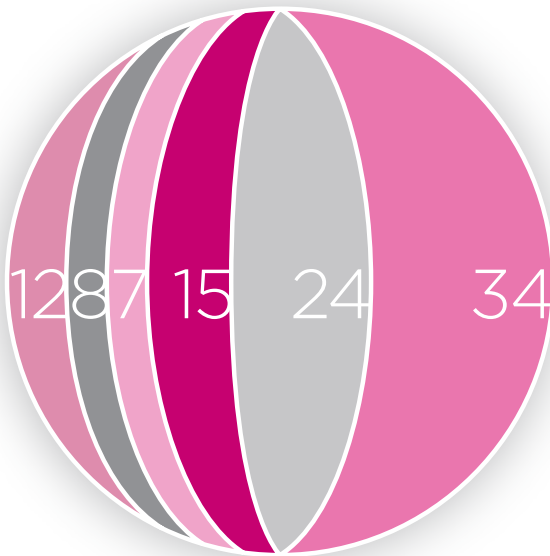
In fiscal year 2010, for the fourth time in as many years,  
we once again earned the highly respected  
**Charity Navigator four-star rating.**

Five-year average percentage of  
**dollars spent on our mission**

**84%\***

\*EXCLUDING IN-KIND

FY 2010



12%  
**Administration**

8%  
**Fundraising**

7%  
**Treatment**

15%  
**Screening**

24%  
**Research**

34%  
**Education**



*“Susan G. Komen for the Cure continues to be fiscally responsible in pursuing and achieving the maximum dollars for our mission of ending breast cancer. As a result of our fiscal prudence and cost effectiveness, in 2009-2010 we are proud to report that we were able to increase our research grant investment over the prior year despite a challenging and uncertain economy. Thank you to everyone in the Komen family for helping fuel the best science, boldest community and biggest impact in the fight against breast cancer.”*

**- Mark Nadolny**  
Susan G. Komen for the Cure,  
Chief Financial Officer

## CONSOLIDATED STATEMENT OF FINANCIAL POSITION

DOLLARS IN THOUSANDS

AS OF MARCH 31	2006	2007	2008	2009	2010
<b>ASSETS</b>					
Cash and Investments	\$ 195,423	\$ 255,671	\$ 319,229	\$ 316,046	\$ 366,881
Receivables	37,495	56,759	65,090	57,046	80,409
Net property, plant and equipment	2,705	2,235	2,800	5,922	5,290
Other Assets	<u>2,529</u>	<u>2,214</u>	<u>3,048</u>	<u>3,495</u>	<u>5,450</u>
<b>Total Assets</b>	<b>\$ 238,152</b>	<b>\$ 316,879</b>	<b>\$ 390,167</b>	<b>\$ 382,509</b>	<b>\$ 458,030</b>
<b>LIABILITIES</b>					
Accounts payable and accrued expenses	\$ 7,725	\$ 11,741	\$ 15,004	\$ 13,099	\$ 26,214
Grants payable	<u>140,525</u>	<u>176,707</u>	<u>245,455</u>	<u>247,125</u>	<u>268,585</u>
<b>Total Liabilities</b>	<b>148,250</b>	<b>188,448</b>	<b>260,459</b>	<b>260,224</b>	<b>294,799</b>
Total Net Assets	<u>89,902</u>	<u>128,431</u>	<u>129,708</u>	<u>122,285</u>	<u>163,231</u>
<b>TOTAL LIABILITIES AND NET ASSETS</b>	<b>\$ 238,152</b>	<b>\$ 316,879</b>	<b>\$ 390,167</b>	<b>\$ 382,509</b>	<b>\$ 458,030</b>

## CONSOLIDATED STATEMENT OF ACTIVITIES

YEARS ENDED MARCH 31	2009	2010
<b>PUBLIC SUPPORT AND REVENUE</b>		
Contributions	\$ 189,306	\$ 203,168
Komen Race for the Cure	170,756	178,756
Other public revenue	<u>(13,217)</u>	<u>38,853</u>
<b>Total Gross Revenue</b>	<b>346,845</b>	<b>420,777</b>
Less direct benefits to donors and sponsors	<u>(19,965)</u>	<u>(19,882)</u>
<b>Net Public Support and Revenue</b>	<b>326,880</b>	<b>400,895</b>
<b>PROGRAM SERVICES</b>		
Research	70,147	75,407
Education	135,529	140,773
Screening	39,653	46,861
Treatment	<u>22,330</u>	<u>20,138</u>
<b>Total Program Services</b>	<b>267,659</b>	<b>283,179</b>
<b>SUPPORTING SERVICES</b>		
General administration	37,148	40,624
Fundraising costs	<u>29,496</u>	<u>36,146</u>
<b>Total Supporting Services</b>	<b>66,644</b>	<b>76,770</b>
Total Expenses	334,303	359,949
Change in Net Assets	(7,423)	40,946
Net Assets at the Beginning of the Year	<u>129,708</u>	<u>122,285</u>
<b>NET ASSETS AT THE END OF THE YEAR</b>	<b>\$ 122,285</b>	<b>\$ 163,231</b>

Ernst & Young, LLP performed the 2005-2010 consolidated audits for Komen. To review our audited financial statements and IRS Forms 990, please visit [komen.org](http://komen.org).

# THANK YOU PARTNERS



**The generation that will be born into a world without breast cancer won't know they have you to thank.**

## **But we do.**

That day will be the legacy of the volunteers who give their time, the donors who fund access to treatment and screening, the advocates who give breast cancer a voice in the halls of power and in research labs, the walkers and racers, the tweeters and bloggers and passionate wearers of pink, the researchers who unlock the answers, the corporate partners who share their profits and the survivors who lend us inspiration. Thank you on behalf of those whose lives you save today. And the ones who won't need saving tomorrow.

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### **OUR MILLION DOLLAR COUNCIL ELITE PARTNERS:**

AMERICAN AIRLINES® • BANK OF AMERICA® • BELK® • FORD DIVISION  
GENERAL MILLS • KFC CORPORATION • NEW BALANCE ATHLETIC SHOE, INC®  
RALLY FOR THE CURE® • TPR HOLDINGS, LLC • YOPLAIT®

### **OUR MILLION DOLLAR COUNCIL PARTNERS:**

ACH FOOD COMPANIES, INC. • ASK.COM® • BOWL FOR THE CURE® • CARLISLE • DELL™  
DELUXE® • ENERGIZER® • FRITO-LAY • FUZE® • HALLMARK® • HOLLAND AMERICAN LINE  
HSN • KITCHEN AID® • LOWE'S® • MAJOR LEAGUE BASEBALL • MEREDITH CORPORATION  
ON THE BORDER • ORACLE • ORECK • PANDORA • PAYLESS SHOESOURCE®  
QUILTED NORTHERN • RE/MAX® • REPUBLIC OF TEA • SIMON PROPERTY  
THE MOHAWK GROUP • TITLEIST • VAL SKINNER • WACOAL® • ZETA TAU ALPHA

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our sincerest thanks

# SUSAN G. KOMEN FOR THE CURE LEADERSHIP

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**Ambassador Nancy G. Brinker**  
*Founder and CEO*



**Connie O'Neill**



**Eric Brinker**



**Elyse Gellerman**  
*Affiliate Network Representative*



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**John D. Raffaelli**



**Brenda Lauderback**



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[www.komen.org](http://www.komen.org)  
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