(A California Nonprofit Public Benefit Corporation)

## **FINANCIAL STATEMENTS**

As of and for the

Year Ended

**September 30, 2013** 



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CERTIFIED
PUBLIC ACCOUNTANTS
& ADVISORS

## **Report of Independent Auditors**

To the Board of Directors International Myeloma Foundation North Hollywood, California

We have audited the accompanying financial statements of the International Myeloma Foundation (the Foundation) which comprise the statement of financial position as of September 30, 2013, and the related statements of activities, functional expenses, and cash flows for the year then ended, and the related notes to the financial statements.

## **Management's Responsibility for the Financial Statements**

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

## **Auditor's Responsibility**

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit 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 from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

#### **PARTNERS**

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#### DIRECTORS

Stacey S. Summers, CPA

#### **FOUNDERS**

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Stanley B. Schneider, CPA

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## **Opinion**

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the International Myeloma Foundation as of September 30, 2013, and the results of its operations and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

February 18, 2014

Los Angeles, California

General Schneider LLP

(A California Nonprofit Public Benefit Corporation)
Statement of Financial Position
September 30, 2013

## **ASSETS**

CURRENT ASSETS Cash and cash equivalents Contributions and other receivables Prepaid expenses	\$ 1,716,305 2,015,764 428,379
Total Current Assets	 4,160,448
OTHER ASSETS Property and equipment, net Gift annuity investments, restricted cash Intangible assets, net	516,335 9,935 20,166
Total Other Assets	546,436
TOTAL ASSETS	\$ 4,706,884
LIABILITIES AND NET ASSETS  CURRENT LIABILITIES  Accounts payable and accrued expenses  Deferred and unrestricted educational grants	\$ 495,022
TOTAL CURRENT LIABILITIES	3,054,465
GIFT ANNUITY OBLIGATION	6,339
TOTAL LIABILITIES	3,555,826
NET ASSETS Unrestricted Temporarily restricted	 1,147,462 3,596
Total Net Assets	1,151,058
TOTAL LIABILITIES AND NET ASSETS	\$ 4,706,884

	Unrestricted		Unrestricted		Temporarily Restricted		Total
REVENUES AND SUPPORT							
Educational grants	\$	7,033,130	\$	-	\$ 7,033,130		
General contributions		890,535		364,710	1,255,245		
Fundraising programs		285,693		2,664	288,357		
Donated services		147,757		-	147,757		
Seminar fees and support group income		57,152		-	57,152		
Fundraising event, net of direct benefit to							
donors of \$318,327		122,629		447,615	570,244		
Change in split-interest obligation		-		3,596	3,596		
Interest income		5,075		<u>-</u> _	 5,075		
		8,541,971		818,585	 9,360,556		
Released from restriction		814,989		(814,989)			
TOTAL REVENUE AND SUPPORT		9,356,960		3,596	 9,360,556		
EXPENSES							
Program services		8,199,686		-	8,199,686		
Supporting services		507,783		-	507,783		
Fundraising		544,382		-	544,382		
TOTAL EXPENSES		9,251,851			9,251,851		
CHANGE IN NET ASSETS		105,109		3,596	108,705		
NET ASSETS - Beginning of year		1,042,353			 1,042,353		
NET ASSETS - End of year	\$	1,147,462	\$	3,596	\$ 1,151,058		

	Advocacy	Clinical Meetings	Education and Awareness	Hotline	Information Mailings
Bank fees	\$ -	\$ -	\$ -	\$ -	\$ -
Conference and meetings	11,991	422,160	380,613	-	-
Depreciation and amortization	4,147	1,558	6,214	3,666	3,164
Dues and subscriptions	30,620	149	1,683	67	43
Information Technology	488	355	887	380	187
Insurance	2,731	1,569	4,877	2,203	1,577
Interest	50	36	75	42	30
Merchandise	-	-	-	-	-
Office	7,818	5,391	20,336	4,318	9,864
Payroll	222,318	97,139	348,643	273,173	97,855
Postage and shipping	1,145	675	6,047	-	7,494
Printing and publications	2,352	679	170,133	163	2,565
Professional services	206,957	2,197	114,096	2,484	2,059
Recruitment	-	-	-	-	-
Rent	14,950	7,327	19,209	26,570	15,647
Research grants awarded	-	· -	-	· -	-
Taxes	291	138	607	228	202
Telephone	8,643	2,500	47,351	7,778	2,131
Travel	33,797	75,185	75,587	<u> </u>	
Total	\$ 548,298	\$ 617,058	\$ 1,196,358	\$ 321,072	\$ 142,818

<sup>—</sup> Continued On Next Page —

	International	Myeloma Manager	Myeloma Today	Nurse	Patient and Family Seminars
Bank fees	\$ -	\$ -	\$ -	\$ -	\$ -
Conference and meetings	213,562	-	-	259,784	494,597
Depreciation and amortization	2,873	38,372	3,818	3,773	4,189
Dues and subscriptions	185	-	72	41	159
Information Technology	602	-	400	463	403
Insurance	3,119	-	2,384	2,241	2,840
Interest	54	-	45	28	33
Merchandise	-	-	-	-	-
Office	23,372	-	5,150	5,507	12,865
Payroll	247,743	-	164,566	114,434	217,022
Postage and shipping	2,343	-	25,583	1,122	19,039
Printing and publications	20,705	-	38,476	-	35,186
Professional services	191,611	-	2,637	2,065	2,313
Recruitment	-	-	-	-	-
Rent	8,312	-	11,161	2,141	15,925
Research grants awarded	-	-	-	-	-
Taxes	337	-	249	304	406
Telephone	10,207	-	5,162	8,507	3,985
Travel	245,308			5,456	115,776
Total	\$ 970,333	\$ 38,372	\$ 259,703	\$ 405,866	\$ 924,738

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Re 	esearch	Support Groups	 Vebsite	Total Progran Expense	
Bank fees \$ Conference and meetings Depreciation and amortization Dues and subscriptions Information Technology Insurance Interest Merchandise Office Payroll Postage and shipping Printing and publications Professional services Recruitment Rent Research grants awarded Taxes Telephone Travel  S 1	818,759 6,935 358 1,609 7,699 92 - 16,568 291,155 2,500 24,492 107,482 - 23,584 462,311 967 12,451 71,848	\$ 140,459 36,183 238 690 3,230 40 - 15,821 286,527 7,092 12,812 2,665 - 5,307 - 440 17,988 79,127	\$ 81,454 1,946 150,516 2,116 40 - 4,914 63,728 - 82 2,472 - 7,405 - 239 2,729 -	\$ 2,741,9 196,3 35,5 156,9 36,5 5 131,9 2,424,3 73,0 307,6 639,0 157,5 462,3 4,4 129,4 702,0 \$ 8,199,6	46 61 80 86 65 24 03 40 45 38 11 08 32 84

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	General Supporting Expenses	Expenses	Total Expenses
Bank fees Conference and meetings Depreciation and amortization Dues and subscriptions Information Technology Insurance Interest Merchandise Office Payroll Postage and shipping Printing and publications Professional services Recruitment Rent Research grants awarded Taxes Telephone Travel	\$ 6,300 82,819 7,02 630 2,700 6,57 1,160 6,519 99,68 239,900 3,100 9,420 28,160 870 9,080 3,810	9 33,094 1 3,906 0 26,093 9 19,549 1 2,457 5 32 9 4,975 7 6,005 4 293,537 4 42,365 - 51,139 2 22,907 - 125 0 21,997 - 33 336 3 5,147	\$ 6,300 2,857,838 207,273 62,284 179,238 45,614 1,762 11,494 237,616 2,957,744 118,509 358,784 671,367 125 207,695 462,311 5,617 143,662 716,618
Total	\$ 507,783	\$ 544,382	\$ 9,251,851

(A California Nonprofit Public Benefit Corporation) Statement of Cash Flows For the Year Ended September 30, 2013

CASH FLOWS FROM OPERATING ACTIVITIES:	
Increase in net assets	\$ 108,705
Adjustments to reconcile change in net assets to net	
cash provided by operating activities:	
Depreciation and amortization expense	207,273
(Increase) decrease in assets:	
Contributions and other receivables	(463,646)
Prepaid expenses	95,515
Annuity assets and liabilities, net	(3,596)
Increase (decrease) in liabilities:	
Accounts payable and accrued expenses	(184,499)
Deferred and unrestricted educational grants	 439,747
CASH PROVIDED BY OPERATING ACTIVITIES	199,499
CASH FLOWS FROM INVESTING ACTIVITIES	
Purchases of intangible assets	(12,458)
Purchases of fixed assets	(134,710)
CASH USED FOR INVESTING ACTIVITIES	(147,168)
CASH USED FOR INVESTING ACTIVITIES	 (147,100)
NET INCREASE IN CASH	52,331
CASH AT BEGINNING OF YEAR	1,663,974
CASH AT END OF YEAR	\$ 1,716,305
CASH PAID DURING THE YEAR FOR:	
Interest	\$ 1,762

(A California Nonprofit Public Benefit Corporation)
Notes to Financial Statements
For the Year Ended September 30, 2013

### NOTE 1 — SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

**Nature of Organization** — Founded in 1990, the International Myeloma Foundation (the "Foundation"), is the oldest and largest myeloma-specific charity in the world. With more than 240,000 members in 120 countries, the Foundation serves myeloma patients, family members, and the medical community. The Foundation provides a wide range of programs in the areas of Research, Education, Support, and Advocacy.

Research: The Foundation is the leader in globally collaborative myeloma research. Foundation supports lab-based research and has awarded over 100 grants to top junior and senior research scientists since 1995. In addition, the Foundation brings together the world's leading experts in the most successful and unique way through the International Myeloma Working Group, which is publishing in prestigious medical journals, charting the course to a cure, mentoring the next generation of innovative investigators, and improving lives through better care. During this past year, the Foundation commenced the Black Swan Research Initiative, a break-through approach to finding a cure for myeloma. Led by a multi-national consortium of leading myeloma experts, the Black Swan Research Initiative is dedicated to developing new curative therapies for myeloma.

<u>Education</u>: The Foundation's educational Patient and Family Seminars, Medical Center Workshops, and Regional Community Workshops are held around the world. These meetings provide up-to-date information presented by leading myeloma specialists and research scientists directly to myeloma patients and their families. Our library of more than 100 publications, for patients, caregivers, and healthcare professionals, is updated annually and available free of charge. Publications are available in more than 20 languages.

<u>Support:</u> Our toll-free Hotline at (800) 452-CURE (2873) is staffed by hotline coordinators who answer questions and provide support and information via phone and email to thousands of families each year. The Foundation sustains a network of more than 150 support groups and offers training for hundreds of dedicated patients, caregivers, and nurses who volunteer to lead these groups in their communities.

Advocacy: The Foundation's Advocacy program trains and supports concerned individuals to advocate on health issues that affect the myeloma community. Working both at the state and federal level, the Foundation leads two coalitions to advocate for parity in insurance coverage. Thousands of Foundation-trained advocates make a positive impact each year on issues critical to the myeloma community.

Basis of Financial Presentation — The accompanying financial statements have been prepared on the accrual basis of accounting. The Foundation recognizes contributions, including unconditional promises to give, as revenue in the period in which they are received. Revenues, gains, expenses and losses are classified based on the existence or absence of donor-imposed restrictions. The Foundation received unrestricted educational grants which are received to support various educational programs and support activities of the Foundation. Unrestricted contributions whose programmatic purposes arise in future periods are deferred and recognized as income in the period such programs and activities are provided. Net assets of the Foundation and changes therein are classified and reported as follows:

<u>Unrestricted Net Assets</u> - Net assets may be designated for specific purposes by actions of the board of directors, or may otherwise be limited by contractual agreements with outside parties.

(A California Nonprofit Public Benefit Corporation)

Notes to Financial Statements

For the Year Ended September 30, 2013

## NOTE 1 — SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES — (CONTINUED)

<u>Temporarily Restricted Net Assets</u> – Net assets subject to donor-imposed stipulations that may or will be met either by actions of the Foundation and / or the passage of time. As restrictions are satisfied, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the accompanying statements of activities as net assets released from restrictions. Temporarily restricted net assets represent net assets held to fulfill charitable gift annuity obligations.

<u>Permanently Restricted Net Assets</u> – Net assets subject to donor-imposed stipulations that resources be maintained in perpetuity by the Foundation. The Foundation did not have any permanently restricted net assets at September 30, 2013.

**Use of Estimates** — The preparation of financial statements in accordance with generally accepted accounting principles (GAAP) requires management to make estimates and assumptions that affect reported amounts of assets and liabilities and disclosures of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses.

Significant estimates include management's estimate of the useful lives of property and equipment and the value of donated goods and services. Management uses its historical records and knowledge of its business in making these estimates. Accordingly, actual results may differ from those estimates.

**Concentrations of Risk** – Three pharmaceutical company donors accounted for approximately 77% of total revenues during the year ended September 30, 2013 and 69% of contributions receivable at September 30, 2013.

The Foundation maintains its cash and certificates of deposit in bank accounts, and regularly reviews the account balances to ensure it is within federally insured limits. These investments are monitored by the Foundation's finance committee and made in the manner consistent with policies and guidelines established by the investment committee and approved by the board of directors.

**Contributed Goods and Services** — Contributed services are recognized by the Foundation if the services received (a) increase or enhance long-lived assets or (b) require specialized skills, are provided by individuals possessing those skills, and would typically need to be purchased if not provided by donation.

The Foundation receives donated services from doctors assisting the Foundation in its patient and family seminars. The accompanying statement of activities reflects \$147,757 for such services during the year ended September 30, 2013.

**Functional Expenses** — The costs of providing the various programs and activities have been summarized on a functional basis in the statement of activities. Accordingly, certain costs have been allocated among the programs and supporting services benefited.

**Cash Equivalents** — For the purposes of the statement of cash flows, the Foundation considers cash equivalents to include money market funds, certificates of deposit, and short-term investments with original maturities less than 90 days. At September 30, 2013, the Foundation held one short-term certificates of deposit of \$240,389 that pays interest of less than one percent.

(A California Nonprofit Public Benefit Corporation)
Notes to Financial Statements
For the Year Ended September 30, 2013

## NOTE 1 — SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES — (CONTINUED)

**Contributions Receivable** — Contributions are recognized when the donor makes a promise to give the Foundation that is, in substance, unconditional. Contributions receivable consists primarily of amounts due from pharmaceutical companies. The Foundation considers these receivables to be fully collectible; accordingly, no allowance for doubtful accounts is required.

**Property and Equipment** — Purchased property and equipment is capitalized at cost or, if contributed, at fair value at the date of contribution. Ordinary repairs and maintenance are expensed in the year incurred. Computer software developed for internal use is capitalized in conformity with ASC Topic 350-40 "Internal-Use Software." Depreciation of property and equipment is computed using the straight-line method based upon the estimated useful lives of the assets as follows:

	Life in Years
Computer equipment	5
Furniture, fixtures and equipment	5
Software	5
	Lesser of useful
Leasehold improvements	life or lease term

**Intangible Assets** – Intangible assets consist of legal costs paid to secure the rights to various Foundation trademarks. The cost of these intangible assets are being amortized on a straight-line basis over the life of the trademark and are stated at cost net of accumulated amortization. The Foundation estimates a ten-year useful life for its trademarks.

**Impairment of Long-Lived Assets** – Long-lived assets to be held and intangible assets are reviewed for events or changes in circumstances, which indicate that their carrying value may not recoverable. Further, long-lived assets held for sale are to be stated at the lower cost or fair market value less costs to sell. The Foundation has determined that no events occurred during the years ended September 30, 2013 that would give rise to impairment of its long-lived assets.

**Income Taxes** — The Foundation is a not-for-profit organization that is exempt from income taxes under Section 501(c)(3) of the Internal Revenue Code.

The Foundation evaluates its tax positions and recognize a liability for any positions that would not be considered "more likely than not" to be upheld under a tax authority examination. If such issues exist, the Foundation's policy will be to recognize any tax liability so recorded, including applicable interest and penalties, as a component of income tax expense.

The Foundation's federal income tax and informational returns for tax years 2010 and subsequent remain subject to examination by the Internal Revenue Service. The returns for California remain subject to examination by the California Franchise Tax Board for years 2009 and subsequent.

**Foreign Currency** — The Foundation's functional currency for all operations worldwide is the U.S. dollar. Nonmonetary assets and liabilities are translated at historical rates and monetary assets and liabilities are translated at exchange rates in effect at the end of the year. Statement of activity accounts are translated at average rates for the year. Gains and losses resulting from foreign currency transactions are included in the current statement of activities. Aggregate foreign currency translation and transaction losses included in the statement of activities are not material.

(A California Nonprofit Public Benefit Corporation)
Notes to Financial Statements
For the Year Ended September 30, 2013

## NOTE 1 — SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES — (CONTINUED)

**Subsequent Events** — Management has reviewed subsequent events through February 18, 2014, the date that the financial statements were available to be issued.

### NOTE 2 — TEMPORARILY RESTRICTED NET ASSETS

Research Programs - The Foundation receives temporarily restricted donations from general contributions, member events, and its annual gala earmarked for research purposes. At September 30, 2013, the Foundation had expenditures for research programs in excess of the sum of current year temporarily restricted contributions. Therefore, there were no amounts held as temporarily restricted net assets at September 30, 2013 for research.

Charitable Gift Annuity Program – The Foundation provides charitable gift annuities to donors. The gift annuities require an annuity to be paid to the donor or the donor's beneficiary, funded by donated assets, over a designated period of time or the beneficiary's lifetime, with the remainder resulting in a contribution to the Foundation. The liability is recorded based on the terms of the gift, the difference between the present value of the estimated liability and the fair value of the assets, and is recognized as revenue at the time of the gift. During 2013, the Foundation issued one charitable gift annuity and recognized a contribution of \$1,931. Sufficient assets are maintained to meet the annuity requirements stipulated by California state law. The change in the estimated liability is reflected in the statement of activities as change in split-interest agreement.

The following is a summary of changes in the annuity assets (restricted cash) during the year ended September 30, 2013:

Beginning of year	\$	-
Annuity assets received		10,000
Payments made to annuitant		(65)
	<u> </u>	
End of year	\$	9,935

The following is a summary of changes in the gift annuity liability during the year ended September 30, 2013:

Beginning of year	\$ -
New obligations incurred	8,069
Payments made to annuitant	(65)
Change in fair value of liability	(1,665)
	_
End of year	\$ 6,339

Temporarily restricted net assets are summarized as follows:

Gift annuity assets: Restricted cash	\$ 9,935
Present value of gift annuity obligation	 (6,339)
Temporarily restricted net assets	\$ 3,596

(A California Nonprofit Public Benefit Corporation)
Notes to Financial Statements
For the Year Ended September 30, 2013

### NOTE 3 — FAIR VALUE OF FINANCIAL INSTRUMENTS

The Foundation records its financial assets and liabilities at fair value, in accordance with the framework for measuring fair value in generally accepted accounting principles. This framework establishes a fair value hierarchy that prioritizes the inputs used to measure fair value:

- <u>Level 1</u>: Observable inputs that reflect unadjusted quoted prices for identical assets or liabilities traded in active markets.
- <u>Level 2</u>: Inputs other than quoted prices included within Level 1 that are observable for the asset of liability, either directly or indirectly.
- <u>Level 3</u>: Inputs that are generally unobservable. These inputs may be used with internally developed methodologies that result in management's best estimate of fair value.

The Foundation's financial instruments are cash, cash equivalents and short-term certificates of deposit. The recorded values approximate their fair values based on their short-term nature. All of these assets and liabilities can be measured using Level 1 inputs.

### NOTE 4 — PROPERTY AND EQUIPMENT

Property and equipment consists of the following:

Computer equipment	\$ 197,268
Computer software	1,102,666
Furniture, fixtures and equipment	59,215
Leasehold improvements	 13,246
	_
	1,372,395
Less accumulated depreciation	(856,060)
Net Property and Equipment	\$ 516,335

Depreciation expense for the year ended September 30, 2013 was \$206,319.

(A California Nonprofit Public Benefit Corporation)
Notes to Financial Statements
For the Year Ended September 30, 2013

### NOTE 5 — INTANGIBLE ASSETS

Intangible assets consist of the following:

Trademarks	\$	21,313
Less: Accumulated amortization		(1,147)
	'	
	\$	20,166

Amortization expense for the year ended September 30, 2013 was \$954. The following schedule by year related to the estimated amortization expense for certain trademarks for the succeeding years:

Year ending	
September 30,	
2014	\$ 2,130
2015	2,130
2016	2,130
2017	2,130
2018	2,130
Thereafter	 9,516
	\$ 20,166

### NOTE 6 — COMMITMENTS AND CONTINGENCIES

**Operating Leases** — The Foundation leases office space and office equipment under noncancelable operating leases. The office space lease agreement expires in December 2017. The equipment lease agreement expires in May 2015. The Foundation has one option to extend the office space lease for three additional years.

Future minimum rental and equipment lease payments under such leases with an initial term of one year or more at September 30, 2013 are as follows:

Off	Office Space		Equipment		Total
\$	177,109	\$	13,296	\$	190,405
	182,422		13,296		195,718
	187,895		9,301		197,196
	193,532		3,708		197,240
	42,340		2,472		44,812
					_
\$	783,298	\$	42,073	\$	825,371
	\$	\$ 177,109 182,422 187,895 193,532 42,340	\$ 177,109 \$ 182,422 187,895 193,532 42,340	\$ 177,109 \$ 13,296 182,422 13,296 187,895 9,301 193,532 3,708 42,340 2,472	\$ 177,109 \$ 13,296 \$ 182,422 13,296 187,895 9,301 193,532 3,708 42,340 2,472

Rent expense was \$207,695 for the year ended September 30, 2013.

**Executive Contract** — The Foundation has a five-year employment contract with its president at \$178,887 annually. Commencing on October 1, 2013 the Foundation approved to increase her annual salary to \$192,000. The contract expires on October 1, 2015.

(A California Nonprofit Public Benefit Corporation)
Notes to Financial Statements
For the Year Ended September 30, 2013

## NOTE 6 — COMMITMENTS AND CONTINGENCIES – (CONTINUED)

**Grants** — The Foundation funds several research grants each year. These awards are for doctors or researchers doing work in the field of multiple myeloma. These grants are awarded annually as one-year awards and are accrued when approved by the Board. During the year ended September 30, 2013, the Foundation awarded \$462,311 in grants. The payment of research grants is subject to the grant recipient performing the proposed work, providing a report, and submitting request for payment. Included in accounts payable and accrued expenses are \$ 0 related to the awarded but unpaid grant obligations.

**Line of Credit** — The Foundation maintains a \$400,000 revolving line of credit that renews on a month-to-month basis. The interest rate on outstanding borrowings varies with the lender's prime rate plus one percent, which was approximately 4.25% at September 30, 2013. There were no outstanding borrowings at September 30, 2013.