

National Marrow Donor Program and Subsidiaries

Consolidated Financial Statements
and Supplementary Information

September 30, 2022 and 2021

National Marrow Donor Program and Subsidiaries

Table of Contents

September 30, 2022 and 2021

	<u>Page</u>
Independent Auditors' Report	1
Consolidated Financial Statements	
Consolidated Statements of Financial Position	3
Consolidated Statements of Activities	4
Consolidated Statements of Functional Expenses	5
Consolidated Statements of Cash Flows	7
Notes to Consolidated Financial Statements	8
Supplementary Information	
Consolidating Schedules of Financial Position Information	25
Consolidating Schedules of Activities Information	27

Independent Auditors' Report

To the Board of Directors of
National Marrow Donor Program and Subsidiaries and Subsidiaries

Opinion

We have audited the accompanying consolidated financial statements of National Marrow Donor Program and Subsidiaries (collectively referred to as the Organization), which comprise the consolidated statements of financial position as of September 30, 2022 and 2021, and the related consolidated statements of activities, functional expenses, and cash flows for the years then ended, and the related notes to the consolidated financial statements.

In our opinion, the accompanying consolidated financial statements present fairly, in all material respects, the consolidated financial position of the Organization as of September 30, 2022 and 2021, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America (GAAP).

Basis for Opinion

We conducted our audits in accordance with auditing standards generally accepted in the United States of America (GAAS). Our responsibilities under those standards are further described in the Auditors' Responsibilities for the Audit of the Consolidated Financial Statements section of our report. We are required to be independent of the Organization and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements relating to our audits. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Responsibilities of Management for the Consolidated Financial Statements

Management is responsible for the preparation and fair presentation of the consolidated financial statements in accordance with GAAP, and for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the consolidated financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about the Organization's ability to continue as a going concern within one year after the date that the financial statements are available to be issued.

Auditors' Responsibilities for the Audit of the Consolidated Financial Statements

Our objectives are to obtain reasonable assurance about whether the consolidated financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditors' report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with GAAS will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the consolidated financial statements.

In performing an audit in accordance with GAAS, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the consolidated financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the consolidated financial statements.
- Obtain an understanding of internal control relevant to the audit 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 Organization's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the consolidated financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about the Organization's ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings and certain internal control-related matters that we identified during the audit.

Supplementary Information

Our audits were conducted for the purpose of forming an opinion on the consolidated financial statements as a whole. The consolidating information as identified in the table of contents is presented for purposes of additional analysis of the consolidated financial statements rather than to present the financial position, changes in net assets and cash flows of the individual organizations, and it is not a required part of the consolidated financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the consolidated financial statements. The consolidating information has been subjected to the auditing procedures applied in the audit of the consolidated financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the consolidated financial statements or to the consolidated financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the consolidating information is fairly stated, in all material respects, in relation to the consolidated financial statements as a whole.

Baker Tilly US, LLP

Minneapolis, Minnesota
January 18, 2023

National Marrow Donor Program and Subsidiaries

Consolidated Statements of Financial Position

September 30, 2022 and 2021

(In Thousands)

	2022			2021		
	Without Donor Restrictions	With Donor Restrictions	Total	Without Donor Restrictions	With Donor Restrictions	Total
Assets						
Current Assets						
Cash and cash equivalents	\$ 23,230	\$ 3,449	\$ 26,679	\$ 45,808	\$ 5,102	\$ 50,910
Short-term investments (Note 5)	136	145	281	141	131	272
Receivables:						
Transplant center and other receivables, net of allowance of \$601 in 2022 and 2021	46,354	-	46,354	43,687	-	43,687
Contract receivables	18,156	-	18,156	21,358	-	21,358
Pledges receivable, net of allowance of \$100 in 2022 and 2021 (Note 2)	461	813	1,274	424	772	1,196
Prepaid expenses and other	10,026	-	10,026	10,023	-	10,023
Total current assets	98,363	4,407	102,770	121,441	6,005	127,446
Long-Term Investments (Note 5)	114,516	1,953	116,469	148,892	2,026	150,918
Property and Equipment, Net (Note 4)	81,849	-	81,849	89,181	-	89,181
Deferred Compensation Funds (Notes 5 and 9)	4,431	-	4,431	5,462	-	5,462
Long-Term Pledges Receivable (Note 2)	1,255	844	2,099	995	1,128	2,123
Other Assets	2,737	-	2,737	3,005	-	3,005
Total assets	<u>\$ 303,151</u>	<u>\$ 7,204</u>	<u>\$ 310,355</u>	<u>\$ 368,976</u>	<u>\$ 9,159</u>	<u>\$ 378,135</u>
Liabilities and Net Assets						
Current Liabilities						
Accounts payable	\$ 13,035	\$ -	\$ 13,035	\$ 39,328	\$ -	\$ 39,328
Accrued expenses	33,966	-	33,966	24,534	-	24,534
Accrued compensation and benefits	35,434	-	35,434	25,958	-	25,958
Current maturities of long-term debt (Note 6)	70	-	70	70	-	70
Current maturities of long-term capital lease (Note 6)	3,863	-	3,863	3,607	-	3,607
Refundable advances and deferred revenue (Note 2)	2,500	-	2,500	3,058	-	3,058
Total current liabilities	88,868	-	88,868	96,555	-	96,555
Deferred Compensation Payable (Note 9)	5,720	-	5,720	5,736	-	5,736
Long-Term Debt (Note 6)	128	-	128	193	-	193
Long-Term Capital Lease (Note 6)	36,966	-	36,966	40,811	-	40,811
Total liabilities	131,682	-	131,682	143,295	-	143,295
Net Assets	171,469	7,204	178,673	225,681	9,159	234,840
Total liabilities and net assets	<u>\$ 303,151</u>	<u>\$ 7,204</u>	<u>\$ 310,355</u>	<u>\$ 368,976</u>	<u>\$ 9,159</u>	<u>\$ 378,135</u>

See notes to consolidated financial statements

National Marrow Donor Program and Subsidiaries

Consolidated Statements of Activities
 Years Ended September 30, 2022 and 2021
 (In Thousands)

	2022			2021		
	Without Donor Restrictions	With Donor Restrictions	Total	Without Donor Restrictions	With Donor Restrictions	Total
Revenues and Gains						
Search and procurement fees	\$ 413,360	\$ -	\$ 413,360	\$ 371,571	\$ -	\$ 371,571
Federal contracts and cooperative agreements	57,909	-	57,909	47,561	-	47,561
Contributions	29,782	2,521	32,303	26,086	5,639	31,725
Other	963	-	963	76	-	76
Net assets released from restrictions	4,055	(4,055)	-	4,628	(4,628)	-
Total revenues and gains	506,069	(1,534)	504,535	449,922	1,011	450,933
Expenses						
Program services	425,584	-	425,584	393,064	-	393,064
Management and general	98,293	-	98,293	79,188	-	79,188
Fundraising	1,522	-	1,522	1,342	-	1,342
Total expenses	525,399	-	525,399	473,594	-	473,594
Excess (deficiency) of revenues and gains over expenses	(19,330)	(1,534)	(20,864)	(23,672)	1,011	(22,661)
Other Income (Expenses) and Other Changes						
Loss on disposal of asset	(678)	-	(678)	-	-	-
Investment return, net	(34,204)	(421)	(34,625)	17,196	270	17,466
Total other income (expenses) and other changes	(34,882)	(421)	(35,303)	17,196	270	17,466
Increase (decrease) in net assets	(54,212)	(1,955)	(56,167)	(6,476)	1,281	(5,195)
Net Assets, Beginning	225,681	9,159	234,840	232,157	7,878	240,035
Net Assets, Ending	\$ 171,469	\$ 7,204	\$ 178,673	\$ 225,681	\$ 9,159	\$ 234,840

See notes to consolidated financial statements

National Marrow Donor Program and Subsidiaries

Consolidated Statement of Functional Expenses

Year Ended September 30, 2022

(In Thousands)

	Program Services					Support Services			Total
	Medical Services	Recruitment	Research	Public Awareness	Total	Management and General	Fundraising	Total	
Medical services	\$ 192,098	\$ -	\$ -	\$ -	\$ 192,098	\$ -	\$ -	\$ -	\$ 192,098
Donor recruitment services	-	17,302	-	-	17,302	-	-	-	17,302
Research activities	-	-	13,113	-	13,113	-	-	-	13,113
Compensation	58,784	15,267	18,882	9,750	102,683	43,284	579	43,863	146,546
Benefits	15,465	3,967	4,955	1,652	26,039	14,221	159	14,380	40,419
Professional fees	12,638	13,503	16,163	6,679	48,983	13,571	554	14,125	63,108
Travel	512	824	292	440	2,068	495	11	506	2,574
Professional development	298	65	112	111	586	453	-	453	1,039
Occupancy	447	167	45	133	792	4,308	33	4,341	5,133
Telecommunications	303	197	96	48	644	343	1	344	988
Information processing	5,400	3,534	2,295	900	12,129	6,708	-	6,708	18,837
Printing and copying	141	70	29	284	524	94	28	122	646
Postage and shipping	278	180	47	92	597	158	9	167	764
Depreciation	3,231	2,025	1,033	626	6,915	10,165	-	10,165	17,080
Interest expense	-	-	-	-	-	2,164	-	2,164	2,164
Office and miscellaneous	625	308	20	158	1,111	2,329	148	2,477	3,588
Total expenses	\$ 290,220	\$ 57,409	\$ 57,082	\$ 20,873	\$ 425,584	\$ 98,293	\$ 1,522	\$ 99,815	\$ 525,399

See notes to consolidated financial statements

National Marrow Donor Program and Subsidiaries

Consolidated Statement of Functional Expenses

Year Ended September 30, 2021

(In Thousands)

	Program Services					Support Services			Total
	Medical Services	Recruitment	Research	Public Awareness	Total	Management and General	Fundraising	Total	
Medical services	\$ 185,746	\$ -	\$ -	\$ -	\$ 185,746	\$ -	\$ -	\$ -	\$ 185,746
Donor recruitment services	-	17,280	-	-	17,280	-	-	-	17,280
Research activities	-	-	11,934	-	11,934	-	-	-	11,934
Compensation	49,203	11,649	15,964	10,448	87,264	33,223	527	33,750	121,014
Benefits	11,139	2,561	3,495	2,502	19,697	8,687	133	8,820	28,517
Professional fees	13,992	15,925	14,450	5,120	49,487	13,776	405	14,181	63,668
Travel	86	99	84	58	327	110	-	110	437
Professional development	336	71	87	116	610	203	6	209	819
Occupancy	451	143	47	41	682	3,931	-	3,931	4,613
Telecommunications	276	178	88	49	591	308	7	315	906
Information processing	4,366	2,838	1,859	728	9,791	5,091	2	5,093	14,884
Printing and copying	266	106	27	301	700	133	7	140	840
Postage and shipping	166	139	79	77	461	79	21	100	561
Depreciation	3,345	2,146	1,104	717	7,312	9,022	-	9,022	16,334
Interest expense	-	-	-	-	-	2,489	-	2,489	2,489
Office and miscellaneous	563	319	31	269	1,182	2,136	234	2,370	3,552
Total expenses	\$ 269,935	\$ 53,454	\$ 49,249	\$ 20,426	\$ 393,064	\$ 79,188	\$ 1,342	\$ 80,530	\$ 473,594

See notes to consolidated financial statements

National Marrow Donor Program and Subsidiaries

Consolidated Statements of Cash Flows
 Years Ended September 30, 2022 and 2021
 (In Thousands)

	<u>2022</u>	<u>2021</u>
Cash Flows From Operating Activities		
Decrease in net assets	\$ (56,167)	\$ (5,195)
Adjustments to reconcile decrease in net assets to net cash used in operating activities:		
Depreciation and amortization/accretion	17,290	17,096
Loss on disposal of asset	678	-
Net realized and unrealized depreciation (appreciation) of investments	37,798	(14,562)
Contributions received for endowment	-	(50)
Changes in other operating activities:		
Receivables	(24)	(9,269)
Prepaid expenses and other assets	265	(661)
Accounts payable	(24,642)	10,858
Accrued expenses and compensation and benefits	17,837	(7,085)
Refundable advances and deferred revenue	(558)	(524)
Deferred compensation payable	(16)	913
Net cash used in operating activities	<u>(7,539)</u>	<u>(8,479)</u>
Cash Flows From Investing Activities		
Purchases of investments	(4,613)	(18,162)
Sales/maturities of investments	1,255	15,285
Purchase of property, computer software and equipment	(11,208)	(14,405)
Net purchases of deferred compensation funds	1,031	(631)
Net cash used in investing activities	<u>(13,535)</u>	<u>(17,913)</u>
Cash Flows From Financing Activities		
Cash received from endowed gifts	503	362
Principal payments on long-term debt	(70)	(70)
Principal payments on long-term capital lease	(3,590)	(3,293)
Net cash used in financing activities	<u>(3,157)</u>	<u>(3,001)</u>
Decrease in cash and cash equivalents	(24,231)	(29,393)
Cash and Cash Equivalents, Beginning	<u>50,910</u>	<u>80,303</u>
Cash and Cash Equivalents, Ending	<u>\$ 26,679</u>	<u>\$ 50,910</u>
Supplemental Disclosure of Cash Flow Information		
Cash paid for interest	<u>\$ 1,927</u>	<u>\$ 2,085</u>
Noncash Investing and Financing Activities		
Purchase of property and equipment included in accounts payable and accrued expenses at end of year	<u>\$ 1,159</u>	<u>\$ 1,718</u>

See notes to consolidated financial statements

National Marrow Donor Program and Subsidiaries

Notes to Consolidated Financial Statements

September 30, 2022 and 2021

1. Organization and Program Descriptions

The National Marrow Donor Program® (the Program or NMDP) is the global leader in providing blood stem cell and umbilical cord blood transplants to patients with life-threatening blood cancers like leukemia and lymphoma or other diseases. The mission drives the work to save lives through cellular therapy. Over the past 30 plus years Be The Match®, operated by the National Marrow Donor Program®, has managed the largest and most diverse blood stem cell registry in the world. The Program matches blood stem cell donors with patients in need, facilitates the donation and patient's path to transplantation and collects data to improve outcomes and experience. For more information, visit bethematch.org.

Be The Match Foundation® (the Foundation or BTMF) is operated by NMDP and raises funds to support the Program's initiatives. With the public's help, the Foundation gives patients a reason to hope and the power to heal. Foundation funds deliver tangible relief to patient families struggling with uninsured transplant costs, help add more potential blood stem cell donors to the Be The Match Registry®, support new research discoveries and Be The Match strategic initiatives.

CLEAR Insurance, Ltd (CLEAR) is an exempt company operating subject to the Companies Law (Revised) of the Cayman Islands. CLEAR is licensed to carry on business in the Cayman Islands as a Class B(i) Insurer. It issues certain insurance to NMDP to support the mission.

Be The Match Collection Services, LLC (BTMCS) is a wholly owned subsidiary of NMDP focused on growing the Be The Match brand and blood stem cell donor collection capabilities throughout the cellular therapy network.

Be The Match Auxiliary Services, LLC (BTMAS) is a wholly owned for-profit subsidiary of NMDP.

Be the Match Mexico (BTMM), is a wholly owned subsidiary of NMDP and BTMF, 99% and 1% ownership respectively, created as a civil association in Mexico and is focused on diversifying the Be The Match Registry®, fundraising and bringing more awareness to the cause.

The consolidated financial statements include the accounts of the NMDP, BTMF, CLEAR, BTMCS, BTMAS and BTMM (collectively, the Organization), after elimination of intercompany accounts and transactions.

National Marrow Donor Program and Subsidiaries

Notes to Consolidated Financial Statements

September 30, 2022 and 2021

2. Significant Accounting Policies

Basis of Accounting

The consolidated financial statements are prepared on the accrual basis of accounting in accordance with accounting principles generally accepted in the United States of America.

Cash and Cash Equivalents

Investments acquired with original maturities of three months or less at the time of purchase and that are readily convertible to cash are reported as cash equivalents and are carried at cost. The Organization maintains its operating cash balances with high credit quality financial institutions. At times, the amounts on deposit may exceed the Federal Deposit Insurance Corporation limit. The majority of the Organization's cash and cash equivalents are deposited with one bank. Cash on deposit in excess of federally insured limits are subject to the usual banking risks of funds in excess of those limits.

Investments and Investment Income

Short-term investments consist of investments acquired with original maturities of greater than three months that mature within the next 12 months. Long-term investments are investments not intended to be liquidated over the next 12 months. Investments in marketable securities are stated at fair value, as determined by quoted market prices. Investments in securities without a readily determinable fair value are recorded at cost, adjusted for changes resulting from observable price changes in orderly transactions for the identical or a similar investment of the same issuer. Realized gains and losses on investment sale are calculated based on specific identification of the securities sold. Unrealized gains or losses result from changes in the fair value of investments.

Investment securities, in general, are exposed to various risks, such as interest rates, credit and overall market volatility. Due to the level of risk associated with certain investment securities, it is possible that changes in the values of investment securities will occur in the near term and that such changes could materially affect the amounts reported in the consolidated financial statements.

Pledges Receivable

Unconditional promises to give cash and other assets to the Organization are reported at fair value at the date the promise is received. Conditional promises to give are recorded at fair value when the condition is met. As of September 30, 2022, the Organization had \$190 of conditional promises to give which will be recognized when the condition or barrier is met. All pledges are recorded at the estimated amount to be realized.

During the years ended September 30, 2022 and 2021, contributions and pledges received from related parties (members of the Board of Directors) totaled \$221 and \$677, respectively. Pledges receivable as of September 30, 2022, and 2021 from members of the Board of Directors were \$548 and \$776, respectively.

As of September 30, 2022 and 2021, pledges receivable are outstanding for the following purposes:

	<u>2022</u>	<u>2021</u>
Operations (program)	\$ 3,003	\$ 2,472
Endowment	470	947
Total pledges receivable, gross	<u>\$ 3,473</u>	<u>\$ 3,419</u>

National Marrow Donor Program and Subsidiaries

Notes to Consolidated Financial Statements

September 30, 2022 and 2021

As of September 30, 2022 and 2021, the expected future cash receipts of pledges receivable are as follows:

	<u>2022</u>	<u>2021</u>
Pledges due, less than one year	\$ 1,374	\$ 1,296
Pledges due, more than one year	2,099	2,123
Total pledges receivable, gross	3,473	3,419
Allowance for uncollectible pledges	(100)	(100)
Total pledges receivable, net	<u>\$ 3,373</u>	<u>\$ 3,319</u>

Property and Equipment

The cost of property and equipment is depreciated using the straight-line method over the estimated useful lives of up to 10 years. The leased building is amortized using the straight-line method over the shorter of the useful life of the building or the term of the lease, which is 15 years.

Capitalized Software Costs

The Organization capitalizes software development costs incurred in upgrading and developing computer software and begins capitalization of these costs after technological feasibility has been determined. The capitalized software for internal use, once placed in service, is amortized on the straight-line method over the useful life, which ranges from two to ten years.

Long-Term Debt Premiums and Discounts

Premiums and discounts associated with the Organization's long-term debt are deferred and amortized/accreted over the related terms using the straight-line method, which approximates the effective interest method. Accumulated accretion of discounts was \$51 and \$47 at September 30, 2022 and 2021, respectively.

Accrued Medical Liabilities

The Organization procures medical services from third-party health practitioners and clinics and pays for these services based on the Organization's rate schedule or contractual agreements, where applicable. The liability for unpaid medical services also includes an estimate for services incurred but not yet reported to the Organization and for services received that did not include all the necessary billing information. The methods and assumptions used for estimating these amounts are continually reviewed and adjusted as more current information is received on which to base its assumptions. Adjustments to prior estimates are charged to operations in the year in which the adjustments are made as a change in estimate. The Organization's estimated liability for unpaid medical services totaled approximately \$28,000 and \$35,000 as of September 30, 2022 and 2021, respectively. Results could differ from these estimates.

Approximately \$4,000 and \$24,000 of the liability for unpaid medical services is included in accounts payable and accrued expenses, respectively, in the consolidated statement of financial position as of September 30, 2022. Approximately \$15,000 and \$20,000 of the liability for unpaid medical services is included in accounts payable and accrued expenses, respectively, in the consolidated statement of financial position as of September 30, 2021.

National Marrow Donor Program and Subsidiaries

Notes to Consolidated Financial Statements

September 30, 2022 and 2021

Net Assets

Net assets, revenues and gains and expenses are classified based on the existence or absence of contributor-imposed restrictions. Net assets that are not subject to contributor-imposed stipulations are classified as net assets without donor restrictions, while net assets subject to contributor-imposed stipulations that will be met by actions taken by the Organization, or the passage of time are classified as net assets with donor restrictions. When a contributor restriction expires, net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the consolidated statements of activities as net assets released from restrictions. Net assets with donor restrictions whose contributor restriction expires in the same year as funds are received are classified as net assets without donor restrictions in the consolidated statements of activities. In the absence of contributor specifications that income and gains on contributed funds be restricted, such income and gains are reported as income without donor restrictions. The Organization recruits blood stem cell donors; however, throughout the consolidated financial statements, if not already noted, donors mean financial contributors.

Revenue Recognition

Search and procurement fee revenue is recognized when the performance obligation is satisfied. For most contracts with customers, the performance obligations are the donor typing sample results, donor cell product collection or cord blood shipment. Revenue for services is recognized and billed at that time. The Organization determines the transaction price for all services performed under the contract with customers.

Federal contracts and cooperative agreements revenue such as those awarded under the Health Resources and Service Administration (HRSA), Office of Naval Research (Navy), and National Institute of Health (NIH) contracts are recognized as revenue at a point in time as qualified expenses are incurred as that is when the performance obligation is satisfied.

Contributions of unconditional promises to give cash and other assets to the Organization, such as those received from individual contributors, foundations and corporate partnerships, and fundraising events are reported at fair value at the date the promise is received. Conditional promises to give, that is those with a measurable performance or other barrier and a right of return, are recorded at fair value when the conditional performance obligation is met.

Donated Services and Materials

Donated services are recognized as contributions in accordance with Financial Accounting Standards Board (FASB) Accounting Standards Codification (ASC) 958, *Not-for-Profit Entities*, if the services (a) create or enhance nonfinancial assets or (b) require specialized skills and are performed by people with those skills and (c) would otherwise be purchased by the organization. A substantial number of volunteers have donated significant time to the Organization. However, no amounts related to volunteer services have been reflected in the consolidated financial statements since the recognition criteria was not met. Blood stem cell donors are not reimbursed for donation of their stem cells and therefore, no amounts relative to stem cell donations have been reflected in the consolidated financial statements.

In fiscal year 2020, the Organization started receiving donated flights to help transport products within and outside the United States. The fair value of these donated flights has been recorded as in-kind Search and procurement fees revenue and the related expense is recognized within Program services (Medical services functional expense) in the consolidated statement of activities.

National Marrow Donor Program and Subsidiaries

Notes to Consolidated Financial Statements

September 30, 2022 and 2021

Functional Allocation of Expenses

The costs of providing the Organization's various programs, including medical services, volunteer stem cell donor recruitment, research, public awareness and supporting services have been summarized functionally. Accordingly, certain costs such as compensation and benefits and professional fees have been allocated among the programs and supporting services benefited based on conversations with department leaders to estimate where time and specific work efforts are focused, what technology systems are being supported and what organizational goals these departments support. Medical services include matching donors to patients in need and facilitating the stem cell donation. Recruitment is registering potential stem cell donors and maintaining the national donor registry. Research services are aimed at improving patient outcomes and the patient and donor experience. Public awareness increases knowledge of the organization and its mission. Fundraising activities include soliciting contributions to benefit the organization and our patients.

Tax-Exempt Status

The Internal Revenue Service has determined that the Program and BTMF are tax-exempt organizations under Section 501(c)(3) of the Internal Revenue Code. The not-for-profit status of the Program and BTMF are considered tax positions under FASB ASC 740, *Income Taxes*.

The Organization follows the accounting standards for contingencies in evaluating uncertain tax positions. This guidance prescribes recognition threshold principles for the financial statement recognition of tax positions taken or expected to be taken on a tax return that are not certain to be realized. No liability has been recognized by the Organization for uncertain tax positions as of September 30, 2022 or 2021. The Organization's tax returns are subject to review and examination by federal and state authorities.

BTMCS is treated as a disregarded entity for income tax reporting purposes. As such, BTMCS's income, losses and credits are included in the tax return of its sole member and parent, NMDP. BTMAS is a regarded entity for tax purposes and files a separate tax return. CLEAR is an exempt company operating subject to the Companies Law (Revised) of Cayman Islands and is included in the tax return of NMDP. BTMM is treated as a foreign corporation for U.S income tax reporting purposes. BTMM files a separate tax return in Mexico.

Impairment of Long-Lived Assets

The Organization reviews its long-lived assets periodically to determine potential impairment by comparing the carrying value of the assets with the net cash flows to be provided by operations and eventual disposition of the asset. Should the sum of the expected future net cash flows be less than the carrying value, the Organization would determine whether an impairment loss should be recognized. An impairment loss would be based on the fair value utilizing a discounted cash flows approach to estimate fair value.

During the year ended September 30, 2022, NMDP impaired the assets of the 5th Street Station café resulting from the café's closure due to COVID-19 with no current plans to reopen. In 2021, no impairment losses were recorded.

Use of Estimates

The preparation of the consolidated 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 amount of assets and liabilities and disclosures of contingent assets and liabilities at the date of the consolidated financial statements. Estimates also affect the reported amounts of revenues and expenses during the period. Results could differ from those estimates.

National Marrow Donor Program and Subsidiaries

Notes to Consolidated Financial Statements

September 30, 2022 and 2021

Subsequent Events

The Organization has considered events for recognition or disclosure in the consolidated financial statements that occurred subsequent to September 30, 2022 through January 18, 2023 the date the consolidated financial statements were available to be issued.

On November 15, 2022, the Organization entered into a one-year \$15,000,000 Revolving Credit Agreement. There have been no borrowings under this line of credit as of January 18, 2022.

Recent Accounting Pronouncements Adopted

In September 2021, the FASB issued Accounting Standards Update (ASU) No. 2020-07, *Presentation and Disclosures by Not-for-Profit Entities for Contributed Nonfinancial Assets* to increase the transparency of contributed nonfinancial assets for not-for-profit (NFP) entities. The Update did not change existing recognition and measurement requirements for contributed nonfinancial assets under ASC 958-605. The Organization adopted the standard in fiscal year 2022, with no significant impact to the consolidated financial statements.

Recent Accounting Pronouncements Not Yet Adopted

In February 2016, the FASB issued Accounting Standards Update (ASU) No. 2016-02, *Leases*. ASU No. 2016-02 was issued to increase transparency and comparability among entities. Lessees will need to recognize nearly all lease transactions (other than leases that meet the definition of a short-term lease) on the statement of financial position as a lease liability and a right-of-use asset (as defined). Lessor accounting under the new guidance will be similar to the current model. ASU No. 2016-02 is effective for fiscal years beginning after December 15, 2021. Upon adoption, lessees and lessors will be required to recognize and measure leases at the beginning of the earliest period presented using a modified retrospective approach, which includes a number of optional practical expedients that entities may elect to apply. The Organization has determined the impact this standard will have on its consolidated financial statements in fiscal year 2023 and beyond as immaterial.

During June 2016, the FASB issued ASU No. 2016-13, *Measurement of Credit Losses on Financial Instruments*. ASU No. 2016-13 requires financial assets measured at amortized cost to be presented at the net amount expected to be collected, through an allowance for credit losses that is deducted from the amortized cost basis. The measurement of expected credit losses is based on relevant information about past events, including historical experience, current conditions and reasonable and supportable forecasts that affect the collectability of the reported amount. ASU No. 2016-13 (as amended) is effective for annual periods December 15, 2022 (fiscal year 2024). The Organization is currently assessing the effect that ASU No. 2016-13 (as amended) will have on its consolidated financial statements.

National Marrow Donor Program and Subsidiaries

Notes to Consolidated Financial Statements

September 30, 2022 and 2021

3. Liquidity and Availability of Financial Resources

As part of the Organization's liquidity management, the Organization structures its financial assets to be available as its general expenditures, liabilities and other obligations come due. In addition, the Organization invests cash in excess of daily requirements in short-term investments.

The following reflects the Organization's financial assets as of the balance sheet date available for general use within one year. These amounts do not include items that have contractual or donor-imposed restrictions or internal designations that prevent them from being available for general expenditure within one year.

	<u>2022</u>	<u>2021</u>
Cash and cash equivalents	\$ 26,679	\$ 50,910
Short-term investments	281	272
Transplant center and other receivables, net of allowance	46,354	43,687
Contract receivables	18,156	21,358
Pledges receivable due within one year	1,274	1,196
Long-term investments	116,469	150,918
Less cash, cash equivalents, investments and pledges receivable due within one year restricted or designated for endowment purposes	<u>(4,542)</u>	<u>(5,550)</u>
Financial assets available within the next year	<u>\$ 204,671</u>	<u>\$ 262,791</u>

Excluded from financial assets available within the next year in the table above are investments designated by the Board of Directors for endowment purposes of \$2,848 and \$3,609 as of September 30, 2022 and 2021, respectively, which could be made available for general expenditure as approved by the Board.

4. Property and Equipment

A summary of the cost of property and equipment and the related accumulated depreciation and amortization as of September 30, 2022 and 2021, is as follows:

	<u>2022</u>	<u>2021</u>
Software	\$ 75,131	\$ 53,832
Leased property	60,209	60,208
Furniture and equipment	22,360	21,654
Leasehold improvements	<u>9,619</u>	<u>6,639</u>
Total cost of assets placed in service	167,319	142,333
Less accumulated depreciation and amortization	(88,142)	(65,095)
Work in process	<u>2,672</u>	<u>11,943</u>
Property and equipment, net	<u>\$ 81,849</u>	<u>\$ 89,181</u>

Work in process as of September 30, 2022 includes the acquisition, development, installation, and implementation of computer hardware, packaged and customized computer software, leasehold improvements and furniture and equipment. The Organization's depreciation and amortization expense during the years ended September 30, 2022 and 2021, was \$17,080 and \$16,334, respectively.

National Marrow Donor Program and Subsidiaries

Notes to Consolidated Financial Statements
September 30, 2022 and 2021

5. Investments and Fair Value Measurements

The types of investments held as of September 30, 2022 and 2021 were as follows:

	<u>2022</u>	<u>2021</u>
Mutual funds	\$ 115,847	\$ 140,053
Domestic equity securities	837	4,322
Other securities, at cost	-	6,750
Cash and certificates of deposit, at cost	66	65
	<u>\$ 116,750</u>	<u>\$ 151,190</u>
Reported on the statements of financial position as:		
Short-term investments	\$ 281	\$ 272
Long-term investments	116,469	150,918
	<u>\$ 116,750</u>	<u>\$ 151,190</u>

Domestic equity securities represent the Program's program related investment of an unrelated entity.

Other securities represent the Program's program related investment in Series A and Series B preferred stock of an unrelated entity. As of September 30, 2022 and 2021, the Program owns 0.47% and 1.71% of the entity's outstanding shares, respectively, and does not have significant influence. The shares do not have a readily determinable fair market value; thus, the Organization values this investment at cost. Due to subsequent equity offerings indicating a significant decline in investment value, the related investment was written down to \$0 as of September 30, 2022. NMDP continues to own Series A & Series B shares. The Program's subsidiary BTMCS transferred those program related investments to the Program in fiscal year 2021.

The main purpose of the Organization's program-related investments is to further the program's tax-exempt purpose of the Program. The production of income or the appreciation of the assets is not a significant purpose.

The summary of the investment return for the years ended September 30, 2022 and 2021, is as follows:

	<u>2022</u>	<u>2021</u>
Interest income, net	\$ 6,331	\$ 2,904
Realized (loss)/gain on investments	(9,816)	3,089
	(6,658)	5,993
Change in unrealized (depreciation)/appreciation on investments	(27,967)	11,473
Total investment (loss)/return	<u>\$ (34,625)</u>	<u>\$ 17,466</u>

National Marrow Donor Program and Subsidiaries

Notes to Consolidated Financial Statements

September 30, 2022 and 2021

Fair Value of Financial Instruments

The Organization values its financial assets and liabilities in accordance with FASB ASC 820, *Fair Value Measurements and Disclosures*, that establishes a three-tier fair value hierarchy. Level 1 provides the most reliable measure of fair value, while Level 3 requires significant management judgment. Considerable judgment may be required in interpreting market data used to develop the estimates of fair value. Accordingly, the estimates presented herein are not necessarily indicative of the amounts that could be realized in a current market exchange. The use of different market assumptions and/or estimation methodologies may have a material effect on the estimated fair value. The levels are defined as follows:

Level 1 - Inputs are quoted prices (unadjusted) in active markets for identical assets or liabilities that the reporting entity can access at the measurement date.

Level 2 - Inputs other than quoted prices included in Level 1 that are observable for the asset or liability, either directly or indirectly. This includes quoted prices for similar assets or liabilities in active markets, quoted prices for identical or similar assets or liabilities in markets that are not active, inputs other than quoted prices that are observable for the asset or liability or market-corroborated inputs.

Level 3 - Inputs are unobservable for the asset or liability. Unobservable inputs reflect the assumptions that market participants would use in pricing the asset or liability (including assumptions about risk) using the best information available in the circumstances, which may include using the reporting entity's own data.

Asset Valuation Techniques

Mutual funds and domestic equity securities are valued at the closing price reported in the active market in which the individual funds and securities are traded and are recorded within Level 1 in the valuation hierarchy.

Deferred compensation funds are comprised of mutual funds and money market funds and are recorded within Level 1 in the valuation hierarchy.

A financial instrument's categorization within the valuation hierarchy is based upon the lowest level of input that is significant to the fair value measurement.

National Marrow Donor Program and Subsidiaries

Notes to Consolidated Financial Statements

September 30, 2022 and 2021

There have been no changes in the valuation methodologies used on September 30, 2022 and 2021.

Financial assets measured at fair value on a recurring basis as of September 30, 2022 and 2021, by type of inputs applicable to the fair value measurements, are summarized as follows:

	2022			
	Level 1	Level 2	Level 3	Total
Mutual funds:				
Domestic equities	\$ 38,494	\$ -	\$ -	\$ 38,494
International equities	18,227	-	-	18,227
Fixed income	59,126	-	-	59,126
Total mutual funds	115,847	-	-	115,847
Domestic equity securities	837	-	-	837
Deferred compensation funds	4,431	-	-	4,431
Total assets measured at fair value	<u>\$ 121,115</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 121,115</u>
	2021			
	Level 1	Level 2	Level 3	Total
Mutual funds:				
Domestic equities	\$ 46,877	\$ -	\$ -	\$ 46,877
International equities	24,252	-	-	24,252
Fixed income	68,924	-	-	68,924
Total mutual funds	140,053	-	-	140,053
Domestic equity securities	4,322	-	-	4,322
Deferred compensation funds	5,462	-	-	5,462
Total assets measured at fair value	<u>\$ 149,837</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 149,837</u>

National Marrow Donor Program and Subsidiaries

Notes to Consolidated Financial Statements

September 30, 2022 and 2021

6. Long-Term Debt

A summary of long-term debt as of September 30, 2022 and 2021, is as follows:

	<u>2022</u>	<u>2021</u>
Restaurant loan, net of unamortized discount	\$ 198	\$ 263
Less current maturities of long-term debt	<u>(70)</u>	<u>(70)</u>
Long-term portion	<u>\$ 128</u>	<u>\$ 193</u>

In 2015, the Organization entered into an agreement with Bon Appetit Management Co. to operate a restaurant within its coordinating center. The agreement's terms provided that Bon Appetit would provide a \$700 noninterest bearing ten-year loan (Restaurant Loan) to fund certain improvements to the premises. The Organization has recorded a discount associated with the loan to reflect imputed interest at 1.7%, representing the Organization's borrowing rate at inception of the loan. The loan proceeds were issued in September 2015 with a final maturity date of November 2025.

On September 30, 2022, maturities of long-term debt for each of the fiscal years ending September 30, 2023 to 2025, are as follows:

Years ending September 30:	
2023	\$ 70
2024	70
2025	<u>63</u>
Total	203
Unamortized discount	<u>(5)</u>
Total	<u>\$ 198</u>

Capital Leases

On October 15, 2013, NMDP entered into a lease agreement for a location on the west side of downtown Minneapolis, adjacent to Target Field. The office building is the coordinating center of the Organization with lease payments beginning on January 1, 2016. The term of the lease is 15 years with cumulative base rent payments approximating \$84,288. The Organization can extend the lease term for three more periods of seven years each. The Organization recorded the capital lease asset and capital lease obligation in 2016 at the beginning of the lease term in the amount of \$60,209, which approximates the present value of the minimum lease payments incurred during the lease term.

National Marrow Donor Program and Subsidiaries

Notes to Consolidated Financial Statements

September 30, 2022 and 2021

The future lease obligation relating to the coordinating center and other ancillary office equipment capital leases are as follows:

Years ending September 30:		
2023	\$	5,685
2024		5,702
2025		5,806
2026		5,922
2027		6,040
Thereafter		<u>19,927</u>
Total		49,082
Less amounts representing interest		<u>(8,254)</u>
Total	\$	<u>40,828</u>

The Organization incurred \$1,927 and \$1,963 of interest costs during the years ended September 30, 2022 and 2021, respectively.

7. Federal Contracts and Cooperative Agreements

Federal contracts and cooperative agreements revenues are based on the terms of the specific contracts and cooperative agreements designed to cover qualified expenses, as defined. Federal contracts and cooperative agreements revenues for the years ended September 30, 2022 and 2021, were as follows:

	<u>2022</u>	<u>2021</u>
HRSA contracts	\$ 30,792	\$ 19,727
Navy grants	17,434	14,258
MCW sub-award agreements, Other	6,184	6,217
MCW sub-award agreements, Blood and Marrow Transplant Clinical Trials Network	2,774	6,431
NIH agreements	<u>725</u>	<u>928</u>
	<u>\$ 57,909</u>	<u>\$ 47,561</u>

In September 2017, HRSA awarded two contracts to the Organization with a one-year base period of performance (September 30, 2017 to September 29, 2018) and four one-year options (spanning from September 30, 2019 to September 29, 2022). The two contracts awarded are to operate the Single Point of Access-Coordinating Center (#HSH250201700007C) and Office of Patient Advocacy (#HSH250201700005C). The two base contracts and their subsequent option years maintain a similar level of funding in total as provided under the previous HRSA contracts.

In September 2022, HRSA awarded two contracts to the Organization with a one-year base period of performance (September 29, 2022 to September 28, 2023) and four one-year options (spanning from September 29, 2023 to September 28, 2027). The two contracts awarded are to operate the Single Point of Access-Coordinating Center (#75R60222C00008) and Office of Patient Advocacy (#75R60222C00009). The two base contracts and their subsequent option years provide an increased level of funding in total compared to the previous HRSA contract.

As of September 30, 2022, the Organization has been awarded \$37,481 of federal contracts and cooperative agreements that have not been recognized in the consolidated financial statements as recognition is conditional upon occurrence of certain qualified expenditures.

National Marrow Donor Program and Subsidiaries

Notes to Consolidated Financial Statements

September 30, 2022 and 2021

8. Retirement Plan

The Organization sponsors a defined contribution retirement plan (the Retirement Plan) for all employees. Contributions to the Retirement Plan are based on 6% of participant gross wages, plus an additional 5.7% of a participant's gross wages more than the maximum FICA taxable wage base up to \$290 and \$285 for the years ended September 30, 2022 and 2021, respectively. In 2021, the NMDP announced changes to this plan that would allow all employees to be eligible for this contribution as long as they were active as of the end of the plan year. A participant is vested immediately. The Organization's contributions to the Retirement Plan were \$8,647 and \$6,182 for the years ended September 30, 2022 and 2021, respectively.

9. Deferred Compensation and Supplemental Benefits Plans

The Organization offers its officers, senior vice presidents, vice presidents, and directors a 457(b) deferred compensation plan (the Plan) created in accordance with applicable provisions of the Internal Revenue Code. The Plan permits employees to defer a portion of their compensation until future years. The accumulated deferred compensation balance is not available to employees until termination, retirement, death or unforeseeable emergency. All amounts of compensation deferred under the Plan, and all income attributable to those amounts, are (until paid or made available to the employee or other beneficiary) solely the property of the Organization, and the Organization has all the related rights of ownership (not restricted to the payment of benefits under the Plan), subject only to the claim of the Organization's general creditors. Participants' rights under the Plan are equal to those of general creditors of the Organization in an amount equal to the fair market value of the deferred account for each participant. The related assets and liabilities are reported at fair market value based on quoted market prices and are included within deferred compensation funds and deferred compensation payable in the consolidated statements of financial position.

The Organization offers a supplemental benefits plan (the Supplemental Plan) for its officers, senior vice presidents and vice presidents. All Supplemental Plan participants received \$750,000 in life insurance, long-term disability and long-term care insurance. The supplemental plan was created in accordance with applicable provisions of the Internal Revenue Code (IRC Sec 7702) whereby after-tax contributions into the plan accumulate without taxation and may be distributed without taxation using a combination of tax-free withdrawals and loans. Contributions will result in current income taxation. Plan balances are personally owned by the plan participants immediately and are not subject to a risk of forfeiture; as such, the plan assets are not recorded on the Organization's consolidated financial statements.

10. Restricted Net Assets and Designated Net Assets

Donor restricted net assets as of September 30, 2022 and 2021, were available for the following purposes:

	<u>2022</u>	<u>2021</u>
Foundation and Mexico:		
Blood stem cell donor recruitment	\$ 2,811	\$ 2,248
Patient assistance	1,956	2,042
Research & Patient Assistance, restricted in perpetuity	1,695	1,941
Awareness and other	643	860
Research, purpose restricted	99	2,068
	<u>\$ 7,204</u>	<u>\$ 9,159</u>

National Marrow Donor Program and Subsidiaries

Notes to Consolidated Financial Statements

September 30, 2022 and 2021

Designated Net Assets

In June 2018, the Foundation Board of Directors (Foundation Board) voted to match new contributions to an endowment up to \$3,000 in principle. The Foundation board-designated net assets as of September 30, 2022 and 2021 were \$2,848 and \$3,609, respectively, which includes both principal and earnings thereon. As of September 30, 2022, \$196 remains to meet the \$3,000 match.

11. Commitments and Contingencies

Litigation and Unasserted Claims

The Organization is involved in various legal proceedings or has unasserted claims incidental to its business. While the outcome of these claims is not presently determinable, it is the opinion of management that the ultimate resolution of these claims will not have a material adverse effect on the consolidated financial position or results of operations of the Organization. The Organization included within the consolidated financial statements their best estimate of the liability relating to such items where the loss is probable and estimable. Results could differ from those estimates.

Self-Insurance

The Organization is self-insured for employee health and dental insurance claims with a stop loss limit of \$125 per member for health claims and \$1 or \$1.5 per member for dental claims depending on the employee elected plan. A liability is recorded with respect to unasserted claims based on actual claims to date. The estimated liability for health claims was \$1,455 and \$1,317 as of September 30, 2022 and 2021, respectively. The estimated liability for dental claims was \$36 and \$39 as of September 30, 2022 and 2021, respectively. Results could differ from those estimates.

CLEAR was incorporated to insure the Program's blood stem cell donors. The policy issued by CLEAR in existence during 2022 and 2021 is an occurrence-based insurance policy with coverage provided at \$1,000 per occurrence with no aggregate limit. In addition, CLEAR provided coverage over the primary layer for \$10,000 over \$1,000 per occurrence and no annual aggregate limit. CLEAR purchased 100% reinsurance with a rated reinsurer in support of the excess limits of liability offered. A liability is recorded with respect to current claims and unasserted claims based on actual claims to date and actuarial studies of estimated future liabilities for such claims. The estimated liability for these claims was \$1,079 and \$1,399 as of September 30, 2022 and 2021, respectively and is included in accrued expenses on the consolidated statements of financial position. Results could differ from those estimates.

CLEAR also provided an employee health insurance stop loss layer between \$125 and \$250. The estimated liability for stop loss claims was \$704 and \$497 as of September 30, 2022 and 2021, respectively.

Lease Commitments

The Organization leases space and office equipment under noncancelable operating leases with expiration dates through fiscal 2032. Total rent expense under all operating lease agreements was \$724 and \$866 for the years ended September 30, 2022, and 2021, respectively. Rent expense is recorded within occupancy in the consolidated statements of functional expenses.

National Marrow Donor Program and Subsidiaries

Notes to Consolidated Financial Statements

September 30, 2022 and 2021

The future minimum lease obligation under noncancelable operating lease agreements as of September 30, 2022, were as follows:

Years ending September 30:		
2023	\$	622
2024		355
2025		355
2026		355
2027		355
Thereafter		<u>1,396</u>
Total	\$	<u>3,438</u>

12. Endowment

The Foundation's endowment consists of an individual pooled fund established to support the mission. The endowment will include both contributor-restricted endowment funds and matching funds designated by the Foundation Board to function as endowments. As required by U.S. generally accepted accounting principles, net assets associated with endowment funds, including funds designated by the Foundation Board as endowments, are classified and reported based on the existence or absence of contributor-imposed restrictions.

Interpretation of Relevant Law

The Foundation Board has interpreted the Minnesota enacted version of the Uniform Prudent Management of Institutional Funds Act (UPMIFA) as allowing the Foundation to appropriate for expenditure or accumulate so much of an endowment fund as the Foundation determines is prudent for the uses, benefits, purposes and duration for which the endowment fund is established, subject to the intent of the contributor as expressed in the gift instrument. The Foundation Board has determined it is prudent to preserve the original gift as of the gift date of the contributor-restricted endowment funds absent explicit contributor stipulations to the contrary. The Foundation classifies as with donor restricted net assets (a) the original value of the gifts contributed to the endowment, (b) the original value of subsequent gifts to the endowment and (c) accumulations to the endowment made in accordance with the direction of the applicable contributor gift instrument at the time the accumulation is added to the fund. The remaining portion of a contributor-restricted endowment fund that is not classified as held in perpetuity until those amounts are appropriated for expenditure by the Foundation through the Foundation Board's approval of the annual budget, which is inclusive of the spending rate for its endowment funds established pursuant to the Foundation's spending policy. See Note 2 for further information on net asset classifications.

National Marrow Donor Program and Subsidiaries

Notes to Consolidated Financial Statements
September 30, 2022 and 2021

Endowment net assets as of September 30, 2022 were as follows:

	<u>Without Donor Restrictions</u>	<u>With Donor Restrictions</u>	<u>Total</u>
Contributor-restricted	\$	\$ 1,695	\$ 1,695
Board-designated	2,848		2,848
Total endowment net assets	<u>\$ 2,848</u>	<u>\$ 1,695</u>	<u>\$ 4,542</u>

Endowment net assets as of September 30, 2021, were as follows:

	<u>Without Donor Restrictions</u>	<u>With Donor Restrictions</u>	<u>Total</u>
Contributor-restricted	\$	\$ 1,941	\$ 1,941
Board-designated	3,609		3,609
Total endowment net assets	<u>\$ 3,609</u>	<u>\$ 1,941</u>	<u>\$ 5,550</u>

Changes in endowment net assets for the year ended September 30, 2022, are as follows:

	<u>Without Donor Restrictions</u>	<u>With Donor Restrictions</u>	<u>Total</u>
Beginning balance, October 1	\$ 3,609	\$ 1,941	\$ 5,550
Contributions			
Spending policy appropriation	(130)	(42)	(172)
Investment income and unrealized gains (net of fees)	(632)	(205)	(837)
Ending balance, September 30	<u>\$ 2,848</u>	<u>\$ 1,695</u>	<u>\$ 4,542</u>

Changes in endowment net assets for the year ended September 30, 2021, are as follows:

	<u>Without Donor Restrictions</u>	<u>With Donor Restrictions</u>	<u>Total</u>
Beginning balance, October 1	\$ 3,240	\$ 1,859	\$ 5,099
Contributions	50	50	100
Spending policy appropriation	(131)	(69)	(200)
Investment income and unrealized gains (net of fees)	450	101	551
Ending balance, September 30	<u>\$ 3,609</u>	<u>\$ 1,941</u>	<u>\$ 5,550</u>

Funds With Deficiencies

Sometimes, the fair value of assets associated with individual contributor-restricted endowment funds may fall below the original value of the gifts contributed to each endowment fund. In accordance with GAAP, such deficiencies are reported in net assets with donor restrictions. If an endowment unit's fund balance falls below 80% of the principal value, spending would be ceased until the restoration of the principal value. As of September 30, 2022 and 2021, there were no such deficiencies.

National Marrow Donor Program and Subsidiaries

Notes to Consolidated Financial Statements

September 30, 2022 and 2021

Return Objectives and Risk Parameters

The Foundation's investment policy applies to investment holdings as well as endowment assets. The investment policy strives to provide a source of income for spending that is stable and predictable from year-to-year, while seeking to preserve capital, maintain the purchasing power of the endowment assets and prudently earn the highest possible rate of return consistent with the Foundation's ability to accommodate risk. The Foundation Board has adopted a spending policy for endowment assets with the same goals as the investment policy.

Strategies Employed for Achieving Objectives

To satisfy its long-term rate-of-return objectives, the Organization relies on a total return strategy in which investment returns are achieved through both capital appreciation (realized and unrealized) and current yield (interest and dividends). The Organization targets a diversified asset allocation including asset classes such as public equities, fixed income, and alternative assets to achieve its long-term return objectives within prudent risk constraints.

Spending Policy and How the Investment Objectives Relate to Spending Policy

The Foundation designates only a portion of the endowment cumulative investment return for support of current operations; the remainder is retained to support operations of future years and to offset potential market declines. The Foundation Board has approved a spending policy to appropriate a distribution during each fiscal year of an amount per endowment unit calculated at a rate 4.5% to 5% of the average endowment value per endowment unit from the preceding 16 quarters. A spending policy appropriation was made in fiscal year 2022 and 2021. In developing its spending policy, the Foundation considered certain of the following factors which it determines relevant:

1. The duration and preservation of the fund
2. The purposes of the Foundation and the donor-restricted endowment fund
3. General economic conditions
4. The possible effect of inflation and deflation
5. The expected total return from income and the appreciation of investments
6. Other resources of the Foundation
7. The investment policies of the Foundation

National Marrow Donor Program and Subsidiaries

Consolidating Schedule of Financial Position Information

September 30, 2022

(In Thousands)

	<u>NMDP</u>	<u>BTMCS</u>	<u>BTMF</u>	<u>CLEAR</u>	<u>BTMAS</u>	<u>BTMM</u>	<u>Eliminations</u>	<u>Consolidated</u>
Assets								
Current Assets								
Cash and cash equivalents	\$ 17,019	\$ 2,500	\$ 1,772	\$ 1,123	\$ 762	\$ 3,503	\$ -	\$ 26,679
Short-term investments	-	-	281	-	-	-	-	281
Receivables:								
Transplant center and other receivables, net	51,466	127	-	190	-	5	(5,434)	46,354
Contract receivables	17,966	-	190	-	-	-	-	18,156
Pledges receivable	-	-	1,274	-	-	-	-	1,274
Prepaid expenses and other	9,856	15	75	12	-	68	-	10,026
Total current assets	96,307	2,642	3,592	1,325	762	3,576	(5,434)	102,770
Long-Term Investments	141,398	-	9,810	3,086	-	-	(37,825)	116,469
Property and Equipment	80,076	1,773	-	-	-	-	-	81,849
Deferred Compensation Funds	4,431	-	-	-	-	-	-	4,431
Long-Term Pledges Receivable	-	-	2,099	-	-	-	-	2,099
Other Assets	2,705	12	-	-	20	-	-	2,737
Total assets	<u>\$ 324,917</u>	<u>\$ 4,427</u>	<u>\$ 15,501</u>	<u>\$ 4,411</u>	<u>\$ 782</u>	<u>\$ 3,576</u>	<u>\$ (43,259)</u>	<u>\$ 310,355</u>
Liabilities and Net Assets								
Current Liabilities								
Accounts payable	\$ 12,700	\$ 144	\$ 116	\$ 1,179	\$ -	\$ 88	\$ (1,192)	\$ 13,035
Accrued expenses	32,297	899	1,675	3,132	35	170	(4,242)	33,966
Accrued compensation and benefits	34,082	396	833	-	-	123	-	35,434
Current maturities of long-term debt	-	-	-	-	70	-	-	70
Current maturities of long-term capital lease	3,863	-	-	-	-	-	-	3,863
Refundable advances and deferred revenue	2,500	-	-	-	-	-	-	2,500
Total current liabilities	85,442	1,439	2,624	4,311	105	381	(5,434)	88,868
Deferred Compensation Payable	5,720	-	-	-	-	-	-	5,720
Long-Term Debt	-	-	-	-	128	-	-	128
Long-Term Capital Lease	36,966	-	-	-	-	-	-	36,966
Total liabilities	128,128	1,439	2,624	4,311	233	381	(5,434)	131,682
Net Assets	<u>196,789</u>	<u>2,988</u>	<u>12,877</u>	<u>100</u>	<u>549</u>	<u>3,195</u>	<u>(37,825)</u>	<u>178,673</u>
Total liabilities and net assets	<u>\$ 324,917</u>	<u>\$ 4,427</u>	<u>\$ 15,501</u>	<u>\$ 4,411</u>	<u>\$ 782</u>	<u>\$ 3,576</u>	<u>\$ (43,259)</u>	<u>\$ 310,355</u>

National Marrow Donor Program and Subsidiaries

Consolidating Schedule of Financial Position Information

September 30, 2021

(In Thousands)

	<u>NMDP</u>	<u>BTMCS</u>	<u>Subtotal</u>	<u>BTMF</u>	<u>CLEAR</u>	<u>BTMAS</u>	<u>BTMM</u>	<u>Eliminations</u>	<u>Consolidated</u>
Assets									
Current Assets									
Cash and cash equivalents	\$ 41,400	\$ 1,366	\$ 42,766	\$ 5,371	\$ 1,541	\$ 596	\$ 636	\$ -	\$ 50,910
Short-term investments	-	-	-	272	-	-	-	-	272
Receivables:									
Transplant center and other receivables, net	46,187	174	46,361	-	26	-	27	(2,727)	43,687
Contract receivables	21,071	-	21,071	287	-	-	-	-	21,358
Pledges receivable	-	-	-	1,196	-	-	-	-	1,196
Prepaid expenses and other	9,585	-	9,585	294	3	-	141	-	10,023
Total current assets	118,243	1,540	119,783	7,420	1,570	596	804	(2,727)	127,446
Long-Term Investments	161,847	-	161,847	11,742	3,449	-	-	(26,120)	150,918
Property and Equipment	87,196	1,985	89,181	-	-	-	-	-	89,181
Deferred Compensation Funds	5,462	-	5,462	-	-	-	-	-	5,462
Long-Term Pledges Receivable	-	-	-	2,123	-	-	-	-	2,123
Other Assets	2,973	12	2,985	-	-	20	-	-	3,005
Total assets	<u>\$ 375,721</u>	<u>\$ 3,537</u>	<u>\$ 379,258</u>	<u>\$ 21,285</u>	<u>\$ 5,019</u>	<u>\$ 616</u>	<u>\$ 804</u>	<u>\$ (28,847)</u>	<u>\$ 378,135</u>
Liabilities and Net Assets									
Current Liabilities									
Accounts payable	\$ 37,765	\$ 187	\$ 37,952	\$ 319	\$ 985	\$ 7	\$ 65	\$ -	\$ 39,328
Accrued expenses	22,862	228	23,090	69	3,851	22	229	(2,727)	24,534
Accrued compensation and benefits	24,897	317	25,214	612	-	-	132	-	25,958
Current maturities of long-term debt	-	-	-	-	-	70	-	-	70
Current maturities of long-term capital lease	3,607	-	3,607	-	-	-	-	-	3,607
Refundable advances and deferred revenue	3,058	-	3,058	-	-	-	-	-	3,058
Total current liabilities	92,189	732	92,921	1,000	4,836	99	426	(2,727)	96,555
Deferred Compensation Payable	5,736	-	5,736	-	-	-	-	-	5,736
Long-Term Debt	-	-	-	-	-	193	-	-	193
Long-Term Capital Lease	40,811	-	40,811	-	-	-	-	-	40,811
Total liabilities	138,736	732	139,468	1,000	4,836	292	426	(2,727)	143,295
Net Assets	236,985	2,805	239,790	20,285	183	324	378	(26,120)	234,840
Total liabilities and net assets	<u>\$ 375,721</u>	<u>\$ 3,537</u>	<u>\$ 379,258</u>	<u>\$ 21,285</u>	<u>\$ 5,019</u>	<u>\$ 616</u>	<u>\$ 804</u>	<u>\$ (28,847)</u>	<u>\$ 378,135</u>

National Marrow Donor Program and Subsidiaries

Consolidating Schedule of Activities Information

Year Ended September 30, 2022

(In Thousands)

	<u>NMDP</u>	<u>BTMCS</u>	<u>BTMF</u>	<u>CLEAR</u>	<u>BTMAS</u>	<u>BTMM</u>	<u>Eliminations</u>	<u>Consolidated</u>
Revenues and Gains								
Search and procurement fees	\$ 413,598	\$ 1,322	\$ -	\$ -	\$ -	\$ -	\$ (1,560)	\$ 413,360
Federal contracts and cooperative agreements	57,909	-	-	-	-	-	-	57,909
Contributions	23,045	-	14,173	-	-	1,157	(6,072)	32,303
Other	1,714	2	-	1,687	-	-	(2,440)	963
Total revenues and gains	496,266	1,324	14,173	1,687	-	1,157	(10,072)	504,535
Expenses								
Program services	409,823	4,020	16,844	673	-	3,786	(9,562)	425,584
Management and general	93,883	77	1,034	1,918	375	1,348	(342)	98,293
Fundraising	-	-	1,543	-	-	147	(168)	1,522
Total expenses	503,706	4,097	19,421	2,591	375	5,281	(10,072)	525,399
Excess (deficiency) of revenues and gains over expenses	(7,440)	(2,773)	(5,248)	(904)	(375)	(4,124)	-	(20,864)
Other Income (Expenses) and Other Changes								
Loss on disposal of asset	(634)	(44)	-	-	-	-	-	(678)
Investment return, net	(32,122)	-	(2,160)	(343)	-	-	-	(34,625)
Total other income and expenses	(32,756)	(44)	(2,160)	(343)	-	-	-	(35,303)
Increase (decrease) in net assets before transfers to subsidiaries	(40,196)	(2,817)	(7,408)	(1,247)	(375)	(4,124)	-	(56,167)
Transfer to subsidiaries	-	3,000	-	1,164	600	6,941	(11,705)	-
Increase (decrease) in net assets	(40,196)	183	(7,408)	(83)	225	2,817	(11,705)	(56,167)
Net Assets, Beginning	236,985	2,805	20,285	183	324	378	(26,120)	234,840
Net Assets, Ending	\$ 196,789	\$ 2,988	\$ 12,877	\$ 100	\$ 549	\$ 3,195	\$ (37,825)	\$ 178,673

National Marrow Donor Program and Subsidiaries

Consolidating Schedule of Activities Information

Year Ended September 30, 2021

(In Thousands)

	<u>NMDP</u>	<u>BTMCS</u>	<u>BTMF</u>	<u>CLEAR</u>	<u>BTMAS</u>	<u>BTMM</u>	<u>Eliminations</u>	<u>Consolidated</u>
Revenues and Gains								
Search and procurement fees	\$ 371,540	\$ 811	\$ -	\$ -	\$ -	\$ -	\$ (780)	\$ 371,571
Federal contracts and cooperative agreements	47,561	-	-	-	-	-	-	47,561
Contributions	20,151	-	21,951	-	-	1,128	(11,505)	31,725
Other	76	-	-	1,761	-	-	(1,761)	76
Total revenues and gains	<u>439,328</u>	<u>811</u>	<u>21,951</u>	<u>1,761</u>	<u>-</u>	<u>1,128</u>	<u>(14,046)</u>	<u>450,933</u>
Expenses								
Program services	385,398	3,199	12,397	1,665	-	4,007	(13,602)	393,064
Management and general	77,307	50	1,123	177	364	401	(234)	79,188
Fundraising	-	-	1,331	-	-	221	(210)	1,342
Total expenses	<u>462,705</u>	<u>3,249</u>	<u>14,851</u>	<u>1,842</u>	<u>364</u>	<u>4,629</u>	<u>(14,046)</u>	<u>473,594</u>
Excess (deficiency) of revenues and gains over expenses	<u>(23,377)</u>	<u>(2,438)</u>	<u>7,100</u>	<u>(81)</u>	<u>(364)</u>	<u>(3,501)</u>	<u>-</u>	<u>(22,661)</u>
Other Income (Expenses) and Other Changes								
Investment return, net	15,803	-	1,499	164	-	-	-	17,466
Increase (decrease) in net assets before transfers to subsidiaries	(7,574)	(2,438)	8,599	83	(364)	(3,501)	-	(5,195)
Transfer to subsidiaries	-	(7,537)	-	-	600	2,765	4,172	-
Increase (decrease) in net assets	<u>(7,574)</u>	<u>(9,975)</u>	<u>8,599</u>	<u>83</u>	<u>236</u>	<u>(736)</u>	<u>4,172</u>	<u>(5,195)</u>
Net Assets, Beginning	<u>244,559</u>	<u>12,780</u>	<u>11,686</u>	<u>100</u>	<u>88</u>	<u>1,114</u>	<u>(30,292)</u>	<u>240,035</u>
Net Assets, Ending	<u>\$ 236,985</u>	<u>\$ 2,805</u>	<u>\$ 20,285</u>	<u>\$ 183</u>	<u>\$ 324</u>	<u>\$ 378</u>	<u>\$ (26,120)</u>	<u>\$ 234,840</u>