

LifeSouth Community Blood Centers'
Five Points of Life Foundation
2017 Annual Report



MISSION

The Five Points of Life Foundation commits to increasing lifesaving donations through leadership in education, partnerships, awareness and advocacy on the five ways to share life: blood, apheresis, bone marrow, umbilical cord blood and organs and tissues.

WHAT WE DO AND WHY



Annually, we teach more than 25,000 students about lifesaving blood donation because:

- Every two seconds somebody needs blood.
- Only 10 percent of those eligible to donate blood do so.
- Blood cannot be made artificially.



The curriculum includes hands-on activities that teach students about blood components and the apheresis process because:

- Platelets are used for cancer patients and heart surgery.
- Plasma helps trauma and burn patients, transplant recipients and patients with clotting disorders.
- Platelets only last five days so donations are always needed.



We partner with LifeCord, a public cord blood bank licensed by the FDA because:

- Cord blood can treat more than 80 diseases.
- Cord blood doesn't need to match as closely as bone marrow, making it easier to find a match.
- More people would donate cord blood if they knew it was free, painless and saves lives.



We host registry drives at all Five Points of Life events, adding potential marrow donors to the Be the Match Registry® because:

- Bone marrow and stem cells are used to treat more than 30,000 patients each year.
- 70 percent of patients have no donor match in their family.



We partner with Donate Life at our events and educate high school students on why to register as organ donors because:

- More than 120,000 people are waiting for an organ transplant.
- 30 people die each day waiting for an organ transplant.
- Bringing attention to the need for organ and tissue donation increases the number of registered donors.

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A Message from the CEO

The Five Points of Life Foundation supports education and initiatives for LifeSouth Community Blood Centers. Donating blood, platelets, bone marrow, umbilical cord blood and organs and tissues benefits the human race. Unfortunately, we never have enough lifesaving donations because people rarely understand the value of donation until they are touched by the gift of donation or lack thereof. The foundation funds education focused on the power of donation and initiatives to expand the availability of lifesaving blood products for patients in need. We work to ensure that whenever a patient needs a blood transfusion, organ transplant or stem cell transplant, the right match is available to save their life. Imagine a world where there is always enough blood and no wait lists for lifesaving organs and stem cells. Striving to reach this vision is what motivates the foundation every day.

Education and awareness are the answers. We teach the importance of donating blood, marrow, umbilical cord blood, organs and tissues because donating is vital to the health of a community. We do this through programs like Five Points of Life in the Classroom and Five Points of Life Kids Marathons. In addition, we organize several annual events in the Southeast focused on raising awareness and funds to support the foundation's mission.

We need your help to keep these education and awareness initiatives going. Please consider donating to the foundation today.

Nancy Eckert
Five Points of Life Foundation CEO
LifeSouth Community Blood Centers
President and CEO

YOUR DONATIONS HELP RAISE FUNDS FOR FOUR PROGRAMS

Thanks to the generous donations from corporations and individual donors, the Five Points of Life Foundation is able to fund projects that forward the mission to share life with others. These important initiatives are making a difference. Please contribute and help us create a world where there is always enough blood and no wait lists for lifesaving organs and stem cells.



KIDS MARATHON

The foundation covers entry fees and administrative costs for runners. Each child receives a medal and a kids marathon T-shirt.



IN THE CLASSROOM

The foundation funds the books that every student receives and the supplies for hands-on learning as they learn the science and social responsibility of donation through an interactive and enriching curriculum.



LIFECORD

The foundation raises funds for LifeCord equipment, education and awareness. New laboratory equipment, a clean room with increased storage capacity, and educational materials for expectant mothers are needed.



SICKLE CELL

The foundation's sickle cell program educates communities on the disease's impact on patients, how preventive measures can lessen its effects and ways to help by becoming a blood donor.

The Five Points of Life Foundation is a 501(c)3 public foundation dedicated to supporting the initiatives of LifeSouth Community Blood Centers. We rely on corporate donations, government funding, private foundations and individuals to support the following programs:



IN 2017, MORE THAN 4,500 CHILDREN PARTICIPATED IN FIVE POINTS OF LIFE KIDS MARATHONS.



Dothan
Mobile
Montgomery



Brooksville
Gainesville
Lecanto
Ocala



Atlanta
McDonough
Gainesville

KIDS MARATHONS

Five Points of Life Kids Marathons unite families and schools in an event focused on health, wellness and familiarizing the community with LifeSouth. Participation is free (or of minimal cost), funded by sponsors and supported by LifeSouth volunteers. During the 12-week program at local schools,

children run 25 miles incrementally, then complete the last 1.2 miles at the Kids Marathon. Each child receives a medal, pride in their accomplishment and the motivation to continue to exercise. In turn, each family learns about their community blood center and the importance of donation.



RACE WEEKEND

The foundation's signature annual event, the Five Points of Life Race Weekend, took place in February 2017. With several race lengths to choose from including a marathon, half marathon, marathon relay, 5K, and the 1.2 mile Kids Marathon there is a distance for every runner or walker. Race Weekend is made possible by LifeSouth's support, community sponsors and a team of more than 350 volunteers. It serves as a fundraiser and awareness raiser for the foundation. While each year

the number of participants grows, the Marathon Relay has experienced an 80% increase since it was introduced in 2010.

IN 2017, MORE THAN
2,150 PARTICIPANTS
TOOK TO THE STREETS
OF GAINESVILLE, FLA.
AND THE UNIVERSITY
OF FLORIDA CAMPUS.



The Five Points of Life Race Weekend was started by LifeSouth as a way to raise awareness of the five ways to share life with others through the donation of blood, apheresis, organ and tissue, marrow and cord blood. It originated as a cross-country bike ride in 1997 and transitioned to a marathon in 2006. The race weekend celebrated its 12th anniversary in 2017.



TO DATE, THE FIVE POINTS OF LIFE IN THE CLASSROOM PROGRAM HAS REACHED MORE THAN 145,500 CHILDREN IN ALABAMA, GEORGIA, AND FLORIDA.

IN THE CLASSROOM

The Five Points of Life in the Classroom program is taught by LifeSouth team members and volunteers at area schools. The program reaches children ages 5 to 18 through a STEM-based curriculum. It is free to schools and community groups, easy to teach

in one class period and explores the function of blood, marrow, stem cells and organs through hands-on interactive elements. It also teaches the social responsibility of donation and offers an opportunity for kids to encourage their families to donate blood.

LIFECORD

LifeSouth established a public cord blood bank in 1998 called LifeCord which was the first of its kind in the Southeast. Life-threatening diseases, such as leukemia or sickle cell disease can be treated with a cord blood transplant. LifeCord collects umbilical cord blood from newborns at 10 hospitals in

three states. LifeSouth received licensure from the FDA for cord blood manufacturing in June 2013 and is now one of only five cord blood banks nationwide licensed by the FDA. Support is needed to help us reach expectant mothers through educational programs and to expand cord blood processing and storage.

LIFECORD STEM CELLS
HAVE BEEN USED
FOR TRANSPLANTS
IN 29 STATES AND 17
FOREIGN COUNTRIES.

WITH THE SUPPORT OF GRIFOLS,
LIFECORD PUBLISHED **LITTLE BEAR'S
AMAZING GIFT**, A COLORFUL
CHILDREN'S BOOK THAT TELLS THE STORY
OF LITTLE BEAR, WHO SAVED A LIFE BY
DONATING UMBILICAL CORD BLOOD.





Kayla Ann Jernigan Atlanta, Ga.

When Kayla Ann Jernigan was born, her parents learned that they both carried the trait for sickle cell disease. Soon after, Kayla was diagnosed with the same hereditary blood disorder.

Kayla faced a difficult childhood living with the painful and often debilitating effects of sickle cell disease. She received her first blood transfusion at age eleven. Since then, she has received regular blood transfusions every few months. "For us, it's really vital," she said. "I'm ten times better Kayla. I feel like I can do everything when I have a blood transfusion. I feel like a regular person."

Now 24, Kayla is working toward becoming a nurse while still dealing with frequent hospitalizations. She also works with the Sickle Cell Consortium to educate the community about the disease. She says that without blood donors, it would not have been possible.

"IF I WAS UNABLE TO GET A BLOOD TRANSFUSION, I DON'T THINK I WOULD HAVE MADE IT. THANK YOU LIFESOUTH DONORS."

Bugg Family Gainesville, Fla.

Matt Bugg has worked at the Alachua County Sheriff's Office for 11 years, and he has consistently donated blood ever since he was able. On October 30, 2011, he was hit head-on by a drunk driver and needed a blood transfusion to save his life during surgery. His wife Laura became a blood donor immediately after Matt's accident. She had always been scared to donate before, but the transfusions that saved Matt's life convinced her to donate to help someone else.

"I just wish more people gave," said Matt. "It's such an easy, simple thing to do and

whenever there's a tragedy people line up to do it, but it would be nice to spread that giving out over the year."

"YOU NEVER KNOW WHEN YOU'RE GOING TO BE THE PERSON ON THE TABLE NEEDING BLOOD. YOU NEVER KNOW WHEN IT'S GOING TO BE YOU."



FACES OF FIVE POINTS



Jenny Dodson Montgomery, Ala.

Just three months after Jenny Dodson and her husband Rad were married, Jenny was diagnosed with stage three breast cancer.

During her chemotherapy, Jenny's doctors determined that she needed a blood transfusion. Fortunately, LifeSouth is only minutes from The Cancer Center in Montgomery. If she had to wait two or more days for blood, she would not be here today.

"I lay in bed thinking 'Who did that?' I wish those bags had names on them," said Jenny. "I could have made a phone call and said 'Do you realize how

much this has helped me? It saved my life.'"

Jenny has been in remission for six months and often volunteers at The Cancer Center. Thanks to LifeSouth blood donors, she is able to bring hope to others undergoing chemotherapy.

**"IT WAS VERY
HUMBLING.
SOMEBODY SAVED
MY LIFE. THAT'S
WHAT DONATING
BLOOD DOES."**

Cassidy Hall Anniston, AL

When Cassidy was born, she weighed just 5 pounds, four ounces. Her mother Matilda noticed that she was pale, lethargic and sleeping poorly. She brought Cassidy to the doctor, who learned that her iron was dangerously low. She needed an immediate blood transfusion.

That first night in the hospital, she required four transfusions. Matilda could see the difference. "She perked up immediately," she said. "She smiled at me and I knew that she would be okay."

Doctors diagnosed Cassidy with Diamond Blackfan Anemia, a blood disorder in which bone marrow does not make enough red blood cells that carry oxygen throughout the body.

Cassidy needs monthly blood transfusions as part of her treatment. Now two, Cassidy has had 36 transfusions. Seeing how blood donors saved her daughter's life has prompted Matilda and her family to donate blood. "Strangers have given us the last two years of our daughter's life," said Matilda.

**"BLOOD DONORS
HAVE MEANT ONE
MORE BIRTHDAY, ONE
MORE CHRISTMAS,
EVERY MONTH WITH
OUR PRECIOUS GIRL."**



THANK YOU FOR YOUR SUPPORT

The Five Points of Life Foundation greatly appreciates the support we receive from our donors, sponsors and volunteers.

\$100,000

LifeSouth Community Blood Centers

\$20,000 - \$35,000

Alachua County Tourism Development Committee

\$10,000 - \$19,999

Advantage Publishing
Buffalo Trace Distillery
UF Health
WCJB TV20 & The CW 10

\$5,000 - \$9,999

Gator Domino's Pizza
Oak Hill Hospital

\$1,000 - \$4,999

Baptist Health
BBVA Compass
Campus USA Credit Union
Children's Healthcare of Atlanta
Citrus County Education Foundation
Comcast
Cotton Images
Creative Testing Solutions
Eagles Landing Family Practice
Enterprise Holdings
Ford & Betancur Orthodontics
Gainesville Running and Walking
Gainesville Sports Commission
GRU
Harry's Seafood Bar & Grille
Heart of Florida Health Center
Jackson Lewis, PC
JB Bowles
Jerry Damson Honda
Jim & Nancy Eckert
Karen & Larry Stone
Kohl's
Kool Smiles
Markel Corporation
Marshall Medical Centers Foundation
Mike Schmitz Auto
Mo' Money
Morgan Stanley
Northwest Exterminators
Publix
Regional Medical Center
Reinhardt Motors
Renaissance Printing
RT Specialists
Scarborough Insurance
Shands Healthcare
Studio 32 Orthodontics
Ted Williams Museum
Tower Hill Insurance
UF Health Pediatrics
Waffle House
Weyer Haeuser
WHMA 95
WRUF-FM
WSFA Media
WTVY 4
WUFT-FM

\$500 - \$999

Alliance Credit Union
America's First Federal Credit Union
AutoZone
BB&T Bank
Burkhardt Sales & Service
Calypso Kettle Korn
Caton & Taylor Oral and Maxillofacial Surgery
Charity Golf International
Cilantro Tacos
Citrus Orthopedics & Joint Institute
Daniel Galasso
DRC Sports
Emily Ham & Phil Harrison
First Magnitude Brewing Company
Fit2Run
Flowers Hospital
Gainesville Health & Fitness
Gary Brooks & Terri Haskins
Huskers Café LLC
Ideal Image
Jackson Hospital
Jason Millard
Koss Ollinger & Co LLC
Partners in Pediatrics
Paul Grebe
Rockey's Dueling Piano Bar
Ronald & Connie Spitznagel
Saint Leo University
Southeast Alabama Medical Center
Target
TDC Entertainment
Terlep Chiropractic
Terumo
Unique Sheep
Walmart
WCA Waste Corporation
Well Care
Whiskey House
Windom, Gallihier & Associates
WITG 104.7
WOCA 96.3

Under \$500

AAA Roofing
Al Lugo Jr.
America Weather Star
Amerigas Propane
Archie & Barbara Stone
AutoMax of Ocala
B&G Security
Battery Source
Bene's Career Academy
Blue Cross Blue Shield
Brite Whitaker
Carleen Brock
Carol Batton

Carolyn Smith
Cayla's Coats
Chapman Orthodontics
Chelsea Maxwell
Chick-fil-a
Children's of Alabama
City of Brookhaven
Clarie Carlton
Clear Sound Audiology
Coca-Cola Bottling Company
Davis Family Hearing, Inc.
Deborah Labud
Dr. Jones Orthodontics
Dr. Juan Merayo Rodriguez
Duke Energy
Earth Fare
Edward Keith
Emmer Development Corporation
First Watch Café
FooSackly's
Gainesville Amateur Radio Society
Gainesville Area Rowing
Galen Unold
GIME Fitness
Glory 1330
Grahare Racing
Grandview Medical Center
Green Technologies
Greg Marusak & Doria Anselmo
Gwyn Galloway
Hernando County Community Anti Drug Coalition
Hernando County Fire Rescue
Hernando County Sheriff's Office
Holly's Bed & Biscuit Inn
Infirmary Health
International Specialty Underwriters
James Moon
Jamie Greenspan
Jefferson's Restaurant
Jim Skinner Honda
Joshua Guthrie
Karen Edwards
Kathleen Weinert
Kevin Lunsford
Kimberly Edwards
Kiwans Club of Weeki Wachee
Krisanne Russell
LIV Athletic
Mann for All Occasions
Marion County Continuity of Care
Masaryktown Community Center
Mike Scott's Plumbing
Modern Woodmen
Molly & Friends Cat Furniture
Momentum Church
Newberry Animal Hospital
Off the Griddle
Orangetheory Fitness
Palm Garden of Ocala

Papa John's
Pasco Hernando State College
Pediatric Healthcare
Raising Cones Chicken Fingers
River Bank & Trust
Rotary Club of Gainesville
Rotolo's Pizza
Run Hard Running Team
Run With It Quilts
Sarah Farrell
Seco Energy
Southern Blood Services
The Village Park at North Henry
University Air Center
VFW Veterans Village
Fort McCoy
Wind Creek Casino

Under \$100

Elizabeth & Alvin
Alsbrook
Kathy & Hugo Arce
Sharon Balanis
Shalonda Battle
Ryan Bennett
Koertni Blacketter
Illene Silverman-Budd & Harvey Budd
Sharon Carpenter
Edward Downey
Andre Ferraro
Joan Gowan
Faydra Henry
Melinda Hinds
Pamela Janssen
Penny Jarrard
Kevin Jenkins
Gary Kirkland
Kasandra Liao
Teale List
Stephen Mapp
Kailey Romine
W.J. Rossi
Ashley Serrano
Suzanne Silva
Amanda Skeels
Georgia Spanos
Harriet Stephen
Jody St. John
Megan Watkins
Stacey Williams
Sheila Zachow

IN MEMORY OF PERRY C. MCGRUFF JR.

Perry C. McGruff Jr. contributed to his community in many ways. He was a former mayor, county commissioner and state representative. He served as member of LifeSouth's board of directors for nearly 30 years and was the Chairman of the Five Points of Life Foundation. Perry died February 2, 2017 in his hometown of Gainesville, Fla.

Perry never stopped donating and never stopped trying to convince others to give. Perry's lifetime of dedication earned him the Larry Frederick Award from America's Blood Centers in 2000. In 2008, he was inducted into the Fenwall Blood Technologies Donation Hall of Fame. Perry left a legacy of donors and lifesavers for many years to come.



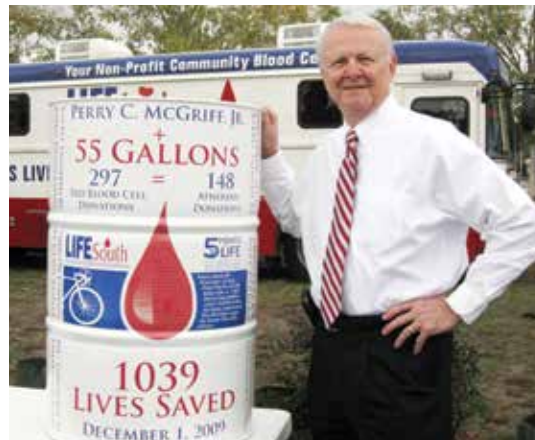
Perry helped found LifeSouth's Five Points of Life Foundation, which raises awareness of the five ways people can share life with others through the donation of blood, apheresis, marrow, organ and tissue and cord blood.



Perry developed the idea for a cross-country bike ride to share the stories of lives that had been saved by donation. On that ride and the six that followed, he shared the road for 14,650 miles with riders who were alive because someone had donated.



Perry was a committed advocate for blood donation. He began donating as a University of Florida student. He donated more than 67 gallons of blood in his lifetime.



OUR VOLUNTEERS MAKE A DIFFERENCE

Through the Five Points of Life Race Weekend and the Five Points of Life Kids Marathons, the foundation gives back to the community while helping kids get active. Volunteers make these important programs a reality. Race Weekend in Gainesville, Fla. requires a volunteer staff of 350 people who do everything from staffing the rest stops to providing medical assistance to the runners.

The kids marathons each require more than 25 volunteers, allowing Five Points to collaborate with dozens of schools and community organizations across Florida, Georgia and Alabama. That

network of connections helps us spread the word. Our volunteers become donation advocates, encouraging family members to sign up as marrow or organ donors. Kids tell their parents about cord blood and blood donation and organizations host blood drives.

City by city, we are making these vital connections, spreading the word about saving and sharing life through donation. We thank all our volunteers who make these programs possible. Our mission is made possible and advanced by all who join us.





FUNDRAISING EVENTS

The Five Points of Life Foundation held many fundraising events in 2017. Guests at the Taste for Life fundraiser enjoyed music, food, bourbon tasting, silent auction and a raffle for an exceptionally rare bottle of 1980 O.F.C. Bourbon Whiskey. The inaugural One-Miler in Gainesville, Fla. was a fun one mile fundraising run.

The Dueling for Life fundraiser was an exciting night of live music. The foundation also held golf tournaments in Gainesville, Fla. and Birmingham, Ala. Teams teed off while raising funds and awareness for the Five Points of Life Foundation.

Join in the fun!

Please consider participating or making a charitable contribution. **Like us on facebook for information on upcoming Five Points of Life events.**



WHO WE ARE

LEADERSHIP



Nancy Eckert, MT (ASCP) SBB
Chief Executive Officer



Brite Whitaker
Director of Outreach
and Communications

STAFF

Crystal Long
Implementation Coordinator

Chelsea Maxwell
Program Coordinator

FISCAL YEAR 2017 BOARD OF DIRECTORS



Romie Asher
Infirmiry Health



Gary Brooks
BBI Construction
Management



Jim Eckert
Retired
Alachua County
Sheriff's Office



Rodney Ford
U.S. Treasury
Department



Emily Ham
WestRock



Kelly Henderson
Kitchen and Spice



Lori Lewis
Flowers Hospital



Ronald Spitznagel, EdD
Consultant and
Expert Witness



Bruce Stechmiller, MD
UF Health



Milton D. Vickers
City of Miami

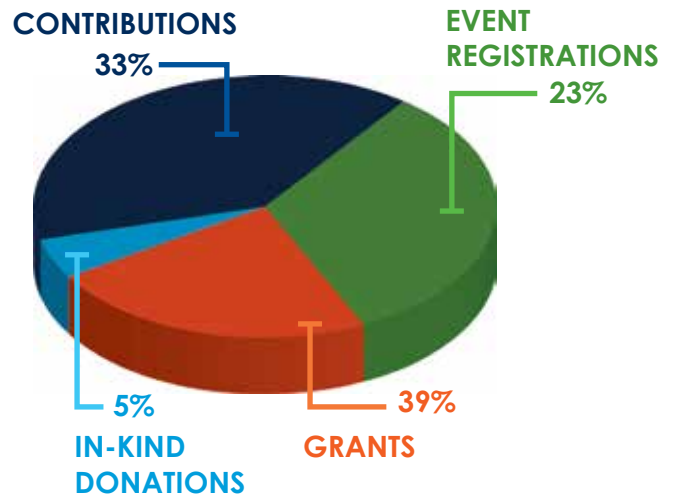


Dave Wagner
Folds & Walker, LLC

FINANCIALS

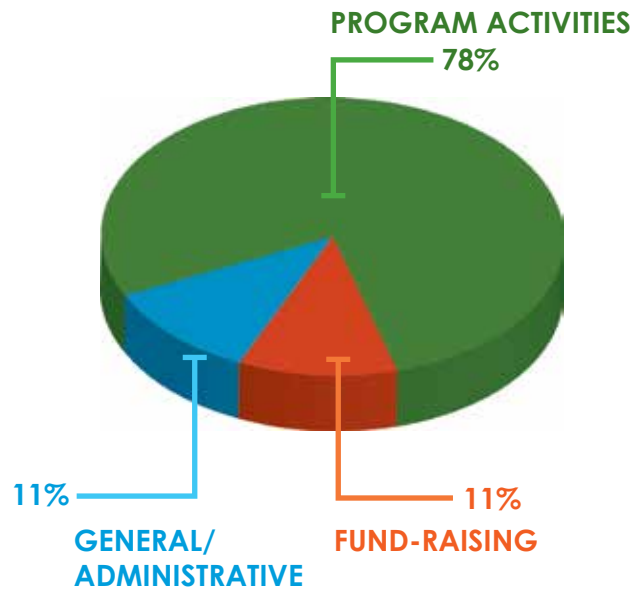
REVENUE

Grants	\$	130,416
Contributions	\$	113,359
Event Registrations	\$	78,889
In-Kind Donations	\$	16,127
Total Contributions	\$	338,791



EXPENSES

Program Activities	\$	267,348
General/ Administrative	\$	37,810
Fund-raising	\$	38,594
Total Expenses	\$	343,752



The most convenient way to give to the Five Points of Life Foundation is through fivepointsoflife.org.



Checks may be mailed directly to:
Five Points of Life Foundation
4039 Newberry Road
Gainesville, FL 32607



For more information about how to make an annual gift, major gift or planned gift or to learn how to volunteer at a Five Points of Life event, please contact Brite Whitaker at 352-224-1728 or bbwhitaker@lifesouth.org.



A Foundation of LifeSouth Community Blood Centers
Education.Awareness.Donation.

Five Points of Life Foundation

352-224-1728

www.fivepointsoflife.org

www.facebook.com/fivepointsoflife

4039 Newberry Road

Gainesville, FL 32607

