A MESSAGE FROM THE CEO

Over the past year LifeSouth took bold new steps in developing facilities, technologies, and personnel to prepare for an exciting and rapidly changing future. Our industry continues to evolve and grow as new treatments are developed; it is our responsibility to be prepared to satisfy the ever-changing needs of our hospitals and their patients.

The most dramatic development of fiscal year 2012 was the aggressive expansion of our public umbilical cord blood bank. In 2011 we submitted a biologics license application to the federal Food and Drug Administration. LifeCord is moving from the realm of research and development into mainstream medicine and cellular therapy. Our newly renovated lab gives LifeSouth a state-of-the-art cord blood processing center and will be one of only three licensed public cord blood banks in the country. Being at the forefront of these progressive medical treatments and other innovations is how LifeSouth continues to be an industry leader in cellular therapy and transfusion medicine.

We continued to develop and enhance our Integrated Blood Bank Information System. IBBIS was created by LifeSouth to streamline our services and make operations more cost effective. By continually using and developing cutting edge technologies like IBBIS we are able to enhance services and increase both security and timely access to key information.

The Five Points of Life Foundation continued to reach out to a new generation of donors by educating children about how they can save lives through donation. LifeSouth partners with schools in our communities through the Five Points in the Classroom program and the Kids Marathons. These programs are aimed at creating the Donation Generation that will do its part in helping to provide lifesaving blood products, marrow, umbilical cord blood and organs and tissue for family, friends and neighbors.

Our employees are the heart of LifeSouth. The quality of our people is a critical component of our continued growth and success. By instituting the LifeWise wellness program we are providing opportunities for our employees to enrich their health and build their financial future. The Shining Star employee recognition program creates a way for exemplary performance to be immediately rewarded. We also developed a recruitment plan which allows us to attract, develop and retain the best people.

There is much to be proud of after a year’s worth of accomplishments, but there is still much to do. This year we built a platform from which to leap into the future, a future which will certainly continue to shift and change. By developing our employees and facilities, and remaining at the forefront of transfusion medicine, we ensure that we will be ready to meet new needs and challenges. Our continued dedication to excellence and innovation will push us further to not only respond to change, but to anticipate it and be an organization that creates positive change. I am proud of our team, and I look forward to moving Future Forward.

TABLE OF CONTENTS

A Message from the CEO........................................... 1
Mission/Vision/Values................................................ 2
LifeSouth Communities............................................ 3
Human Resources.................................................. 4
Facilities.................................................................... 5
Operations.................................................................. 6
Medical Office............................................................ 7
Cellular Therapy....................................................... 8
Quality Assurance...................................................... 9
Information Technology............................................. 10
Five Points of Life Foundation................................... 11
Industry Conferences............................................... 12
Statistics..................................................................... 13
Financial Information................................................. 14

1
MISSION

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.

VISION

• 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.

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 community’s 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.

BOARD OF DIRECTORS

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.

Philip Baker
Chairman
Retired
Building Contractor

Reeves Byrd Jr.
Vice Chairman
Preferred Management Investments Inc.

Ronald Spitznagel, Ed.D.
Secretary
Consultant and Expert Witness

Gregory Grisson
Treasurer
M&S Bank

Carroll Bennett, D.D.S.
Retired
University of Florida

Herb Bevis, Ph.D.
Retired
University of Florida

Gary Brooks
BBI Construction Management Inc.

Ronald Brown
Businessman

Dan Bundy
Regions Bank

Avis Craig
Citrus County Property Appraiser’s Office

Georgiann Ellis
Retired
Shands at UF

Timothy Flynn, M.D.
Shands at UF

Merritt Fore III
Burger King

Katherine Laurenzano, M.D.
Lake City VA Hospital

Lennart Lilieholm
P & L Painting & Decorating Inc.

Michael Lukowski, M.D.
Shands at UF

John Mallory
Retired
Alachua General Hospital

Perry McGriff Jr.
Perry McGriff Johnson Fletcher Insurance Agency

Gary Moody, J.D.
Moody & Salzman, P.A.

William Northcutt
Alachua County Fire Rescue

Donald Rothwell, Ph.D.
Retired
University of Florida

Everett Scroggie Jr.
Retired
GN ReSound Corp.

Willard Shafer
Retired
University of Florida

Mark Shertzer, M.D.
Pathology Laboratory Associates, LLP

Carl Smith
Waffle House

Robert Smith
HealthGroup of Alabama

Richard Staab
InterMed Biomedical Services Inc.

Joe Stough III
Mobile Infirmary Medical Center

Michael Wofford
Vision Communications Inc.
GEORGIA REGIONS AND DONOR CENTERS
Georgia District
Greater Atlanta Region (Hub), Atlanta
Southern Crescent Region, McDonough
Northeast Georgia Region, Gainesville

FLORIDA REGIONS AND DONOR CENTERS
North Florida District
Civitan Region (Hub), Gainesville
    Chiefland Donor Center
    Newberry Road Donor Center
    Alachua Donor Center
Putnam Region, Palatka
Suwannee Valley Region, Lake City

South Florida District
Hernando Region (Hub), Brooksville
    Citrus Region, Lecanto
        Inverness Donor Center
Marion Region, Ocala
    Dunnellon Donor Center

ALABAMA REGIONS AND DONOR CENTERS
North Alabama District
North Alabama Region (Hub), Huntsville
    Huntsville Hospital Donor Center
Marshall Region, Albertville
Morgan Region, Decatur
    Cullman Donor Center
Shoals Region, Sheffield
    Eliza Coffee Memorial Hospital Donor Center

Central Alabama District
Birmingham Region (Hub), Birmingham
    Brookwood Donor Center
    St. Vincent’s East Donor Center

South Alabama District
Montgomery Region (Hub), Montgomery
East Alabama Region, Opelika
Wiregrass Region, Dothan

Coastal Alabama District
Mobile Region (Hub), Mobile
    Baldwin Region, Daphne
        Thomas Hospital Donor Center

LIFESOUTH COMMUNITIES

Headquarters
Region
Hub
NEW EMPLOYEE PROGRAMS ENRICH LIVES

Investing in our employees is imperative in planning for what's ahead. During fiscal year 2012, we created programs for our employees that enrich their lives, recognize their contributions and educate them for the future.

Research shows that almost 50 percent of health care costs are related to preventable illnesses. By making small lifestyle changes, people can dramatically reduce their healthcare expenses and time away from work. This year, LifeSouth further developed LifeWise, an employee wellness program that promotes physical health and financial well-being by providing tools and resources such as healthy recipes, group fitness challenges and information on how to improve both physical and financial health.

Another employee initiative developed this year recognizes employees that go above and beyond. The Shining Stars program allows employees to nominate their peers for recognition. Each week, an employee is chosen as our Shining Star and recognized during our Wednesday morning meetings, on flyers posted throughout our buildings, on our website and Facebook page.

LifeSouth strives to recruit the best talent in our industry. Give Gain Grow, our newly-developed recruitment plan for prospective employees, gives applicants a glimpse of what they can expect in a career with LifeSouth. We offer an opportunity for employees to give back to their communities, gain professional skills through training and development and grow to fill new positions as they progress on their career paths.

We recognize that our employees are our greatest asset. Every day they help save lives throughout Alabama, Florida and Georgia. Their enduring dedication and motivation continue to make us successful.

South Alabama District Administrative Services Coordinator Stephen Hunt remembers that the LifeWise program was rolling out just as his hometown of Montgomery earned the most dubious distinction of being the country’s most obese city. He got the message.

With the walking challenge and regular email tips about healthy living, LifeWise got his coworkers talking about making better choices. “It all fell into place,” he said. He began eating healthier and started moderately, slowly increasing his exercise.

Hunt’s waist size dropped five inches and he lost 28 pounds. He’s already run four half-marathons, and he has his first half-triathlon on the calendar this fall. “It got me back on track,” he said of the program.
NEW FACILITY SETS THE STAGE FOR THE FUTURE

Our growth continues to focus on providing the resources necessary to ensure safety, a quality product and an exceptional donor experience.

In December, we celebrated the opening of our new Montgomery facility, a milestone that’s been more than a decade in the making. The building is a symbol of our ongoing commitment to patients in Alabama. The convenient location near Interstate 85 makes our center easier to find and access. A larger donor room, comfortable new chairs, cable TV and a distinctive, modern design help enhance the donor experience. The space integrates art, innovation, functionality and comfort, while the clean lines and open layout enable a more efficient use of the space. These concepts will be incorporated into upcoming renovation projects as our facilities move into the future.

Construction of our new facility in North Alabama is nearing completion. Located near Interstate 565 in Madison, Ala., the new building’s floorplan is identical to the recently-built Montgomery building and will open in November 2012.

The Civitan building in Gainesville, Fla. is undergoing a complete interior renovation, which includes upgrades to all electrical, mechanical, plumbing and fire safety systems. The renovation will completely transform the building’s layout, creating a more safe, efficient and pleasant space for our employees and donors.

Progress continues in our Daphne and Albertville, Ala. regions as they relocate to larger spaces that can better accommodate staff, supplies and bloodmobiles. Both will be operational in their new facilities by October 2012.

In 2007, when Brooke Walker was giving birth to twins Brenna and Bailey, sudden complications put all three in jeopardy, and 10 units of blood helped save their lives. The family is grateful for the blood donors who made it possible. “We’re reminded of our blessing every day,” says Brooke.

Above, twins Brenna and Bailey gaze at their mother’s quote on a lightboard display at the Montgomery donor center’s grand opening.
OPERATIONS: PROGRESS WITH PURPOSE

Operations continues to strive for performance improvement, developing solutions that set the stage for future successes in years to come.

Operations represents the core functions of LifeSouth and directly involves the collection, manufacturing and distribution of blood and blood components. In 2012 we continued to grow, adding 17,516 whole blood donors and 1,640 apheresis donors from the previous year bringing our overall donors drawn to almost 276,000 and exceeding our annual collection goals. We also added several new hospital customers in the Alabama and Georgia districts.

We continued to develop our relationship with the Be The Match Registry, adding 898 new marrow donors to the registry and significantly increasing our Human Leukocyte Antigen typed donors.

We made major strides in staff training and development, focusing on fundamentals and transitioning all of our staff training into a sophisticated, yet user-friendly online application. With these advances, we are able to ensure that our staff receives quality training that is relevant, current and challenging.

In assessing the future of the blood banking industry, our leadership team took a careful look at the increasingly competitive landscape we face. We evaluated the changing needs of today’s customers, examined the forces that drive change in our industry, considered how blood banking will evolve over the upcoming decade and created a strategic plan for smart growth.

LifeSouth participated in the Dragon*Con parade in downtown Atlanta.

LifeSouth hosted its tremendously successful Dragon*Con blood drive for the ninth year in a row, drawing a total of 2,751 donors. Dragon*Con is the largest multi-media, popular-culture convention for science fiction and fantasy, gaming, comics, literature, art, music and film. The blood drive is held in Atlanta, Ga. at the center of this amazing convention that draws more than 50,000 attendees from all over the world.

A Dragon*Con 2012 attendee (dressed as The Grand Galactic Inquisitor from the Venture Bros. cartoon) encourages potential blood donors.
MEDICAL OFFICE FOCUSES ON RESEARCH AND RESPONSIVENESS

With new state-of-the-art laboratories and a focus on research and responsiveness to our donors, our medical office is prepared to meet the challenges of the future.

Our medical office is responsible for all medical and technical issues involving donors and patients for blood component collection, testing, transfusion and cellular therapy activities. The physician staff is on call 24 hours a day. The medical office staff also manages requests for components and participates in research activities. During fiscal year 2012, there were 39 active research protocols for which we provided components, nine of which are new in 2013 and seven involve provisions for cord blood. In addition, we are currently working on a new cord blood research protocol.

A LifeSouth physician regularly visits transfusion services and participates in quality improvement activities at community medical centers. We also participate in UF & Shands Transfusion Committee meetings. In accordance with FDA and AABB compliance, our medical staff members visit hospitals and healthcare facilities to begin the process of obtaining transfusion services agreements.

This year, the medical office presented to the medical staff of three LifeSouth-affiliated hospitals on patient blood management and appropriate transfusion use and presented at the annual meetings of AABB, CBBS, SEABB and FABB.

This year, we transitioned to Creative Testing Solutions (CTS) for routine donor infectious disease, ABO/Rh and antibody testing. CTS is a not-for-profit laboratory in Tampa, Fla. They are the largest independent blood donor testing organization in the U.S. with locations in three states. Our samples are tested in their state-of-the-art facility, which operates with automated and robotic equipment. Additional laboratory locations in two other states ensure the highest quality, unrivalled efficiency and predictable timeliness due to the built-in redundancy.

Our partnership with CTS allows LifeSouth to focus on advancements in our immunohematology reference, quality control and cord blood on-site laboratories.
STATE-OF-THE-ART CELLULAR THERAPY

Cellular therapy activities include cord blood banking and recruiting and managing donors for the Be The Match Registry.

During fiscal year 2012, we created an automated cord blood processing service, replacing the manual process previously provided by UF & Shands Cell Processing Laboratory. This involved renovating space to create a manufacturing area with a clean room, acquiring and implementing new instrumentation, hiring and training new personnel, developing and validating processes and procedures and instituting strict good manufacturing practices to meet the FDA’s pharmaceutical regulations. We continued to collect and process cord blood units from seven hospitals, adding an eighth during the course of the year.

At the FDA’s instruction, in October 2011, we transitioned from performing collections as research activities to routine clinical practices, and we submitted a request for a biologic license to bank cord blood units in our facility using our new automated methods. During fiscal year 2012, we banked 189 cord blood units that were manufactured in our new lab.

Concurrently, we shipped 17 cord blood units for transplant to patients located both within and outside the United States. We continue to receive requests for and are shipping cord blood units at a rate of one to two per month. Our cord blood bank is FACT-Netcord accredited and is awaiting FDA licensure.

In addition, we focus on recruiting new potential marrow and PBSC donors for the Be The Match Registry.

For more information, visit www.lifesouthcord.org.

Without a marrow donor, the Tornese family would be much different today. Anthony received a marrow transplant at Shands Children’s Hospital In Gainesville, Fla. when he was 13 and it saved his life. His childhood was filled with sickness and hospital stays. He’s now a college student who loves to surf and has a bright future. His parents Frank and Laurie got to see their son grow up healthy and active. The Tornese family was changed all because a stranger decided to sign up as a marrow donor.

Marrow donation not only impacts patients in need of a transfusion, but their entire family. Anthony is a living example of the difference one person can make.

Above, Anthony Tornese is thankful for the stranger whose marrow donation saved his life.
QUALITY ASSURANCE MEASURES ENSURE COMPLIANCE AND SAFETY

Quality Assurance monitors blood center operations to ensure compliance with industry regulations and standards to provide a safe, pure and potent blood supply. LifeSouth’s commitment to quality is reflected in its quality plan, designed to establish and maintain a comprehensive program that provides an ongoing systematic quality improvement process. The program encompasses all operational areas including donor collections, component manufacturing and distribution, cellular therapies and laboratory testing services.

Based on quality system essentials set forth by the AABB, the plan includes policies regarding organizational structure and responsibilities, supplies and equipment management, documentation, process control, internal and external assessment, safety and process improvement. Quality Assurance activities include internal auditing, equipment and software validation, error management, quality control record review and quality indicator reporting.

This year, Quality Assurance focused its efforts on staff development and organizational quality awareness. Five staff members achieved certification as Quality Improvement Associates through the American Society for Quality. Quality Review Committees now meet to discuss trends in topics related to the overall quality system to provide the opportunity for continuous process improvement for the safety of donors, patients and staff. And at the executive level, the Quality & Risk Management Committee provides quality, risk and safety governance, ensuring related hazards are systematically identified, assessed and managed in order of priority.

Our focus for the coming year will include the implementation of a comprehensive quality plan for our new Cord Blood Processing Laboratory as LifeCord works towards licensure with the FDA.

The LifeSouth reference laboratory has cutting edge investigational methods at its disposal to resolve complex serologic problems. We take pride in our ability to expeditiously provide phenotyped or genotyped red cells and HLA-typed blood components for patients. This year, the laboratory provided testing services for more than 50,000 requests on patients in hospitals in Florida, Alabama and Georgia. Our services include:

- Detection and identification of antibodies to red blood cells
- Phenotyping of red blood cells
- Provision of specifically-typed blood components suitable for crossmatch and transfusion
- Laboratory investigation of complex problems such as warm autoantibodies, positive direct antiglobulin tests (DAT)
- Red cell components screened for abnormal hemoglobins
- Platelet crossmatching
IT PROMISES ROBUST TECHNOLOGY SOLUTIONS

It is said “that we are like dwarfs on the shoulders of giants, so that we can see more than they, and things at a greater distance, not by virtue of any sharpness of sight on our part, or any physical distinction, but because we are carried high and raised up by their giant size.” In few endeavors is this observation more apparent than in healthcare and information technology, and persons in LifeSouth’s IT department are lucky to live at the juxtaposition of both.

The department is charged with the stewardship of LifeSouth’s technology resources; its strategic goals revolve around infrastructure, data management, software, training and procedure development all in support for the efforts of others in pursuit of organizational goals. As the business and its goals have changed, so too have the demands on the IT department—where once CRBCIS satisfied most of LifeSouth’s data needs, the organization has evolved to rely on vendor-supplied software, external infectious disease testing, websites, wikis, social networking, email, tweets, data-sharing collaboratives…each demand has different data, security, infrastructure and training requirements. LifeSouth relies on a collection of technology solutions, robustly delivered by the information technology department, in order to fulfill its mission.

The explosive growth—in both the number of systems and increasing domains in which IT services are provisioned—necessitated the adoption of formal project management techniques and an informal steering committee to ensure that highly-constrained IT resources are directed to the highest priority initiatives. A project management office will be introduced this year to formalize the steering committee’s efforts and to ensure that IT is ready to appropriately marshal its resources in leveraging new technologies. Future forward, expect to see biometrics, cloud-based solutions, radio-frequency identification of blood components, further penetration of IBBIS across business units, improved business intelligence, and a convergence of reporting among blood centers and their customers that will give unprecedented insight into inventory management and operational demands across LifeSouth’s entire region.

Information technologists realize that they stand on the shoulders of giants every day, and they, in turn, offer their own shoulders on which other departments and LifeSouth may be raised up and carried high.

A rite of passage for those turning 16 usually includes picking up a driver’s license or a big Sweet 16 birthday party, but Shonglee Ho of Lake City, Fla. had even bigger plans. With the help of her parents, she hosted a Sweet 16 Blood Drive on the first day she was old enough to donate.

Shonglee is no stranger to blood drives. A family friend who has battled leukemia offered her a lesson on the importance of giving blood. “The only thing that was keeping him alive for a long time were the blood transfusions,” she said. “It made me realize how important blood is. Without that, he might not be here.”
FIVE POINTS OF LIFE FOUNDATION IMPACTS THE FUTURE

As a support affiliate of LifeSouth Community Blood Centers, the Five Points of Life Foundation increases lifesaving donations through leadership in education, partnerships, awareness and advocacy on the five ways to share life: blood, apheresis, marrow, umbilical cord blood and organs and tissue.

The unique Five Points in the Classroom educational curriculum reaches children ages 5 to 18; to date, the foundation has reached more than 25,000 children in Alabama, Georgia and Florida, preparing for the future by creating the Donation Generation.

The Five Points of Life Kids Marathons provide safe, family-oriented, community events that focus on health and wellness, while familiarizing the students and community with LifeSouth. During a 12-week program, children run 25 miles incrementally, completing the last 1.2 miles at the Kids Marathon. Children receive a medal, pride in their accomplishment and the motivation to continue to exercise. In 2012, Kids Marathons took place in Ocala, Fla. Mobile, Ala., Gainesville, Fla., Montgomery, Ala., Lecanto, Fla., Lawrenceville, Ga. and Huntsville, Ala. with more than 2,900 children participating.

In Gainesville, Fla., the foundation hosts its annual signature event, the Five Points of Life Race Weekend, which took place for the seventh time in 2012. More than 2,400 participants took to the streets for this community awareness and fundraising event.

In 2012, LifeSouth made a significant financial contribution to the foundation. The grant covers administrative and fundraising expenses and ensures the success of the organization for years to come. For more information on the foundation or to make a contribution, visit www.fivepointsoflife.org.

Nine-year-old Sophie Shelton was born 12 weeks premature, leaving her with cerebral palsy. Her legs are wrapped in braces and she needs a walker to get around. But when Sophie heard an ad for the Five Points of Life Kids Marathon on the radio, she didn’t hesitate to say, “Mama, I could do that.”

Sophie’s mother Lisa, father Mitch and sister Chloe mapped a route around their home, and each day Sophie hit the road. “We watched her get faster every day,” Lisa said.

When they arrived at the Huntsville, Ala. Kids Marathon, saw all the other kids, and heard the music thumping, Sophie’s excitement level rose, as did her determination. Her fellow runners and their parents cheered her on through the home stretch. Her triumph inspired all those who watched her.
LIFESOUTH SHINES AT INDUSTRY CONFERENCES

With Nancy Eckert serving as President of the Florida Association of Blood Banks (FABB), the 66th Annual FABB Conference was held for the first time in Gainesville, Fla. near LifeSouth’s headquarters. LifeSouth directors and managers contributed their insight and expertise in blood banking, presenting management, recruitment and medical and technical sessions.

At the annual awards presentation, LifeSouth and its donor groups earned three awards: The Five Points of Life Foundation received the FABB Innovation Award; the Malcom Randall VA Medical Center in Gainesville, Fla. received the Hospital Donor Group Achievement Award; Crescent City High School in LifeSouth’s Putnam Region was the winner of the most donations category of the High School Achievement Award for Small-Size Schools, with 227 students donating 380 units.

At the Association of Donor Recruitment Professionals (ADRP) annual conference, LifeSouth’s dedicated media partner Asterisk Communications won the prestigious media award. Asterisk operates three FM radio stations in Gainesville, Fla. When student populations drop and blood donations decrease during the summer and winter months, Asterisk takes the lead to help ensure blood is on the hospital shelves, utilizing hundreds of PSAs, promotional events and a public affairs program, Florida Forum. This media presence, worth more than $120,000, is provided at no cost. Community partners like Asterisk make our work possible, helping us make a lifesaving difference for the patients we serve.

In 1993, Dr. Deirdre Pennington was diagnosed with a rare blood disorder. It should have been fatal, but doctors at Shands at the University of Florida tried giving her transfusions of plasma. “They didn’t know if it would work,” she said. “But using blood products stabilized everything.”

Now she makes the 40-mile drive from her home in Ocala, Fla. to Gainesville every two weeks to receive transfusions of two units of plasma. Pennington appreciates the hundreds of anonymous donors who have saved her life. She was able to recover, complete her Ph.D. in physical therapy at Boston University and resume her career. It also allowed her to be a mom. She and husband Joseph adopted two children, daughter Brier, now 17, and son Alex, 16. “I’ve really had the opportunity to help a lot of different people,” she said.
Cord Blood Collections

- **June**: 1,760 units collected, 10 units shipped.
- **July**: 3,117 units collected, 16 units shipped.
- **August**: 4,085 units collected, 8 units shipped.
- **September**: 5,472 units collected, 17 units shipped.

Red Cell Donations by Month

- **June**: 19,825
- **July**: 19,233
- **August**: 20,223
- **September**: 23,000
- **October**: 24,020
- **November**: 19,603
- **December**: 19,401
- **January**: 20,580
- **February**: 20,189
- **March**: 22,889
- **April**: 23,801
- **May**: 24,029
## FINANCIAL INFORMATION

### Statements of Activities
(In Thousands of Dollars)

#### Revenues Relative To:

<table>
<thead>
<tr>
<th>Revenue Source</th>
<th>Amount</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Blood Components &amp; Services</td>
<td>$77,514</td>
<td>99%</td>
</tr>
<tr>
<td>Other Income</td>
<td>$545</td>
<td>1%</td>
</tr>
<tr>
<td><strong>Total Revenue</strong></td>
<td>$78,059</td>
<td>100%</td>
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</tbody>
</table>

#### Expenses Relative To:

<table>
<thead>
<tr>
<th>Expense Category</th>
<th>Amount</th>
<th>Percentage</th>
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</thead>
<tbody>
<tr>
<td>Donor Recruitment</td>
<td>$2,543</td>
<td>3%</td>
</tr>
<tr>
<td>Blood Collection &amp; Distribution</td>
<td>$37,357</td>
<td>50%</td>
</tr>
<tr>
<td>Laboratory</td>
<td>$15,312</td>
<td>21%</td>
</tr>
<tr>
<td>General &amp; Administrative</td>
<td>$16,719</td>
<td>22%</td>
</tr>
<tr>
<td>Depreciation &amp; Amortization</td>
<td>$2,868</td>
<td>4%</td>
</tr>
<tr>
<td><strong>Total Expenses</strong></td>
<td>$74,799</td>
<td>100%</td>
</tr>
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</table>

### Statements of Financial Position
(In Thousands of Dollars)

#### Assets:

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<thead>
<tr>
<th>Asset Category</th>
<th>Amount</th>
<th>Percentage</th>
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</thead>
<tbody>
<tr>
<td>Current Assets</td>
<td>$15,703</td>
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<tr>
<td>Long Term Assets</td>
<td>$39,908</td>
<td>70%</td>
</tr>
<tr>
<td>Other Assets</td>
<td>$1,382</td>
<td>2%</td>
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<tr>
<td><strong>Total Assets</strong></td>
<td>$56,993</td>
<td>100%</td>
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</table>

#### Liabilities & Net Assets:

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<thead>
<tr>
<th>Liability Category</th>
<th>Amount</th>
<th>Percentage</th>
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</thead>
<tbody>
<tr>
<td>Current Liabilities</td>
<td>$7,869</td>
<td>14%</td>
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<tr>
<td>Long Term Debt</td>
<td>$22,736</td>
<td>40%</td>
</tr>
<tr>
<td>Net Assets</td>
<td>$26,388</td>
<td>46%</td>
</tr>
<tr>
<td><strong>Total Liabilities &amp; Net Assets</strong></td>
<td>$56,993</td>
<td>100%</td>
</tr>
</tbody>
</table>

#### Cash Flow Summary:

<table>
<thead>
<tr>
<th>Cash Flow Category</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Revenue</td>
<td>$78,059</td>
</tr>
<tr>
<td>Operating Expenses</td>
<td>$(71,931)</td>
</tr>
<tr>
<td>Capital Expenses</td>
<td>$(9,186)</td>
</tr>
<tr>
<td>Less Debt Payments</td>
<td>$(388)</td>
</tr>
<tr>
<td>Plus New Bonds</td>
<td>$6,118</td>
</tr>
<tr>
<td><strong>Net Cash Flow</strong></td>
<td>$2,672</td>
</tr>
</tbody>
</table>

---

### Total Donations (in 000’s)

- **1992**: 68
- **1997**: 130
- **2002**: 167
- **2007**: 216
- **2012**: 276

### Donations by State

- **Florida (FL)**: 50%
- **Georgia (GA)**: 14%
- **Alabama (AL)**: 36%

### Total Revenue (in $000’s)

- **1992**: 16
- **1997**: 27
- **2002**: 56
- **2007**: 66
- **2012**: 76

### Revenue by State

- **Florida (FL)**: 51%
- **Georgia (GA)**: 15%
- **Alabama (AL)**: 34%

### FY 2012 Trends

- **Cash**: 8%
- **Blood Donations**: 7%
- **Apheresis Donations**: 26%
- **Total Components**: 7%
- **Assets**: 13%