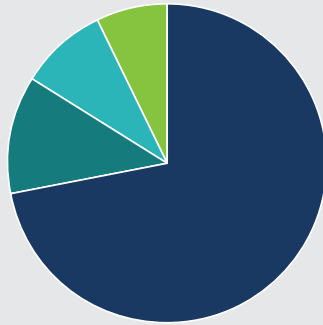


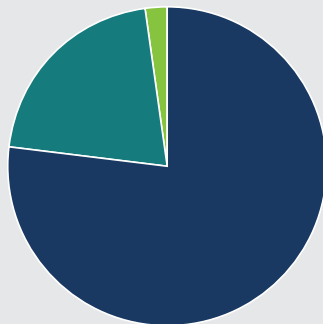
# FINANCIAL SUMMARY

## FRED HUTCHINSON CANCER RESEARCH CENTER FISCAL YEAR 2014



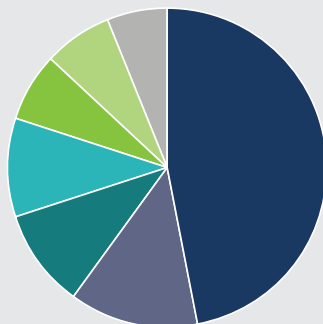
### OPERATING REVENUES FISCAL YEAR 2014

|                                 |                      |              |
|---------------------------------|----------------------|--------------|
| ■ Research Grants and Contracts | <b>\$313,692,000</b> | <b>[72%]</b> |
| ■ Other Income                  | <b>52,453,000</b>    | <b>[12%]</b> |
| ■ Net Contributions             | <b>37,980,000</b>    | <b>[9%]</b>  |
| ■ Investment Income             | <b>31,385,000</b>    | <b>[7%]</b>  |



### OPERATING EXPENSES FISCAL YEAR 2014

|                                 |                      |              |
|---------------------------------|----------------------|--------------|
| ■ Program Services - Research   | <b>\$323,844,000</b> | <b>[77%]</b> |
| ■ Facilities and Administration | <b>88,381,000</b>    | <b>[21%]</b> |
| ■ Fundraising                   | <b>8,257,000</b>     | <b>[2%]</b>  |



### SOURCES OF CONTRIBUTIONS FISCAL YEAR 2014

|                                      |            |
|--------------------------------------|------------|
| ■ Major Gifts                        | <b>47%</b> |
| ■ Planned Giving                     | <b>13%</b> |
| ■ Corporate and Foundation Relations | <b>10%</b> |
| ■ Annual Giving                      | <b>10%</b> |
| ■ Gifts of \$10K - \$49K             | <b>7%</b>  |
| ■ Obliteride                         | <b>7%</b>  |
| ■ Events                             | <b>6%</b>  |

*Fiscal year 2014 numbers are preliminary and unaudited  
Rounded to the nearest \$1,000*

# THE POWER OF PHILANTHROPY

## FEDERAL SUPPORT IS SHRINKING



The National Institutes of Health budget for U.S. biomedical research decreased **8.7%** over the past three fiscal years [a **13.2%** drop after adjusting for inflation].

## FRED HUTCH FEELS THE IMPACT



Fred Hutch received **\$25.3** million less in NIH grants [approximately **7.4%** reduction] in FY14 than in FY12.

## YOUR DONATIONS HELP CLOSE THE GAP



Fred Hutch benefactors contributed **\$16.5** million more in FY14 than in FY12 [a **37.4%** increase].

# OUR COMMUNITY'S REACH

## IN SEATTLE AND BEYOND



Fred Hutch employees ..... **2,697**

Volunteers ..... **1,500**

Study participants ..... **25,000**

Donors ..... **31,202**

## ONLINE AND SOCIAL



Facebook likes ..... **13,700**

Twitter followers ..... **10,600**

Website visitors per year ..... **1.15 million**