

CHILDREN'S CANCER RESEARCH FUND

FINANCIAL STATEMENTS  
TOGETHER WITH  
INDEPENDENT AUDITORS' REPORT

JUNE 30, 2012

# CHILDREN'S CANCER RESEARCH FUND

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## INDEPENDENT AUDITORS' REPORT

Board of Directors  
Children's Cancer Research Fund  
Minneapolis, Minnesota

We have audited the accompanying statement of financial position of Children's Cancer Research Fund as of June 30, 2012 and 2011, and the related statements of activities, functional expenses and cash flows for the years then ended. These financial statements are the responsibility of the Organization's management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Children's Cancer Research Fund as of June 30, 2012 and 2011 and the changes in its net assets and its cash flows for the years then ended in conformity with accounting principles generally accepted in the United States of America.

St. Paul, Minnesota  
September 4, 2012

*Olsen Thielen & Co., Ltd.*

## CHILDREN'S CANCER RESEARCH FUND

### STATEMENT OF FINANCIAL POSITION JUNE 30, 2012 AND 2011

ASSETS		
	<u>2012</u>	<u>2011</u>
<b>CURRENT ASSETS:</b>		
Cash and Cash Equivalents	\$ 1,093,056	\$ 2,229,916
Pledges Receivable	941,712	403,095
Accrued Interest	9,662	8,873
Prepaid Expenses	317,691	417,569
Total Current Assets	<u>2,362,121</u>	<u>3,059,453</u>
<b>OTHER ASSETS:</b>		
Pledges Receivable, Net	<u>921,693</u>	<u>402,953</u>
<b>PROPERTY AND EQUIPMENT:</b>		
Less Accumulated Depreciation	790,036	720,576
Net Property and Equipment	<u>429,382</u>	<u>403,259</u>
	<u>360,654</u>	<u>317,317</u>
<b>INVESTMENTS</b>	<u>3,788,966</u>	<u>3,116,169</u>
<b>TOTAL ASSETS</b>	<u>\$ 7,433,434</u>	<u>\$ 6,895,892</u>
LIABILITIES AND NET ASSETS		
<b>CURRENT LIABILITIES:</b>		
Accounts Payable	\$ 121,451	\$ 175,375
Accrued Payroll	171,499	52,901
Other Accrued Liabilities	51,612	53,253
Unearned Event Revenue	181,096	124,300
Grants Payable	1,476,890	2,342,040
Total Current Liabilities	<u>2,002,548</u>	<u>2,747,869</u>
<b>GRANTS PAYABLE, NET</b>	<u>1,844,812</u>	<u>1,936,844</u>
<b>NET ASSETS:</b>		
Unrestricted	3,087,213	2,211,179
Temporarily Restricted	498,861	-
Total Net Assets	<u>3,586,074</u>	<u>2,211,179</u>
<b>TOTAL LIABILITIES AND NET ASSETS</b>	<u>\$ 7,433,434</u>	<u>\$ 6,895,892</u>

*The accompanying notes are an integral part of the financial statements.*

# CHILDREN'S CANCER RESEARCH FUND

## STATEMENT OF ACTIVITIES YEARS ENDED JUNE 30, 2012 AND 2011

	2012			2011		
	Unrestricted	Temporarily Restricted	Total	Unrestricted	Temporarily Restricted	Total
<b>SUPPORT AND REVENUE:</b>						
Contributions:						
Operating	\$ 888,977	\$ 6,956,174	\$ 7,845,151	\$ 440,576	\$ 1,017,090	\$ 1,457,666
In-Kind	5,911,632	-	5,911,632	4,070,234	-	4,070,234
Direct Mail	5,341,237	-	5,341,237	5,671,917	-	5,671,917
Events:						
Proprietary	1,387,216	-	1,387,216	1,765,034	-	1,765,034
Third-Party	285,030	-	285,030	160,868	-	160,868
Direct Expense	(228,583)	-	(228,583)	(187,853)	-	(187,853)
Net Events	<u>1,443,663</u>	<u>-</u>	<u>1,443,663</u>	<u>1,738,049</u>	<u>-</u>	<u>1,738,049</u>
Total Contributions	<u>13,585,509</u>	<u>6,956,174</u>	<u>20,541,683</u>	<u>11,920,776</u>	<u>1,017,090</u>	<u>12,937,866</u>
Investment Income	157,759	-	157,759	559,347	-	559,347
Cause Marketing	140,448	-	140,448	137,553	-	137,553
Other	101,547	-	101,547	130,797	-	130,797
Net Assets Released From Restrictions:						
Satisfaction of Program Restrictions	6,457,313	(6,457,313)	-	1,402,281	(1,402,281)	-
Total Support and Revenue	<u>20,442,576</u>	<u>498,861</u>	<u>20,941,437</u>	<u>14,150,754</u>	<u>(385,191)</u>	<u>13,765,563</u>
<b>EXPENSES:</b>						
Program Services:						
Research and Education	16,538,828	-	16,538,828	10,730,840	-	10,730,840
Care Partners	185,909	-	185,909	190,940	-	190,940
Total Program Expenses	<u>16,724,737</u>	<u>-</u>	<u>16,724,737</u>	<u>10,921,780</u>	<u>-</u>	<u>10,921,780</u>
Supporting Services:						
Fundraising	2,540,997	-	2,540,997	2,435,886	-	2,435,886
Management and General	300,808	-	300,808	318,675	-	318,675
Total Support Expenses	<u>2,841,805</u>	<u>-</u>	<u>2,841,805</u>	<u>2,754,561</u>	<u>-</u>	<u>2,754,561</u>
Total Expenses	<u>19,566,542</u>	<u>-</u>	<u>19,566,542</u>	<u>13,676,341</u>	<u>-</u>	<u>13,676,341</u>
CHANGE IN NET ASSETS	876,034	498,861	1,374,895	474,413	(385,191)	89,222
NET ASSETS at Beginning of Year	<u>2,211,179</u>	<u>-</u>	<u>2,211,179</u>	<u>1,736,766</u>	<u>385,191</u>	<u>2,121,957</u>
NET ASSETS at End of Year	<u>\$ 3,087,213</u>	<u>\$ 498,861</u>	<u>\$ 3,586,074</u>	<u>\$ 2,211,179</u>	<u>\$ -</u>	<u>\$ 2,211,179</u>

*The accompanying notes are an integral part of the financial statements.*

## CHILDREN'S CANCER RESEARCH FUND

### STATEMENT OF FUNCTIONAL EXPENSES YEARS ENDED JUNE 30, 2012 AND 2011

	2012					2011				
	Program Services		Supporting Services			Program Services		Supporting Services		
	Research and Education	Care Partners	Fund-raising	Management and General	Total	Research and Education	Care Partners	Fund-raising	Management and General	Total
Salaries and Wages	\$ 621,708	\$ 17,967	\$ 334,191	\$ 230,641	\$ 1,204,507	\$ 449,169	\$ 15,873	\$ 308,417	\$ 229,837	\$ 1,003,296
Payroll Taxes and Benefits	105,274	3,042	56,589	39,055	203,960	83,591	2,954	57,397	42,772	186,714
Professional Development	4,700	871	1,309	55	6,935	7,237	4,874	4,092	121	16,324
Professional Services	762,154	434	531,224	17,897	1,311,709	1,059,185	681	336,416	26,338	1,422,620
Printing and Postage:										
Office Printing and Postage	85,116	6,215	27,346	274	118,951	70,940	2,805	21,634	1,197	96,576
Direct Mail	1,969,193	-	1,425,968	-	3,395,161	1,599,244	-	1,599,244	-	3,198,488
Advertising:										
In-Kind Advertising	5,911,632	-	-	-	5,911,632	4,070,234	-	-	-	4,070,234
Other Advertising	24,102	-	735	-	24,837	37,523	-	2,950	-	40,473
Supplies and Equipment	39,848	4,474	23,486	149	67,957	10,617	5,953	5,192	1,502	23,264
Venue and Entertainment	8,609	3,362	2,484	106	14,561	5,749	3,019	3,701	3,857	16,326
Licenses and Permits	116,202	215	70,405	5,810	192,632	93,492	424	29,934	5,400	129,250
Insurance	11,467	106	1,507	183	13,263	17,814	207	3,421	392	21,834
Travel and Lodging	17,385	360	8,057	49	25,851	12,263	355	7,941	1,339	21,898
Facilities and Administration	160,516	1,652	21,793	2,550	186,511	58,167	6,221	13,042	1,224	78,654
Research Funding Grants	6,412,341	144,874	-	-	6,557,215	2,940,096	145,081	-	-	3,085,177
Information Technology	119,848	776	13,730	1,341	135,695	111,098	1,277	22,450	2,405	137,230
Depreciation	168,733	1,561	22,173	2,698	195,165	104,421	1,216	20,055	2,291	127,983
<b>Total Expenses</b>	<b>\$ 16,538,828</b>	<b>\$ 185,909</b>	<b>\$ 2,540,997</b>	<b>\$ 300,808</b>	<b>\$ 19,566,542</b>	<b>\$ 10,730,840</b>	<b>\$ 190,940</b>	<b>\$ 2,435,886</b>	<b>\$ 318,675</b>	<b>\$ 13,676,341</b>

*The accompanying notes are an integral part of the financial statements.*

## CHILDREN'S CANCER RESEARCH FUND

### STATEMENT OF CASH FLOWS YEARS ENDED JUNE 30, 2012 AND 2011

	2012	2011
CASH FLOWS FROM OPERATING ACTIVITIES:		
Change in Net Assets	\$ 1,374,895	\$ 89,222
Adjustments to Reconcile Change in Net Assets to Net Cash Used In Operating Activities:		
Depreciation	195,165	127,983
Investment Gains	(47,540)	(474,237)
Long-Term Grants Payable	(92,032)	(65,836)
Long-Term Pledges Receivable	(518,740)	(242,902)
Changes in Assets and Liabilities:		
Pledges Receivable	(538,617)	18,653
Accrued Interest	(789)	1,164
Prepaid Expenses	99,878	(301,075)
Accounts Payable	(53,924)	8,409
Accrued Payroll	118,598	11,516
Other Accrued Liabilities	(1,641)	14,513
Unearned Event Revenue	56,796	(6,260)
Grants Payable	(865,150)	722,794
Net Cash Used In Operating Activities	(273,101)	(96,056)
CASH FLOWS FROM INVESTING ACTIVITIES:		
Purchase of Property and Equipment	(238,502)	(244,564)
Purchases of Investments	(2,862,425)	(510,091)
Proceeds from Sale of Investments	2,237,168	533,432
Net Cash Used In Investing Activities	(863,759)	(221,223)
NET DECREASE IN CASH AND CASH EQUIVALENTS	(1,136,860)	(317,279)
CASH AND CASH EQUIVALENTS at Beginning of Year	2,229,916	2,547,195
CASH AND CASH EQUIVALENTS at End of Year	\$ 1,093,056	\$ 2,229,916

*The accompanying notes are an integral part of the financial statements.*

# CHILDREN'S CANCER RESEARCH FUND

## NOTES TO FINANCIAL STATEMENTS

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### NOTE 1 - NATURE OF ORGANIZATION AND SIGNIFICANT ACCOUNTING POLICIES

#### **Nature of Activities**

Children's Cancer Research Fund (the Organization) is dedicated to finding a cure for childhood cancer by providing funds to the University of Minnesota for research and training relating to the prevention, treatment and cure of childhood cancer. The Organization also educates the public about childhood cancer and supports quality-of-life programs for pediatric cancer patients and their families.

#### **Basis of Presentation**

The accompanying financial statements have been prepared on the accrual basis of accounting in accordance with generally accepted accounting principles. Revenues, expenses, gains and losses, and net assets are classified based on the existence or absence of donor imposed restrictions. Accordingly, net assets of the Organization and related changes are classified and reported as follows:

Unrestricted Net Assets - Resources over which the Board of Directors has discretionary control. Designated amounts represent those net assets which the Board has set aside for a particular purpose.

Temporarily Restricted Net Assets - Resources received with donor stipulations that limit the use of the donated assets. When a donor restriction expires, that is, when a stipulated time restriction ends or purpose restriction is accomplished, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the statement of activities as net assets released from restrictions. When a restriction is accomplished within the same year of the donation, the funds are shown as unrestricted.

The Organization has no permanently restricted net assets.

#### **Accounting Estimates**

The presentation 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 the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

#### **Subsequent Events**

In preparing these financial statements, the Organization has evaluated for recognition or disclosure the events or transactions that occurred through September 4, 2012, the date the financial statements were available to be issued.

#### **Cash Equivalents**

The Organization considers all highly liquid debt instruments with a maturity of three months or less when purchased to be cash equivalents. Cash equivalents are stated at cost, which approximates market value.

# CHILDREN'S CANCER RESEARCH FUND

## NOTES TO FINANCIAL STATEMENTS

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### NOTE 1 - NATURE OF ORGANIZATION AND SIGNIFICANT ACCOUNTING POLICIES (Continued)

#### Pledges Receivable

Pledges receivable consists of unconditional promises to give and are recognized as revenue in the period made. Conditional promises to give are not recognized until they become unconditional, that is, when the conditions on which they depend are substantially met. Contributions to be received after one year are discounted using present value of future cash flows. Amortization of discounts is recorded as additional contribution revenue.

Management of the Organization estimates an allowance for uncollectible pledges based upon management's judgment including such factors as prior collection history. The Organization has concluded that losses on pledge balances outstanding at year end will not be significant. As such the Organization has not recorded an allowance for uncollectible pledges at June 30, 2012 and 2011.

#### Property Equipment and Depreciation

Property and equipment are carried at cost or, if donated, at the approximated fair value at the date of donation. Additions, improvements or major renewals are capitalized. If items of property are sold, retired or otherwise disposed of, they are removed from the asset and accumulated depreciation accounts and any gain or loss thereon is reflected in the statement of activities.

Depreciation is computed using the straight-line method at rates based on the estimated service lives of the various assets as follows:

Furniture	7 Years
Office and Computer Equipment	3-5 Years
Software	3 Years

Depreciation expense was \$195,165 and \$127,983 for the years ended June 30, 2012 and 2011.

#### Investments

The Organization carries its investments at fair market value. Realized and unrealized gains and losses from marketable securities are included in the statement of activities.

#### Grants Payable

Unconditional grants are recorded as expense when approved by the Board of Directors. Grants that are subject to conditions are recorded when the conditions have been substantially met. Grants payable are stated at fair value by discounting payments due in more than one year. Grants payable cancelled in a subsequent year are recorded in the year of cancellation.

#### Donated Services

The Organization recognizes revenue and expenses for donated space in the form of publications and digital media for education media outreach. The donated space is valued at fair market value based on rates provided by the ad agency and various publications.

# CHILDREN'S CANCER RESEARCH FUND

## NOTES TO FINANCIAL STATEMENTS

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### NOTE 1 - NATURE OF ORGANIZATION AND SIGNIFICANT ACCOUNTING POLICIES (Continued)

#### Functional Allocation of Expense

The costs of providing various programs and services are summarized on a functional basis on the statement of activities. Accordingly, certain costs were allocated among the programs or services benefited based on best estimates by management.

#### Income Taxes

The Organization is exempt from Federal and State income taxes under Section 501(c)(3) of the Internal Revenue Code therefore, the statements do not include a provision for income taxes but is subject to income tax on net unrelated business income.

The Organization reviews income tax positions taken or expected to be taken in income tax returns to determine if there are any income tax uncertainties. This includes positions that the entity is exempt from income taxes or not subject to income taxes on unrelated business income. The Organization recognizes tax benefits from uncertain tax positions only if it is more likely than not that the tax positions will be sustained on examination by taxing authorities, based on the technical merits of the positions. The Organization has identified no income tax uncertainties.

The Organization's federal income tax returns are open to examination for tax years 2009 through 2011.

#### Fair Value Measurements

Under generally accepted accounting principles, fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. The accounting standards establish a three-level fair value hierarchy that prioritizes information used in developing assumptions when pricing an asset or liability as follows:

Level 1 - Observable inputs such as quoted prices in active markets;

Level 2 - Inputs, other than quoted prices in active markets, that are observable either directly or indirectly; and,

Level 3 - Unobservable inputs where there is little or no market data, which requires the reporting entity to develop its own assumptions.

The Organization uses observable market data, when available, in making fair value measurements. Fair value measurements are classified according to the lowest Level input that is significant to the valuation.

The Organization holds certain assets that are required to be measured at fair value on a recurring basis. The fair value of the Organization's investment securities were determined based on inputs as presented in Note 2.

#### Reclassifications

Certain prior year amounts have been reclassified to conform to the current year presentation. These reclassifications had no effect on the change in net assets for either period.

# CHILDREN'S CANCER RESEARCH FUND

## NOTES TO FINANCIAL STATEMENTS

### NOTE 2 - INVESTMENTS

Investments are stated at fair value at June 30, 2012 and 2011 and consisted of the following:

	2012	2011
Money Market Funds	\$ 312,559	\$ 403,965
Marketable Equity Securities	2,886,690	2,108,712
Corporate Bonds	745,818	707,454
Mortgaged-backed Securities	156,458	300,003
Total	\$ 4,101,525	\$ 3,520,134

Net investment income for the years ended June 30, 2012 and 2011 consisted of the following:

	2012	2011
Interest and Dividend Income	\$ 135,967	\$ 99,697
Investment Gains	47,540	474,237
Investment Fees	(25,748)	(14,587)
Total	\$ 157,759	\$ 559,347

Investments funds were held as follows at June 30:

	2012	2011
General Investment Fund	\$ 2,932,041	\$ 2,382,036
Hageboeck Family/CCRF Fund	1,139,319	1,109,643
Norma Ramsay Award of Excellence	30,165	28,455
	4,101,525	3,520,134
Money Market Reclassification to Cash Equivalents	(312,559)	(403,965)
Total	\$ 3,788,966	\$ 3,116,169

The following tables, as of June 30, 2012 and 2011, provide information by level for assets that are measured at fair value, on a recurring basis.

Description	Total	Fair Value Measurements Using Inputs Considered as		
		Level 1	Level 2	Level 3
<b>2012:</b>				
Money Market Funds	\$ 312,560	\$ 312,560	\$ -	\$ -
Marketable Equity Securities	2,886,689	2,886,689	-	-
Corporate Bonds	745,818	-	745,818	-
Mortgaged-backed Securities	156,458	-	156,458	-
Totals	\$ 4,101,525	\$ 3,199,249	\$ 902,276	\$ -

# CHILDREN'S CANCER RESEARCH FUND

## NOTES TO FINANCIAL STATEMENTS

### NOTE 2 - INVESTMENTS (Continued)

Description	Total	Fair Value Measurements Using Inputs Considered as		
		Level 1	Level 2	Level 3
2011:				
Money Market Funds	\$ 403,965	\$ 403,965	\$ -	\$ -
Marketable Equity Securities	2,108,712	2,108,712	-	-
Corporate Bonds	707,454	-	707,454	-
Mortgaged-backed Securities	300,003	-	300,003	-
Totals	\$ 3,520,134	\$ 2,512,677	\$ 1,007,457	\$ -

The fair value of the Organization's marketable equity securities were determined based on Level 1 inputs.

The fair values of the Organization's mortgaged-backed securities and corporate bonds were determined based on Level 2 inputs and are estimated as the present value of expected future cash inflows, taking into account (1) the type of security, its term, and any underlying collateral, (2) the seniority level of the debt security, and (3) quotes received from brokers and pricing services. In applying the valuation model, significant inputs include the probability of default for debt securities, the estimated prepayment rate, and the projected yield based on estimated future market rates for similar securities.

### NOTE 3 - PLEDGES RECEIVABLE

Promises to give consisted of the following at June 30:

	2012	2011
Pledges Receivable	\$ 1,846,283	\$ 711,720
KS95 Radiothon Pledges	17,122	94,328
Total	\$ 1,863,405	\$ 806,048

Pledges receivable are due as follows for the years ended June 30:

2013	\$ 941,712
2014	261,480
2015	234,445
2016	509,885
	1,947,522
Less Discount at 4%	84,117
Total	\$ 1,863,405

# CHILDREN'S CANCER RESEARCH FUND

## NOTES TO FINANCIAL STATEMENTS

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### NOTE 4 - PROPERTY AND EQUIPMENT

Property and equipment included the following as of June 30:

	<u>2012</u>	<u>2011</u>
Furniture	\$ 102,117	\$ 128,910
Office, Computer Equipment and Software	<u>687,919</u>	<u>591,666</u>
Total	<u>\$ 790,036</u>	<u>\$ 720,576</u>

### NOTE 5 - GRANTS PAYABLE

Grants payable are due as follows for the years ended June 30:

2013	\$ 1,476,890
2014	1,475,759
2015	200,500
2016	<u>298,653</u>
	3,451,802
Less Discount at 5%	<u>130,100</u>
Total	<u>\$ 3,321,702</u>

### NOTE 6 - NET ASSETS

Temporarily restricted net assets at June 30, 2012 consist of restricted pledges. Net assets of \$6,457,313 and \$1,402,281 were released from restrictions in 2012 and 2011 due to satisfaction of program restrictions.

### NOTE 7 - LINE OF CREDIT

The Organization has a revolving credit loan agreement with a bank which enables the Organization to borrow up to \$500,000 at the prevailing prime interest rate. The line of credit is secured by all business assets of the Organization. The agreement expires in January 2013. No balance was outstanding on this loan at year end.

### NOTE 8 - LEASE COMMITMENTS

The Organization rents its principal office under an operating lease agreement. The lease requires monthly rental payments plus operating allocations as defined by the lease. This lease is non-cancelable and expires in April 2017 with an option for a five year renewal.

The Organization also rents some office equipment. These leases are noncancelable and expire in March and June 2013.

# CHILDREN'S CANCER RESEARCH FUND

## NOTES TO FINANCIAL STATEMENTS

### NOTE 8 - LEASE COMMITMENTS (Continued)

Rental expense and future minimum lease commitments, (excluding estimated operating expense), are as follows as of June 30:

Rental Expense:

<b>2012</b>	<b>\$ 173,243</b>
2011	65,790

Future Lease Commitments:

2013	\$ 76,173
2014	72,877
2015	75,602
2016	78,460
2017	<u>67,649</u>
Total Commitments	<u>\$ 370,761</u>

### NOTE 9 - ALLOCATION OF JOINT COSTS

The Organization conducts an education program to achieve some of its programmatic goals by utilizing the direct mail campaign's request for contributions. Costs of conducting the direct mail campaign totaled \$4,167,421 and \$3,927,243 as of June 30, 2012 and 2011. Of those total costs, \$2,561,257 and \$2,158,191 were attributable to the research and education program as of June 30, 2012 and 2011.

### NOTE 10 - RETIREMENT PLAN

The Organization transitioned from a SEP plan to a 403(b) deferred compensation plan during the fiscal year 2008 for all employees who meet certain age and a one year service requirement. Employees may elect to contribute a portion of their salaries up to IRS limitations. The Organization will match 50% of the employees contribution up to 2% of the employees' compensation. Employer contributions of \$17,182 and \$10,715 were made as of June 30, 2012 and 2011.

### NOTE 11 - IN-KIND CONTRIBUTIONS

The Organization records in-kind contributions at fair market value on the date of donation. In-kind contributions relate to public awareness media space (print and digital) and included the following as of June 30:

	<u>2012</u>	<u>2011</u>
Education Media Outreach - Publications	\$ 555,542	\$ 1,978,885
Education Media Outreach - Digital	<u>5,356,090</u>	<u>2,091,349</u>
Total	<u>\$ 5,911,632</u>	<u>\$ 4,070,234</u>

## CHILDREN'S CANCER RESEARCH FUND

### NOTES TO FINANCIAL STATEMENTS

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#### **NOTE 12 - FUNDRAISING INITIATIVE**

In 2011, the Organization entered into a fundraising initiative with The Minnesota Medical Foundation (MMF) where MMF is to partner with the Organization to educate donors and to build public awareness towards raising \$15,000,000 over the next 5 years in support of pediatric cancer and related research. As part of this agreement, the Organization is to pay MMF \$1,800,000 over the 5 year term to support donor education and development and provide backroom fundraising assistance. The Organization made payments of \$300,000 related to the agreement in 2012 and 2011.