Never be afraid to help.

Philip Baker
Chairman of LifeSouth’s Board of Directors
1975 - 2019
**Our Mission**

**Save lives.**

To provide a safe blood supply that meets or exceeds the needs in each community we serve, and to provide a variety of services in support of ongoing and emerging blood and transfusion-related activities.

**Our Vision**

**Relentless Compassion.**

*To be a vital and prominent member of our communities* known for meeting the needs of the entire community, incomparable customer service and unwavering employee excellence.

*To develop our communities’ blood supply* by increasing blood donations from both new and existing blood donors and optimizing component yields from each donation.

*To be an employer of choice* by providing a work environment that continually reiterates and reinforces the value of each employee’s role and offers opportunities for employee development and growth.

*To be recognized* as a provider of the safest and highest quality blood components and services by engaging in unrelenting and continuous improvement in our methods and procedures.

**Our Values**

**Safety**

We are responsible for the safety of our employees, our donors, our patients and our blood supply.

**Teamwork**

We work together with mutual respect, personal integrity, a spirit of cooperation and remarkable professionalism to meet our communities’ needs.

**A Difference**

We make a difference every day by connecting our donors to our patients.

**Reputation**

We provide ethical, honest and courteous service to ensure the goodwill of the community.

**Stewardship**

We efficiently manage our resources and our community blood supply.

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“Never be afraid to help” is an adage that Chairman of the Board Philip Baker lived by, frequently reminding and inspiring others to do the same. This year we lost Phil, who helped build the organization that became LifeSouth Community Blood Centers and served as chairman of our board of directors until his death in May 2019. Phil’s relentless compassion made it possible for LifeSouth to fulfill our lifesaving mission. It is in his memory that we continue to grow and improve our processes to allow even more potential donors to take that crucial first step: deciding to help.

Our donors, the community members who host our blood drives, and our dedicated hospital partners make life possible for someone in need. Phil’s message reminds us that we are truly connected by our need for blood; we all depend on one another to ensure that it is there when we need it. Blood donation is an act of true altruism, one that serves as a reminder of our capacity for empathy and kindness. All over the world, millions of people owe their lives to someone who wasn’t afraid to help.

Phil’s lifetime of dedication has made an immeasurable difference, not only in the communities we serve, but within LifeSouth. He leaves a legacy of selfless service that is at the heart of our mission and will continue to inspire and shape our organization for years to come. In the coming year, I urge you to remember Phil’s relentless compassion when you receive a phone call reminding you that you’re eligible to donate, pass a LifeSouth bloodmobile or your organization hosts a blood drive. Patients in your community need you. Don’t be afraid to help. Say yes.

Nancy Eckert
President and Chief Executive Officer

“The impact of Phil’s leadership and support cannot be overstated. LifeSouth’s culture is imprinted with his sense of community giving and inherent kindness toward others.”
LifeSouth helps more than 650 cities in Florida, Georgia and Alabama.
Hospitals We Help

Alabama
- Athens-Limestone Hospital
- Atmore Community Hospital
- Baptist Medical Center East
- Baptist Medical Center South
- Birmingham VA Medical Center
- Brookwood Medical Center
- Bullock County Hospital
- Children’s Hospital of Alabama
- Citizens Baptist Medical Center
- Community Hospital Tallassee
- Coosa Valley Medical Center
- Crenshaw Community Hospital
- Crestwood Medical Center
- Cullman Regional Medical Center
- Dale Medical Center
- DCH Regional Medical Center
- Decatur Morgan Decatur Campus
- Decatur Morgan Parkway Campus
- EAMC-Lanier
- East Alabama Medical Center
- North Alabama Medical Center
- Elmore Community Hospital
- Evergreen Medical Center
- Fayette Medical Center
- Flowers Hospital
- Gadsden Regional Medical Center
- Georgiana Medical Center
- Grandview Medical Center
- Grove Hill Memorial Hospital
- Helen Keller Hospital
- Huntsville Hospital
- Huntsville Hospital for Women & Children
- Jack Hughston Hospital
- Jackson Hospital
- Jackson Medical Center
- Lake Martin Community Hospital
- Lakeland Community Hospital
- Lawrence Medical Center
- Madison Hospital
- Manderson Cancer Center
- Marshall Medical Center North
- Marshall Medical Center South
- Medical Center Barbour Hospital
- Medical Center Enterprise
- Mizell Memorial Hospital
- Mobile Infirmary Medical Center
- Monroe County Hospital
- North Baldwin Infirmary
- Northport Medical Center
- Pickens County Medical Center
- Prattville Baptist Hospital
- Princeton Baptist Medical Center
- Providence Hospital
- Regional Medical Center Anniston
- RMC Stringfield Memorial Hospital
- Russellville Hospital
- Shelby Baptist Medical Center
- Shoals Hospital
- Southeast Alabama Medical Center
- Springhill Memorial Hospital
- St. Vincent’s Birmingham
- St. Vincent’s Blount
- St. Vincent’s East
- St. Vincent’s St. Clair
- Tanner Medical Center
- East Alabama Thomas Hospital
- UAB Hospital-Highlands
- UAB Medical West
- University of Alabama at Birmingham Hospital
- USA Children’s & Women’s Hospital
- USA Medical Center
- Walker Baptist Medical Center
- Whitfield Memorial Hospital
- Wiregrass Medical Center

Georgia
- Atlanta VA Medical Center
- Barrow Regional Medical Center
- Children’s Healthcare of Atlanta at Egleston
- Children’s Healthcare of Atlanta at Scottish Rite
- Emory Johns Creek Hospital
- Emory Saint Joseph’s Hospital
- Emory University Hospital Midtown
- Grady Health System
- Gwinnett Medical Center
- Habersham Medical Center
- HealthSouth Rehabilitation Hospital of Newnan
- Higgins General Hospital
- Martin Army Community Hospital
- Medical Center of Central Georgia
- Northeast Georgia Medical Center
- Northside Hospital
- Northside Hospital - Forsyth
- Piedmont Atlanta Hospital
- Piedmont Henry Hospital
- Piedmont Newton General Hospital
- SGMC Berrien Campus
- SGMC Lanier Campus
- South Georgia Medical Center
- Tanner Medical Center/Carrolton
- Tanner Medical Center/Villa Rica
- Warm Springs Medical Center
- Wellstar Atlanta Medical Center
- Wellstar Atlanta Medical Center - South Campus
- Wellstar Cobb Hospital
- Wellstar Kennestone Hospital
- Wellstar North Fulton Hospital
- Wellstar Spalding Regional Medical Center
- Wellstar Sylvan Grove Hospital
- Wellstar West Georgia Medical Center

Florida
- Baptist Heart Hospital
- Baptist Medical Center Beaches
- Baptist Medical Center Jacksonville
- Baptist Medical Center Nassau
- Baptist Medical Center South
- Bayfront Health Brooksville
- Bayfront Health Spring Hill
- Brooks Rehabilitation Hospital
- Citrus Memorial Hospital
- Lake Butler Hospital / Hand Surgery Center
- Lake City Medical Center
- Lake City VA Medical Center
- Malcom Randall VA Medical Center
- Memorial Hospital Jacksonville
- North Florida Reception Center Hospital
- North Florida Regional Medical Center
- Oak Hill Hospital
- Orange Park Medical Center
- Putnam Community Medical Center
- Seven Rivers Regional Medical Center
- Shands Lake Shore Regional Medical Center
- Shands Live Oak Regional Medical Center
- Shands Starke Regional Medical Center
- St. Francis Hospital
- UF Health Shands Cancer Hospital
- UF Health Shands Children’s Hospital
- UF Health Shands Hospital
- Wolfson Children’s Hospital

Board of Directors

As of September 2019

LifeSouth Community Blood Centers is governed by a volunteer board of directors. This group of dedicated community leaders provides guidance that enables us to fulfill our mission.

Reeves Byrd Jr.
Vice Chairman
Preferred Management Investments, Inc.*

Jim Kelly Jr., CPA
Treasurer
UF Health

Ron Spitznagel, EdD
Secretary
Consultant and Expert Witness

Owen Bailey
USA Women & Children’s

Don Barbee Jr., JD
Circuit Judge
Hernando County

Jeremy Blair
WellStone

Michael Briddell
City of Montgomery

Gary Brooks
BBI Construction Management, Inc.

Dan Bundy
Southern States Bank

Michael Corrigan Jr.
Visit Jacksonville

Avis Craig
Key Training Center

F. Kayser Enneking, MD
UF College of Medicine

Kristi Fultz-Butts
Centers for Disease Control and Prevention

Michael Lukowski, MD
UF Health*

Tonya Raines
Chick-fil-A

Jeff Rains
Baptist Medical Center East

Michael Reinhardt
Lexus/Toyota

Will Shafer
University of Florida*

Carl Smith
Huskers

Rob Smith
HealthGroup of Alabama*

Rick Staub
InterMed Biomedical Services, Inc.

Luke Standefer
DCH Health System

Kerri Stewart
JEAGary Brooks

Wendi Taylor
Global Youth Food Project, Inc.

Jansen Voss, JD
Christian & Small, LLP

Merrick Wilson
Homewood City Schools

Emeritus Board Members

Philip Baker
Herb Bevis, PhD
John Mallory
Perry McGriff Jr.
Gary Moody, JD
Don Rothwell, PhD
Everett Scroggie Jr.
Mike Wofford
*retired
Prior to regulation, many blood banks paid donors for their blood, but by the 1970s, blood banks around the country began to transition to entirely volunteer donor systems. In 1974, government regulations brought an end to paid donations for transfusion use. It was in 1974 that the Civitan Club in Gainesville, Fla. was asked to start a community blood bank to support the blood needs of four area hospitals. Although the Civitan Club was not the biggest club in town, it did hold a unique position – it was the only group that agreed to the request.

Philip Baker was part of the original group that accepted that challenge. They numbered fewer than 30 members, eight of whom left the group, declining to be part of a project they considered destined to fail. Phil was one of twelve members who signed a note backing the $50,000 loan with personal funds to get the organization started. When his community needed him, Phil was not afraid to help. On August 28, 1974, the Civitan Regional Blood Center opened its doors. A building contractor, Phil oversaw the construction of LifeSouth’s first Gainesville donor center in 1979. Forty-five years later, LifeSouth supplies blood components to 138 hospitals.

Phil served as chairman of the board of directors for the organization, which became LifeSouth Community Blood Centers, until his death in May 2019.

Phil was an impassioned advocate for blood donation and donated gallons throughout his lifetime. His courage in taking the leap of faith needed to bring a volunteer blood center to his community made blood donation possible for so many people and gave countless others a chance at life.
Active Inventory Management

There is no time to collect blood in an emergency. For patients to survive, LifeSouth must ensure that hospitals already have the blood they need, when they need it. We are committed to effectively managing our hospitals’ blood inventories, resulting in reduced waste, lower costs and better patient care. We can make this commitment because we:

- Establish a minimum inventory for all blood components and ensure those levels are maintained at each hospital we serve.
- Rotate inventory, allowing components which would otherwise expire to be distributed throughout the community, helping lower costs to hospitals.
- Communicate often, anticipating blood needs and delivering as-needed, providing the highest level of customer service to our hospitals.
- Collect and process blood in each community we serve, ensuring that blood components are available when they are needed.

Therapeutic Apheresis

LifeSouth’s therapeutic apheresis program provides procedures following the American Society for Apheresis (ASFA) guidelines for treating a variety of conditions. Our skilled physicians and nurses provide consultation to medical facilities. As true partners, we are there when needed, providing 24/7 comprehensive service to local hospitals for these procedures:

- White blood cell and platelet depletion for leukemia and thrombocytosis
- Red cell exchanges for sickle cell disease
- Plasma exchanges for kidney and autoimmune diseases, neurologic conditions and organ transplant rejections

LifeSouth provides therapeutic apheresis to:

UF Health Shands Hospital • Gainesville, FL
North Florida Regional Medical Center • Gainesville, FL
Malcom Randall VA Medical Center • Gainesville, FL
Baptist Medical Center • Jacksonville, FL
Orange Park Medical Center • Jacksonville, FL
Memorial Hospital • Jacksonville, FL
The Cord Blood Cycle of Life

Mother arrives at the hospital to deliver her baby.

Mother gives written consent to allow LifeSouth to collect her cord blood.

The cord blood is collected, samples from the mother are drawn for testing and she completes a medical history.

For expecting mothers, helping is as easy as signing a few forms. Donating cord blood is a simple way to make a difference for someone in need. Cord blood, the blood remaining in the umbilical cord and placenta after a baby is born, is rich with blood-forming cells. Diseases such as leukemia and sickle cell disease can be treated with a cord blood transplant. LifeSouth partners with several organizations to advance cord blood research and therapies, including:

- Centers for Disease Control
- Emory University
- M.D. Anderson Cancer Center
- Duke University
- Marcus Foundation
- University of Florida

In 2019, LifeSouth:

- Made 117 units available on the cord blood registry
- Shipped 9 cord blood units for transplant
- LifeSouth has shipped a total of 237 cord blood units for transplant all over the world

The medical professionals who collect the cord blood are a vitally important part of the lifesaving process. Nurses and physicians work each day to collect umbilical cord blood from newborns at:

- Baptist Medical Center East
- Baptist Medical Center South
- Brookwood Medical Center
- East Alabama Medical Center
- Gwinnett Medical Center
- Jackson Hospital
- Jackson Memorial Hospital
- North Florida Regional Medical Center
- Piedmont Henry Hospital
- Regional Medical Center Anniston
- UF Health Shands Hospital

Cord blood units that meet transfusion criteria are added to the international registry and made available to patients all over the world.

If the cord blood unit meets criteria, it is processed and cryogenically frozen in liquid nitrogen.

If the cord blood does not meet criteria, it is supplied to our research partners to help save lives.
The Challenges of Helping

Many factors reduce the number of available and transfusable components that LifeSouth is able to collect and test. Finding a rare antigen match relies on a large and diverse donor base to find components compatible with each rare donor. Maintaining and establishing a large, diverse donor base is complicated by the number of people willing and eligible to donate and the unique needs of our rare patients that require additional donor testing to find compatible blood.

Not sure whether you can donate blood?
FDA regulations for blood donation change frequently. Even if you have been unable to donate in the past, please ask us if you are eligible now.

Our IRL must test at least 3,200 LifeSouth donors to find one donor that matches the needs of one rare patient.

Rare units are needed for patients with cancer, sickle cell disease, and blood disorders like thalassemia.

The search for a rare unit begins with a rare patient in need. LifeSouth must review its available donor base to find a match.

Total U.S. population

Only 10 percent of the eligible population donates blood annually.

Approximately 20% of those who donate blood are eliminated due to:
- Travel
- Medical history
- Low iron
- Disease testing
- HLA antibody testing

There are 8 blood types and 36 different antigen types.
A patient may have multiple antibodies that further complicates the chances of matching a donor’s antigens.

= 8 donors
This year, LifeSouth partnered with 12 other community blood centers to form a donor testing lab cooperative. The National Blood Testing Cooperative (NBTC) enables community-based blood centers to take control of their blood testing needs by providing quality testing services to its members. The NBTC allows community blood centers to aggregate their volumes and gain access to the lower pricing generally provided to only larger-scale testing operations. By bringing testing back in-house, LifeSouth is taking control of a fundamental aspect of providing blood services to our hospital partners. Additionally, working with 12 other like-minded community blood centers creates exciting partnership opportunities across the nation.

Operational preparations to open a laboratory in Atlanta, Ga. began in late 2018. LifeSouth will manage, operate and staff the donor testing lab on behalf of NBTC. Working closely with our blood center partners, LifeSouth is working hard to prepare the lab for testing by installing and validating equipment, drafting and validating standard operating procedures, hiring and training staff, and preparing for multiple inspections. The new Atlanta lab will have the capacity to test approximately 1.5 million donors annually. Thirteen standardized disease tests will be performed for each donor, along with a handful of other ancillary and confirmatory testing. The testing of donor samples is expected to begin in January 2020.

The community blood center owners of NBTC are:

Cascade Regional Blood Services
Central Pennsylvania Blood Bank
Community Blood Center of the Ozarks
Kentucky Blood Center
LifeServe Blood Center
LifeShare Blood Centers
LifeSouth Community Blood Centers
Mississippi Valley Regional Blood Center
Shepeard Community Blood Center
Stanford Blood Center
Suncoast Blood Bank
The Blood Center
We Are Blood

This new cooperative business model approach provides a strategic opportunity to blood center owners and/or members by providing a level of control for a major, core function of our blood center operations.

Nancy Eckert
President and CEO
LifeSouth Community Blood Centers
President
National Blood Testing Cooperative
For patients with cancer, sickle cell disease, and blood disorders like thalassemia, the need for blood is year-round. Their treatments require regular transfusions of special antigen-matched units of blood. These patients fight their diseases 365 days a year, and so do we.

LifeSouth’s 365 Movement is about matching donors with patients. Our goal is to find and identify donor matches for patients who require regular transfusions of antigen-matched blood.

LifeSouth’s immunohematology reference laboratories test for 36 antigens and send an average of 400 special red blood cell units a week to hospitals we serve in Florida, Georgia, and Alabama. Our outreach program schedules donors with special antigen profiles to give at specific times throughout the year. This proactive approach ensures that blood is consistently available for patients when they need it.

Helping Every Day
The 365 Movement

How to Help
Donate blood. LifeSouth performs extended molecular testing on more than 25,000 donors per year to identify donors with special antigen profiles. You could be one of them.

Host a LifeSouth blood drive. Hosting a drive at your organization, business, church or school is a great way to increase the number of donors we can test and help more patients in need.

Spread the word. Share your donation story and encourage friends to give blood at #IAm365.

How Antigen Matching Works

Antibodies are “Y-shaped” proteins produced by the immune system to fend off foreign substances. These invaders are typically viruses, bacteria, or other non-self material. Antigens are proteins and carbohydrates attached to the surface of red blood cells. The patient’s immune system may respond to the donor’s antigens as foreign and attack the transfused blood causing a life-threatening reaction. To avoid this, our laboratories carefully pair the patient and donor to prevent antibody and antigen conflicts.

SAUs Shipped Per Year

<table>
<thead>
<tr>
<th>Year</th>
<th>2015</th>
<th>2017</th>
<th>2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>SAUs</td>
<td>8,602</td>
<td>15,600</td>
<td>19,313</td>
</tr>
</tbody>
</table>
Elijah suffers from sickle cell disease, and relies on blood transfusions from Rare Donors. Having the same antigen profile reduces the chance of the patient developing antibodies that could cause transfusion complications.

New donor gives blood with LifeSouth.

The hospital informs LifeSouth that a patient is in need of special antigen-matched blood.

LifeSouth tests blood and identifies those with certain specific antigen profiles as Rare Donors.

Rare Donor is contacted and encouraged to join LifeSouth’s Rare Donor program.

LifeSouth’s Rare Donor program identifies antigen matches and asks donors to commit to donating throughout the year for their matched patient.

Rare Donor gives blood with LifeSouth for their matched patient in need.

Rare Friends Help Rare Patients
How Blood Reaches a Patient

Rashad is a Rare Donor who gives blood regularly for his matched patient.

LifeSouth delivers the blood to the patient’s hospital.

Elijah suffers from sickle cell disease, and relies on blood transfusions from Rare Donors.
Medical Laboratory Observer Magazine named LifeSouth a recipient of their Lab of the Year award. The award was based on a submission that included reference workups, transfusion services, molecular testing and product quality control.

LifeSouth opened an immunohematology reference lab (IRL) in Jacksonville’s First Coast region. The lab performs antibody testing for patient compatibility, oversees inventory control of rare units and ensures these units are transported to hospitals when patients are in need.

In May 2019, LifeSouth’s IRL services earned accreditation from the American Association of Blood Banks.

LifeSouth opened its new Valdosta donor center in October 2018. The facility will help serve patients at South Georgia Medical Center, where LifeSouth has provided 100 percent of blood needed since 2016.

The Gainesville IRL helped facilitate the transportation of an antigen-matched unit of blood for a patient in France. The unit was extremely rare: less than 0.1 percent of the population is negative for the combination of antigens required. The process, which took a month to complete, required coordination between LifeSouth, France’s Ministry of Health and world couriers.

In fiscal year 2019, LifeSouth shipped 954 vials of CD34 cells, 854 fresh cord blood units and 52 frozen cord blood units for research. The number of units and vials of CD34 cells sent for research continues to increase. For example, for the first eight months of calendar year 2019, 1339 vials of CD34 were shipped for research versus the last eight months of calendar year 2018 where 289 vials of CD34 cells were shipped.
Exceptional Drives and Donors

Why I’m Not Afraid to Help

When Tim and Erica Wadleigh began planning their wedding registry, Erica’s mother, LifeSouth corporate administrative assistant Nancy Goertz, had an idea. “She asked if I would be interested in doing a blood drive and giving guests the option of donating instead of a gift,” said Erica. “We thought it was a great idea!”

Erica and Tim’s wedding invitation informed attendants that a LifeSouth bloodmobile would be on site and asked that, in lieu of a gift, guests commit to donating blood. “Everyone was surprised, but they all loved it,” said Erica. One couple who could not attend even promised to give at their local donor center in New England.

Of the 50 guests in attendance, 11 registered to give. The kindness shown by the couple and their guests on a day celebrating the beginning of their life together also helped give new beginnings to patients in need.

It’s hard not to want to help. I was raised that you do whatever you can to give back.

In 2011, Angeleck Williams of Decatur, Alabama saw a woman on Facebook who celebrated her own birthday by hosting a blood drive. It gave her an idea. Eight birthdays later, Angeleck has helped LifeSouth collect more than 600 units of blood. Her birthday party blood drive at the local LifeSouth donor center includes food and door prizes donated by local businesses.

The drive has become a tradition for many community members, many of whom begin asking Angeleck about it months before the event. This year’s goal was 49 blood donors for her 49th birthday, which she surpassed by more than double with a total of 116 donors.

Angeleck says that the drive is a fun way to get past the nerves that come with donating for the first time. “We get a lot of first-timers, and I’m always so impressed with people who will come out and try to get over their fear,” she said. “We have so much fun, so maybe you don’t think about the needle. I hope it gets people over their nervousness of giving.”

We give so that people can live. It’s so important that we all do what we can.
Tyne Berry is no stranger to the importance of blood donation. As a LifeSouth donor services team leader, Tyne sees the impact it makes for local patients, but she never thought she would be one of them.

Tyne had been feeling unwell for more than a year. After several visits to her doctor, the cause of her illness was still not identified. One day at work, she began to feel dizzy. A visit to the emergency room revealed a stomach ulcer that was causing internal bleeding and she was sent immediately to the ICU. Tyne spent two months there and was placed on a ventilator while undergoing treatment for lung and heart infections. Throughout her treatment, she received 15 units of blood.

She has since returned to work and says her experience has given her a renewed appreciation for the generosity of donors. “I would say thank you to the people that gave blood to save my life. I’m very appreciative of everyone that donates.”

You’ve saved me a countless number of times. I’m really grateful.

Why Help Is Needed

Mia Adams has lived with the impact of sickle cell disease her entire life. She was diagnosed with the disease at just six weeks old.

Mia learned about sickle cell disease at a young age. At age four during a hospitalization, four-year old Mia asked her mother why she had to have IVs in her arms and feet. “I remember asking my mom what was going on,” said Mia. “She said I had a blood disorder that makes me sick.” To fight the effects of the disease, Mia receives blood every three to six months. To date, she has had more than 20 blood transfusions.

“I feel like blood isn’t donated enough. It should be given more often. It’s more than just me that needs it. Just a pint or two can save someone’s life.” Mia says that she’s thankful for LifeSouth’s blood donors. “I just really want to thank whoever has been donating blood and helping me,” she said.

You just never think that you’re going to need it until it happens to you.
**Why Help Is Needed**

At two years old, Dikari Joseph began to exhibit symptoms like poor appetite and lethargy. At a visit to the ER, he was diagnosed with sickle cell disease, a hereditary disorder that can cause inflammation, dehydration, anemia and severe chronic pain. It affects my daily life,” he said. “Some days are just better than others. It’s a daily struggle.”

Dikari has received multiple transfusions of blood and platelets during his treatment. He encourages those thinking of donating for the first time to consider the impact it can have on someone’s life. “If someone were scared to donate blood, I would say to do it,” he said. “You never know whose life you might change.”

Dikari appreciates the blood donors and LifeSouth staff for making his treatment possible. “I think LifeSouth has a great calling. I know they’ve saved my life once or twice. I’m grateful.”

You gave me a chance to continue to live life to the fullest and seize every moment.

A checkup became a life-threatening revelation for 3-year-old Anna Reece Reeves when doctors discovered a mass on her kidney. A biopsy revealed that she had stage 2 Clear Cell Sarcoma, a rare pediatric cancer. Anna Reece underwent 30 weeks of radiation and chemotherapy, finishing her treatment in June 2019 with no evidence of remaining sarcoma.

During Anna Reece’s treatment, she received ten blood transfusions to treat the serious side effects of chemotherapy. “It makes a big difference in her energy level and her overall wellness,” said Gina. “If it weren’t for the transfusions, Anna Reece couldn’t go on with the treatment that is saving her life.”

Gina says that seeing firsthand how vital blood donation is has changed how she feels about giving blood. “Since Anna Reece’s diagnosis, I have met so many kids who depend on monthly transfusions to stay alive. It has opened my eyes tremendously to the need for blood donations,” she said.

“If you’re thinking of giving blood, don’t hesitate. It makes a huge difference.”
Statement of Operational Activities
(in Thousands of Dollars)

Revenues Relative To:

<table>
<thead>
<tr>
<th>Revenue Source</th>
<th>$</th>
<th>%</th>
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</thead>
<tbody>
<tr>
<td>Blood Components &amp; Services</td>
<td>87,125</td>
<td>97%</td>
</tr>
<tr>
<td>Other Income</td>
<td>3,153</td>
<td>3%</td>
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<tr>
<td><strong>Total Revenue</strong></td>
<td>$ 90,278</td>
<td>100%</td>
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Expenses Relative To:

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<th>$</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Donor Recruitment</td>
<td>1,947</td>
<td>2%</td>
</tr>
<tr>
<td>Blood Collection &amp; Distribution</td>
<td>34,721</td>
<td>39%</td>
</tr>
<tr>
<td>Laboratory</td>
<td>22,384</td>
<td>25%</td>
</tr>
<tr>
<td>General &amp; Administrative</td>
<td>26,695</td>
<td>30%</td>
</tr>
<tr>
<td>Depreciation &amp; Amortization</td>
<td>4,243</td>
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<tr>
<td><strong>Total Expenses</strong></td>
<td>$ 89,990</td>
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Statement of Financial Position
(in Thousands of Dollars)

Assets:

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<tr>
<th>Asset Type</th>
<th>$</th>
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<tbody>
<tr>
<td>Current Assets</td>
<td>18,087</td>
<td>25%</td>
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<tr>
<td>Long Term Assets</td>
<td>45,361</td>
<td>64%</td>
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<tr>
<td>Other Assets</td>
<td>7,655</td>
<td>11%</td>
</tr>
<tr>
<td><strong>Total Assets</strong></td>
<td>$ 71,103</td>
<td>100%</td>
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Liabilities & Net Assets

<table>
<thead>
<tr>
<th>Liability Type</th>
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<th>%</th>
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<tbody>
<tr>
<td>Current Liabilities</td>
<td>11,947</td>
<td>16%</td>
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<tr>
<td>Long Term Debt</td>
<td>20,050</td>
<td>29%</td>
</tr>
<tr>
<td>Net Assets</td>
<td>39,106</td>
<td>55%</td>
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<tr>
<td><strong>Total Liabilities &amp; Net Assets</strong></td>
<td>$ 70,253</td>
<td>100%</td>
</tr>
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</table>

Percent of Donations by State

- FL 30%
- AL 57%
- GA 13%

Percent of Revenue by State

- AL 48%
- GA 11%
- FL 41%