Together, we save lives.
**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 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.

**Table of Contents**

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It takes a community to save a life. At LifeSouth, we know that it takes many people working together to ensure a safe and adequate blood supply for our local patients. This year, LifeSouth focused on growing and strengthening the partnerships that make our lifesaving work possible. We continue to work toward determined growth and improvement that will allow us to reach more patients in need, function more efficiently and better serve our communities.

In fiscal year 2018, we:

• Expanded our operations to include Tuscaloosa, Ala. and Valdosta, Ga.
• Relocated to a new building in our Shoals region across the river from Sheffield to Florence, Ala.
• Celebrated the opening of our new Atlantic Coast District in Jacksonville, Fla.
• Opened a new drawing location at Baptist Medical Center in Jacksonville, Fla.

This year, we also assessed and improved the way we communicate with our donors by:

• Undergoing a total rebranding to ensure that we are communicating with a consistent voice and visual style that accurately represents our organization.
• Adopting HemaTerra’s HemaConnect program, which allows us to contact donors through multiple channels. Donors can use HemaConnect to make appointments online and view their donation history.
• Implementing the Computer Assisted Self Interview (CASI) which allows donors to answer pre-donation interview questions on a computer or tablet. CASI has improved accuracy, streamlined our process and enhanced our donor experience.

An especially active hurricane season made working together more important than ever.

• LifeSouth maintained service to our hospitals during Hurricane Irma with the help of our dedicated staff and the donors who gave before and after the storm.
• Hurricane Maria ceased the production of blood bags and saline at the vendor’s factory in Puerto Rico, impacting blood collection across the country.

Our success this year would not be possible without the commitment of our dedicated staff, the partnerships with our hospitals, the support of our board and leadership team and the kindness of our donors who take the time to give each day.

Together, we save lives.

Nancy Eckert
President and Chief Executive Officer
LifeSouth serves more than 300 cities in Florida, Georgia and Alabama.
Chairman of the Board
Philip Baker
leaders provides guidance that enables us to fulfill our mission.

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.

**Board of Directors**

**As of September 2018**

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.

**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
- Eliza Coffee Memorial Hospital
- 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 Hugheston Hospital
- Jackson Hospital
- Lake Martin 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
- Pinckney County Medical Center
- Prattville Baptist Hospital
- Princeton Baptist Medical Center
- Providence Hospital
- Regional Medical Center Anniston
- Regional Medical Center Jacksonville
- RMC Stringsfield 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
- USA Medical Center
- Walker Baptist Medical Center
- Wiregrass Medical Center

**Georgia**
- Atlanta VA Medical Center
- Barrow Regional Medical Center
- Children’s Healthcare of Atlanta at Emory
- Children’s Healthcare of Atlanta at Scottish Rite
- Emory Johns Creek Hospital
- Emory Saint Joseph’s Hospital
- Emory University Hospital
- Emory University Hospital Midtown
- Grady Health System
- Gwinnett Medical Center
- Habersham Medical Center
- HealthSouth Rehabilitation Hospital of Newman
- 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/Carrollton
- 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
- Malcolm 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
- UF Health Shands Cancer Hospital
- UF Health Shands Children’s Hospital
- UF Health Shands Hospital
- Wolfson Children’s Hospital

**Hospitals We Serve**

**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
- Eliza Coffee Memorial Hospital
- 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 Hugheston Hospital
- Jackson Hospital
- Lake Martin 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
- Pinckney County Medical Center
- Prattville Baptist Hospital
- Princeton Baptist Medical Center
- Providence Hospital
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- Regional Medical Center Jacksonville
- RMC Stringsfield Memorial Hospital
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- Shelby Baptist Medical Center
- Shoals Hospital
- Southeast Alabama Medical Center
- Springhill Memorial Hospital
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- 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
- USA Medical Center
- Walker Baptist Medical Center
- Wiregrass Medical Center

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- Atlanta VA Medical Center
- Barrow Regional Medical Center
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- Children’s Healthcare of Atlanta at Scottish Rite
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- Emory University Hospital Midtown
- Grady Health System
- Gwinnett Medical Center
- Habersham Medical Center
- HealthSouth Rehabilitation Hospital of Newman
- 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/Carrollton
- 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

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- Shands Live Oak Regional Medical Center
- Shands Starke Regional Medical Center
- UF Health Shands Cancer Hospital
- UF Health Shands Children’s Hospital
- UF Health Shands Hospital
- Wolfson Children’s Hospital

**Emeritus Board Members**
- Herb Bevis, PhD
- John Mallory
- Perry McGriff Jr.
- Gary Moody, JD
- Don Rothwell, PhD
- Everett Scroggie Jr.
- Mike Wofford
In 2018, we partnered with Cayenne Creative of Birmingham, Ala. to define what it means to be LifeSouth. Together, we have created a new visual identity and a comprehensive brand strategy designed to showcase the relentless compassion that has made LifeSouth a vital part of the communities we serve for nearly 45 years.

**RELENTLESS**

*Diligent*
We find a way. Whether it’s collecting, processing or delivering the blood, failure is not an option.

*Determined*
It’s not just a job. It’s a calling. We are determined to do what it takes to succeed.

**COMPASSION**

*Reliable*
People know they can count on us to find a way deliver.

*Friendly*
Our donors continue to return to us because of the way we make them feel.

*Compassionate*
We recognize the sacrifices people make to give blood. We understand the seriousness of the situations faced by blood recipients.

*Giving*
Whether it’s through collection or delivery, we selflessly give of our time and our talents.

LifeSouth’s new logo is:
- Friendly
- Modern
- Easy to read

Meet Smiley!
LifeSouth’s new brand mark puts a friendly face on blood donation.
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

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.
LifeSouth collects umbilical cord blood from newborns in Florida, Georgia and Alabama. Cord blood is the blood remaining in the umbilical cord and placenta after a baby is born. It 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
- Duke University
- Emory University
- HemaCare
- Marcus Foundation
- M.D. Anderson Cancer Center
- Nohla Therapeutics
- Seraplex
- Stem Cell Technologies
- StemExpress
- University of Florida

LifeSouth has provided hundreds of cord blood units to Nohla Therapeutics for use in clinical trials to improve treatment outcomes in cord blood recipients.

LifeSouth is currently collaborating with the Marcus Foundation, Duke University, Emory University, M.D. Anderson Cancer Center and the University of Florida on a clinical study of cord blood transfusions for adults with ischemic stroke.

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.
Sickle cell patients require multiple transfusions of specially identified antigen-matched blood. Very few donors have the antigen profile needed to match to sickle cell patients.

In 2018:

- **3,663** donors identified as Rare Donors
- **25,327** donors tested for special antigen matches
- **19,085** special antigen units shipped in 2018
- **8,700** calls for special antigen units and HLA-typed blood

Immunohematology Reference Laboratories and Transfusion Services

Matching blood donations to the patients who need them is about more than just their ABO blood types. Patients who receive transfusions can develop antibodies that make it difficult to find blood that is compatible and safe. LifeSouth’s Immunohematology Reference Laboratories (IRLs) match patients with special transfusion needs to donors with compatible red cells, platelets and plasma.

LifeSouth’s IRLs in Atlanta, Ga. and Gainesville, Fla. and transfusion services in Palatka, Fla. enable us to efficiently provide red cells that are a personalized antigen match for each patient. LifeSouth’s IRLs use a combination of serologic and molecular testing to identify donor-patient matches. This helps precisely identify a particular patient’s needs for special red blood cell types.

A quick turnaround for hospitals and patients is especially important since we provide more than 400 of these antigen-specific units each week. Our goal is to meet the needs of our hospital partners and their special-needs patients by having these units readily available with minimal turnaround times.
LifeSouth continues to expand to new communities and improve our facilities to better serve our donors and patients.

We celebrated the grand opening of our new district in Jacksonville, Fla. in July. The 11,500-square-foot building includes a donor center, administrative offices and processing facilities.

We also opened a donor center at Baptist Medical Center in Jacksonville, Fla.

LifeSouth is proud to serve the community of Valdosta and Lowndes County, providing 100 percent of blood needed to South Georgia Medical Center since 2016. A new facility will open in October 2018.

LifeSouth closed its Sheffield, Ala. donor center in March and opened its new facility across the river, conveniently located near downtown Florence.
Sickle cell patients can require blood transfusions for a number of reasons. The blood vessel blockages caused by sickle cell disease can cause life-threatening complications like pneumonia or stroke. Red blood cell transfusions greatly decreases the risk of these complications. Patients often need regular transfusions, which could mean receiving blood every one to three months for many years.

One in every 365 African American babies are born with sickle cell disease. These children depend on lifesaving donors to give them a fighting chance.

The children’s hospitals we serve are the leading sources of care for children with this disease. The doctors, nurses and children there battle the effects of sickle cell disease 365 days a year, and so do we.

Through LifeSouth’s new 365 Initiative, we will work relentlessly, every day of the year, in partnership with leading institutions to provide the blood donations these children’s lives depend on. This initiative encourages organizations to schedule regular blood drives to help provide the blood that is essential to sickle cell patients.

LifeSouth sends an average of 400 special red blood cell units a week to hospitals we serve in Florida, Georgia and Alabama. Our sickle cell 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 sickle cell patients when they need it.

Kayla Ann Jernigan
25 years old
55+ blood transfusions

Elijah Cook
7 years old
3+ blood transfusions

Sharee Greene
35 years old
240+ blood transfusions

Lydia Mays
35 years old
500+ blood transfusions
Sickle cell patients require multiple transfusions of antigen-matched blood. Very few donors have the antigen profiles needed to match to sickle cell patients.

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

LifeSouth tests blood and identifies those with sickle cell matching antigens as Rare Donors.

Having the same antigen profile reduces the chance of the patient developing antibodies that could cause transfusion complications.

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.

The new donor gives blood with LifeSouth.

LifeSouth delivers the blood to the hospital where the patient is being treated.

Elijah suffers from sickle cell disease, and relies on blood transfusions from specially matched blood donors.

Rare Patients Need Rare Friends
How blood reaches a sickle cell patient
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, cord blood and organs and tissues.

Leadership
Nancy Eckert
Chief Executive Officer
Ricky Quintana
Foundation Director

Board of Directors
Nancy Eckert
President
Gary Brooks
Vice President
BBI Construction Management
Ron Spitznagel, EdD
Treasurer
Consultant and Expert Witness
Jim Eckert
Secretary
Alachua County Sheriff’s Office*
Rodney Ford
U.S. Treasury Department*
Emily Ham
WestRock
Kelly Henderson
Swipe Right Disposal
Katherine Laurenzano, MD
Malcom Randall
VA Medical Center
Lori Lewis
Flowers Hospital
Bruce Stechmiller, MD
UF Health
Milton Vickers
City of Miami
Dave Wagner, JD
Folds & Walker, LLC
*Retired

Annually, we teach more than 25,000 students about blood donation because:
• Every two seconds somebody needs a blood transfusion.
• Only 10 percent of those eligible to donate blood do so regularly.

We 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.

We partner with LifeSouth’s cord blood bank to build awareness because:
• Cord blood can be used to treat more than 80 diseases.
• Cord blood doesn’t need to match as closely as bone marrow, making it easier to find a match.

We register potential marrow donors at all Five Points of Life events 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 educate high school students on organ and tissue donation because:
• 120,000 people in the U.S. are waiting for an organ transplant.
• 30 people in the U.S. die each day waiting for a transplant.
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.

In the Classroom

The foundation’s signature annual event, the Five Points of Life Race Weekend, took place in February 2018. 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 2018, more than 2,050 participants took to the streets of Gainesville, Fla. and the University of Florida Campus.

Guests at the Taste for Life fundraiser enjoyed music, food, bourbon tasting, silent auction and a grand prize raffle. The second annual One-Miler in Gainesville, Fla. was a fun one mile fundraising run. 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.

Fundraising Events

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.

More than 4,100 children participated in Five Points of Life Kids Marathons throughout Fla., Ga., and Ala. this year.

27,141 students in Fla., Ga., and Ala. participated in the Five Points of Life in the Classroom this year.
William Collett competed in the 2018 Five Points of Life 5K, finishing seventh in his age group. Just a few weeks later, he was feeling run down. His mother Ann took him to his pediatrician, where William was diagnosed with acute lymphoblastic leukemia. “I had participated in events that help chronically ill children and their loved ones,” said father Tom Collett. “Then it hit home. We became one of those families.”

Throughout William’s treatment, he needed transfusions of blood and platelets. “One thing we wanted to do is raise awareness of the need for blood,” says Tom. “We are so thankful for the generous donors who give the gift of life.”

This year, William will be the honorary starter for the half marathon and marathon. Next year, he hopes to compete again in the Five Points of Life 5K.

We are so thankful for the generous donors, who give the gift of life.

Mikki Johnson started donating blood in 1980 because she wanted to help out and do her part. Then Mikki began giving platelets because she knew they were harder to come by and didn’t last as long as whole blood. She never imagined she would learn firsthand how much her platelets helped until she was diagnosed with cancer and started chemotherapy.

“Going through chemo, you’re broken down in more ways than you can imagine,” Mikki said. “When you see children going through it and know that the donation you gave is helping them get through, it’s just awe-inspiring.”

Mikki said she would give blood every day if she could, because she knows how much it’s needed. “I wish that more people would donate, because it is needed out there. You don’t realize it until you actually sit in a chemo chair. You’re surrounded by everybody hooked up to machines and you go, ‘Wow, it’s a lot bigger than what I thought it was.’”

I wish that more people would donate, because it is needed out there.
Lydia Mays is 35 years old and has received around 500 blood transfusions. She was diagnosed with Sickle Cell Anemia when she was two months old. Treatment for the painful genetic disorder requires multiple blood transfusions throughout the patient’s life.

Lydia described the feeling of lethargy caused by the disease. “None of the things that interest you have meaning anymore because you’re just so tired,” Lydia said. “Walking becomes a struggle, talking becomes a struggle, even holding a fork becomes a struggle. That’s what it feels like before the blood transfusion.”

Lydia describes receiving blood as an immediate rush of energy. “You just start to feel more like yourself,” she said. “It made me want to do the things that I love to do.”

“LifeSouth’s always going to be a part of my heart because you all do something that’s so so important,” Lydia said. “Without you guys, I wouldn’t be here.”

LifeSouth’s will always be a part of my heart. Without you guys, I wouldn’t be here.

For Susan Hanson, donating blood is an interest that runs in the family. Her father was a Korean War veteran who first donated to save the life of a fellow soldier who shared his blood type. Throughout his life, he continued to give blood, eventually reaching nearly 13 gallons in his lifetime.

Susan kept up the family tradition and began donating in 1980. Her goal was to eventually pass her father’s 13 gallon mark. Today, she is one pint away from reaching her goal and doesn’t plan on slowing down. “I think once I catch up to his 13 gallon point, if they need platelets more than they need whole blood I’ll probably start donating more platelets,” said Susan.

She also hopes that more people will take the time to give blood and that those who have never donated will give it a try. “It doesn’t cost you anything and it doesn’t hurt,” she said. “It’s a little needle stick, and you can save lives with your efforts.”

It’s a little needle stick, and you can save lives with your efforts.
### Statement of Activities
(in Thousands of Dollars)

**Revenues Relative To:**

<table>
<thead>
<tr>
<th>Revenue Source</th>
<th>Amount (in Thousands)</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Blood Components &amp; Services</td>
<td>88,871</td>
<td>97%</td>
</tr>
<tr>
<td>Other Income</td>
<td>2,512</td>
<td>3%</td>
</tr>
<tr>
<td><strong>Total Revenue</strong></td>
<td><strong>91,383</strong></td>
<td><strong>100%</strong></td>
</tr>
</tbody>
</table>

**Expenses Relative To:**

<table>
<thead>
<tr>
<th>Expense Category</th>
<th>Amount (in Thousands)</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Donor Recruitment</td>
<td>2,232</td>
<td>3%</td>
</tr>
<tr>
<td>Blood Collection &amp; Distribution</td>
<td>36,302</td>
<td>40%</td>
</tr>
<tr>
<td>Laboratory</td>
<td>21,470</td>
<td>24%</td>
</tr>
<tr>
<td>General &amp; Administrative</td>
<td>24,631</td>
<td>27%</td>
</tr>
<tr>
<td>Depreciation &amp; Amortization</td>
<td>5,500</td>
<td>6%</td>
</tr>
<tr>
<td><strong>Total Expenses</strong></td>
<td><strong>90,135</strong></td>
<td><strong>100%</strong></td>
</tr>
</tbody>
</table>

### Statement of Financial Position
(in Thousands of Dollars)

**Assets:**

<table>
<thead>
<tr>
<th>Asset Category</th>
<th>Amount (in Thousands)</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Current Assets</td>
<td>17,776</td>
<td>24%</td>
</tr>
<tr>
<td>Long Term Assets</td>
<td>46,240</td>
<td>62%</td>
</tr>
<tr>
<td>Other Assets</td>
<td>10,812</td>
<td>14%</td>
</tr>
<tr>
<td><strong>Total Assets</strong></td>
<td><strong>74,828</strong></td>
<td><strong>100%</strong></td>
</tr>
</tbody>
</table>

**Liabilities & Net Assets**

<table>
<thead>
<tr>
<th>Liability Category</th>
<th>Amount (in Thousands)</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Current Liabilities</td>
<td>9,538</td>
<td>13%</td>
</tr>
<tr>
<td>Long Term Debt</td>
<td>21,876</td>
<td>29%</td>
</tr>
<tr>
<td>Net Assets</td>
<td>43,414</td>
<td>58%</td>
</tr>
<tr>
<td><strong>Total Liabilities &amp; Net Assets</strong></td>
<td><strong>74,828</strong></td>
<td><strong>100%</strong></td>
</tr>
</tbody>
</table>

**Cash Flow Summary**

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount (in Thousands)</th>
<th>Note</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Revenue</td>
<td>91,383</td>
<td></td>
</tr>
<tr>
<td>Operating Expenses</td>
<td>(84,635)</td>
<td></td>
</tr>
<tr>
<td>Capital Expenses</td>
<td>(4,757)</td>
<td></td>
</tr>
<tr>
<td>Less Debt Payments</td>
<td>(1,655)</td>
<td></td>
</tr>
<tr>
<td><strong>Net Cash Flow</strong></td>
<td><strong>336</strong></td>
<td></td>
</tr>
</tbody>
</table>