



LIFESouth
CommunityBloodCenters

SUPER SERVICE. REMARKABLE RESULTS.



LIFESOUTH COMMUNITY BLOOD CENTERS
2015 ANNUAL REPORT

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



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

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



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

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



We efficiently manage our resources and our community blood supply.

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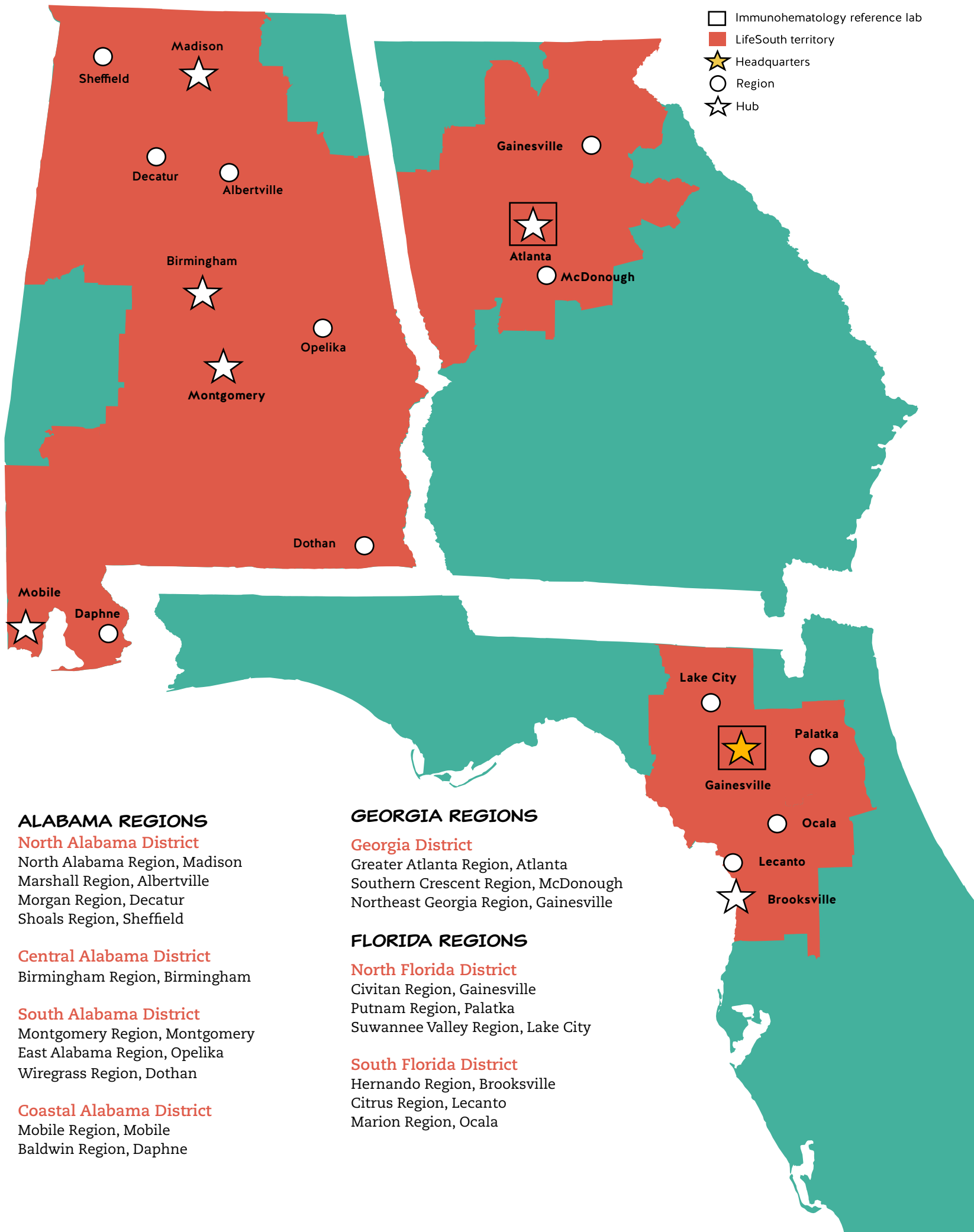
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LIFESOUTH COMMUNITIES



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 Hospital
 EAMC-Lanier
 East Alabama Medical Center
 Eliza Coffee Memorial Hospital
 Elmore Community Hospital
 Flowers Hospital
 Georgiana Medical Center
 Helen Keller Hospital
 Huntsville Hospital
 Jack Hughston Hospital
 Jackson Hospital
 Lake Martin Community Hospital
 Lawrence Medical Center
 Madison Hospital
 Marshall Medical Center North
 Marshall Medical Center South
 Mizell Memorial Hospital
 Mobile Infirmary Medical Center
 Mobile Infirmary West
 North Baldwin Infirmary
 Parkway Medical Center

Prattville Baptist Hospital
 Princeton Baptist Medical Center
 Providence Hospital
 Regional Medical Center Anniston
 Regional Medical Center Jacksonville
 Russell Medical Center
 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
 Thomas Hospital
 Trinity Medical Center
 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

FLORIDA

Bayfront Health Brooksville
 Bayfront Health Spring Hill
 Citrus Memorial Hospital
 Lake Butler Hospital/Hand Surgery Center
 Lake City Medical Center
 Lake City VA Medical Center
 Malcom Randall VA Medical Center
 North Florida Reception Center Hospital
 North Florida Regional Medical Center
 Oak Hill Hospital
 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

GEORGIA

Atlanta Medical Center
 Atlanta Medical Center-South Campus
 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
 Emory University Hospital Midtown
 Emory-Adventist Hospital
 Grady Health System
 Gwinnett Medical Center
 Habersham Medical Center
 Higgins General Hospital
 Martin Army Community Hospital
 Medical Center of Central Georgia
 Newton General Hospital
 North Fulton Hospital
 Northeast Georgia Medical Center
 Northside Hospital
 Northside Hospital-Forsyth
 Piedmont Atlanta Hospital
 Piedmont Henry Hospital
 Spalding Regional Medical Center
 Sylvan Grove Hospital
 Tanner Medical Center/Carrollton
 Tanner Medical Center/Villa Rica
 Warm Springs Medical Center
 Wellstar Cobb Hospital
 Wellstar Kennestone Hospital
 West Georgia Medical Center

BOARD OF DIRECTORS

FISCAL YEAR 2016

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
 Building Contractor†

Reeves Byrd Jr.
 Vice Chairman
 Preferred Management
 Investments Inc.†

Ronald Spitznagel, EdD
 Secretary
 Consultant and
 Expert Witness

James Kelly Jr., CPA
 Treasurer
 UF Health Shands Hospital

Don Barbee Jr.
 Hernando County Clerk
 of the Court

Robin Barca
 Baptist Health

Herb Bevis, PhD
 University of Florida†

Gary Brooks
 BBI Construction
 Management Inc.

Dan Bundy
 Regions Bank

Brenda Carlisle
 Brookwood Medical Center

Avis Craig
 Key Training Center

Georgiann Ellis
 UF Health Shands Hospital†

Kristi Fultz-Butts
 Centers for Disease Control
 and Prevention

Katherine Laurenzano, MD
 Malcom Randall VA
 Medical Center

Lennart Lilieholm
 P & L Painting & Decorating Inc.

Michael Lukowski, MD
 UF Health Shands Hospital

Perry McGriff Jr.
 Insurance Agent†

Christopher Montgomery
 RTI Surgical, Inc.

Gary Moody, JD
 Moody & Salzman, P.A.

William Northcutt
 Alachua County Fire Rescue

Everett Scroggie Jr.
 GN ReSound Corp.†

Willard Shafer
 University of Florida†

Carl Smith
 Waffle House

Robert Smith
 HealthGroup of Alabama

Richard Staab
 InterMed Biomedical
 Services Inc.

Joe Stough III
 Mobile Infirmary Medical
 Center

Merrick Wilson
 Homewood City Schools

† Retired

LIFESOUTH SERVICES

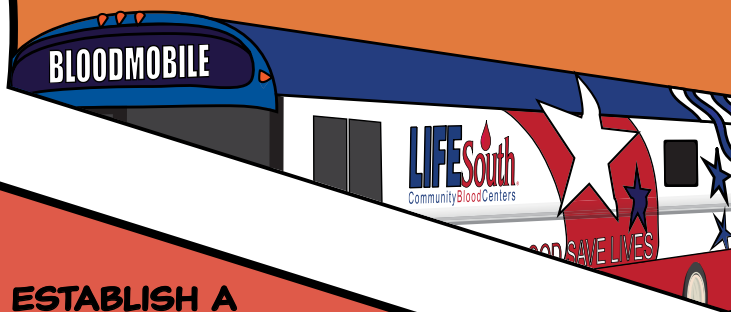
ACTIVE INVENTORY MANAGEMENT

LIFESOUTH IS COMMITTED TO EFFECTIVELY MANAGING OUR HOSPITALS' BLOOD INVENTORIES, RESULTING IN REDUCED WASTE, LOWER COSTS AND BETTER PATIENT CARE. COLLABORATION ALLOWS US BOTH TO BE RESPONSIBLE STEWARDS OF THE BLOOD SUPPLY. THIS PARTNERSHIP REQUIRES THAT THE HOSPITAL RELY ON LIFESOUTH FOR ALL BLOOD NEEDS WHILE WE ACCEPT THE RESPONSIBILITY OF ENSURING THAT THEY HAVE THE BLOOD THEY NEED, WHEN THEY NEED IT.

WE CAN MAKE THIS COMMITMENT BECAUSE WE:

COLLECT AND PROCESS

BLOOD IN EACH COMMUNITY WE SERVE, ENSURING THE FRESHEST BLOOD COMPONENTS ARE AVAILABLE WHEN THEY ARE NEEDED.



ESTABLISH A MINIMUM INVENTORY

FOR ALL BLOOD COMPONENTS AND ENSURE THESE INVENTORY 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 FREQUENTLY

ANTICIPATE BLOOD NEEDS, AND DELIVER AS-NEEDED, PROVIDING THE HIGHEST LEVEL OF CUSTOMER SERVICE TO OUR HOSPITALS AND OPTIMIZING OUR DONORS' GIFTS OF LIFE.



THERAPEUTIC APHERESIS

LifeSouth offers therapeutic apheresis services. In Gainesville, Florida, our nurses partner with physicians to deliver bedside care in hospitals and outpatient clinics. We draw upon more than two decades of experience in delivering these specialized lifesaving services. Our nurses are trained on the latest technology to assist patients needing services which include: plasmapheresis, red blood cell exchanges/depletions and leukapheresis.

PLASMA EXCHANGES FOR

LEUKEMIA
KIDNEY DISEASE
AUTOIMMUNE DISEASES
NEUROLOGIC CONDITIONS
ORGAN TRANSPLANT REJECTIONS

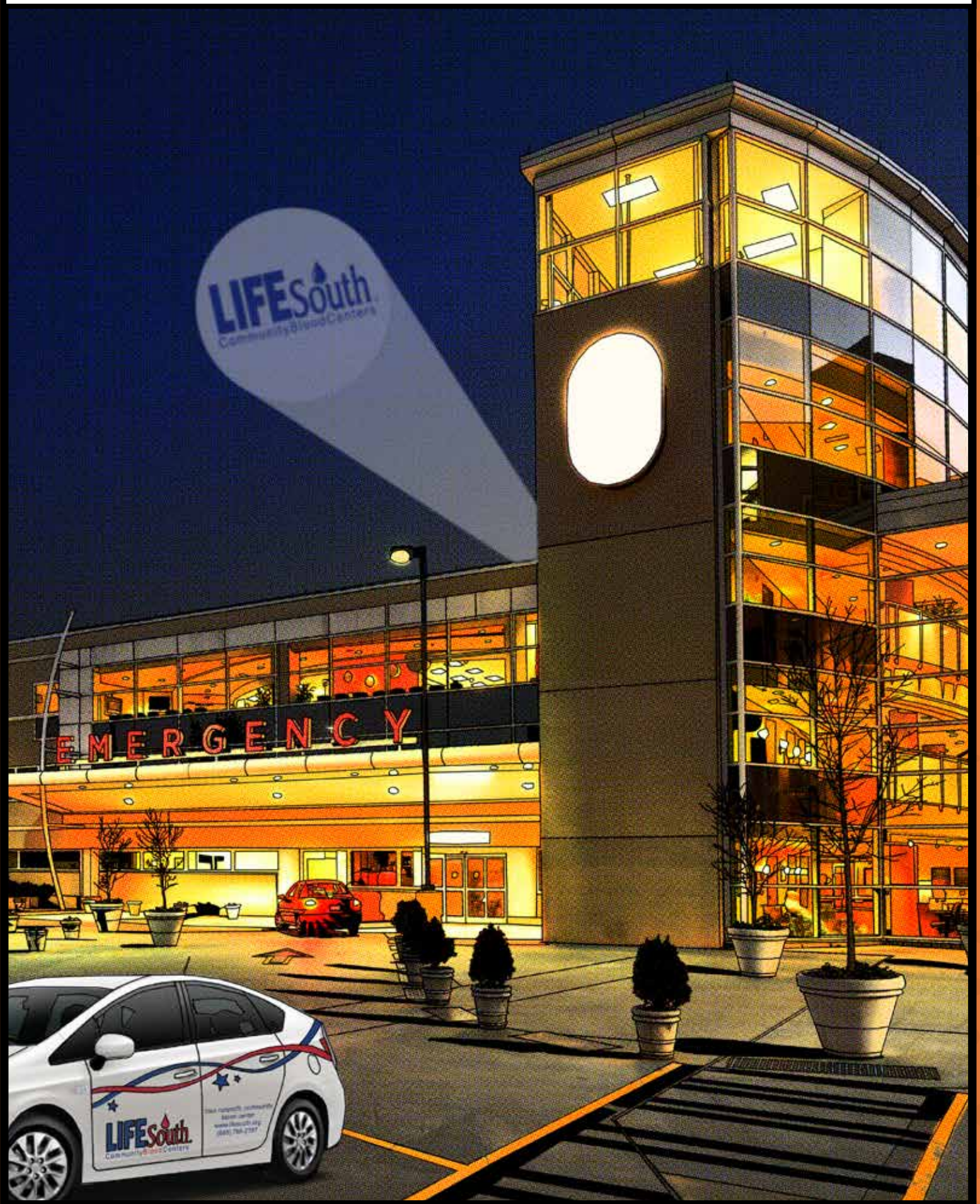
RED CELL EXCHANGES FOR

SICKLE CELL DISEASE
MALARIA

LEUKAPHERESIS FOR

LEUKEMIA

**LIFESOUTH IS YOUR TRUSTED PARTNER FOR RELIABLE,
TIMELY AND QUALITY BLOOD COMPONENTS FROM HIGH
VOLUME ORDERS TO SPECIALIZED SERVICES.**



LIFESOUTH SERVICES

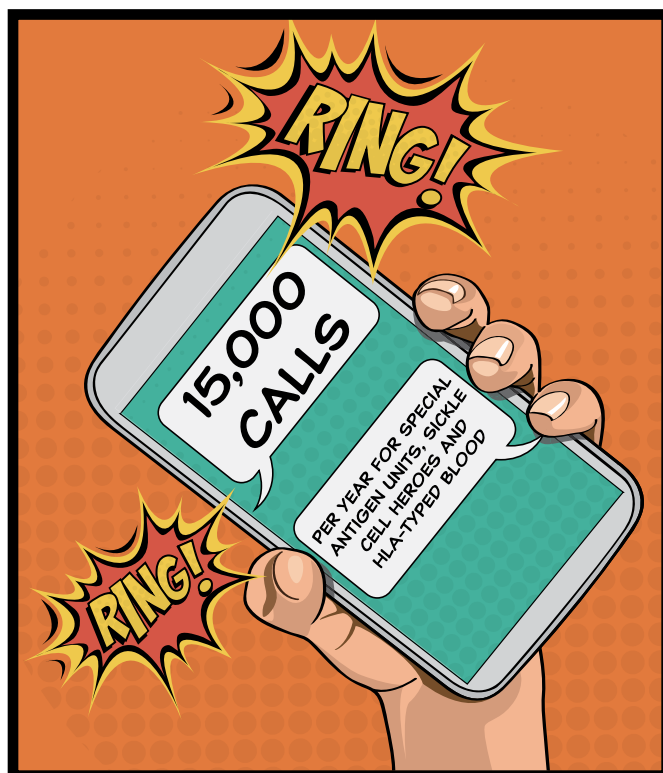
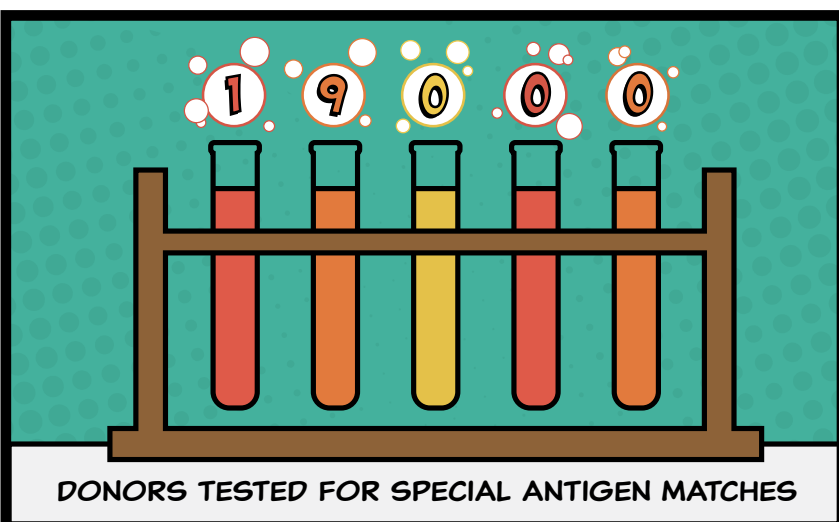
IRL SERVICES

LifeSouth's new immunohematology reference laboratory (IRL) in Atlanta enables us to efficiently provide phenotyped or genotyped red cells for patients with alloantibodies who require antigen-specific units, antigen-negative blood components or HLA-typed blood components. A quick turn-around for hospitals and patients is especially important since we provide more than 150 of these antigen-specific units each week.

Transfusion patients can develop antibodies that make it difficult to find blood that is a viable match. LifeSouth's IRL uses state-of-the-art technology and investigational methods to fulfill special patient needs. IBBIS, our FDA-approved software, allows us to identify special donors whose red cells, platelets and white cells have antigens that are compatible with the patient.

Sickle cell disease patients, for example, require multiple transfusions of specially identified antigen-matched blood. The LifeSouth IRL has two molecular testing platforms, using donor or patient DNA to identify matches. This helps precisely identify a particular patient's needs for special red blood cell types. Our goal is to meet the needs of our hospital partners and their special-needs patients by having these units readily available.

11,300 DONORS IDENTIFIED AS SICKLE CELL HEROES



"LIFESOUTH IS A GOOD PARTNER FOR BAPTIST MEDICAL CENTER. WITH THEIR SERVICE, WE HAVE IMPROVED DOCTOR AND PATIENT SATISFACTION. THEY PROVIDE ALL OUR REQUESTS IN A TIMELY MANNER WHILE OUR EXPENSES HAVE BEEN REDUCED CONSIDERABLY. WE ARE VERY PLEASED TO WORK WITH A BLOOD SUPPLIER WHOSE PRIORITY IS PATIENT CARE."

**LUISA PAREDES
BLOOD BANK SUPERVISOR, BAPTIST HEALTH SYSTEM
BIRMINGHAM, ALA.**

BAPTIST HEALTH SYSTEM TREATS NEARLY 350,000 PATIENTS ACROSS FOUR HOSPITAL CAMPUSES AND MAINTAINS ONE OF ALABAMA'S LARGEST NETWORKS OF PRIMARY AND SPECIALTY CARE CLINICS, WITH 43 LOCATIONS STATEWIDE.



LIFECORD

LifeCord is a program of LifeSouth Community Blood Centers. Established in 1998, it is the only nonprofit public cord blood bank in the Southeast. LifeCord collects umbilical cord blood from newborns at hospitals in Florida, Georgia and Alabama. There is no cost to donate cord blood to LifeCord.

Cord blood is the blood remaining in the umbilical cord and placenta after a baby is born. It is rich with blood-forming cells. The stem cells found in cord blood replace diseased blood-forming cells with healthy cells. Umbilical cord blood is taken from a healthy baby after birth and not from an embryo. They are not embryonic stem cells. Life-threatening diseases such as leukemia and sickle cell disease can be treated with a cord blood transplant. LifeSouth received FDA licensure for cord blood manufacturing in June 2013, becoming the fifth cord blood bank nationwide licensed by the FDA. LifeCord partners with the National Marrow Donor Program (NMDP) to provide umbilical cord blood units for patients worldwide. So far, the program has provided cord blood to patients in 29 states and 15 countries.

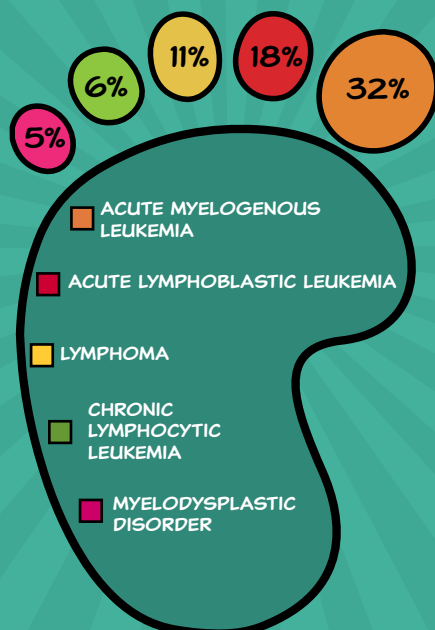
Not all patients are able to find a match on the NMDP registry. African-American patients have an estimated 34 percent likelihood of not finding a match. African-Americans are less likely to find a match compared to other races.

Because of the demographics in our geographic location, the Health Resources and Services Administration (HRSA) and the NMDP encourage LifeCord to actively recruit African-American donors. We are working to increase the likelihood of African-American patients finding a match by increasing the number of diverse umbilical cord blood units on the registry. Our goal is to partner with additional hospitals in the Southeast with high minority birth rates so that more patients can find their lifesaving match. As of September 2015, LifeCord has shipped 162 units of cord blood for patients in need.

I GROW HUMANS **AND** SAVE LIVES.
WHAT'S YOUR SUPERPOWER?



TOP 5 DISEASES TREATED BY CORD BLOOD FROM LIFECORD



OUR CORD BLOOD HOSPITAL PARTNERS

BAPTIST MEDICAL CENTER EAST
MONTGOMERY, ALA.

BAPTIST MEDICAL CENTER SOUTH
MONTGOMERY, ALA.

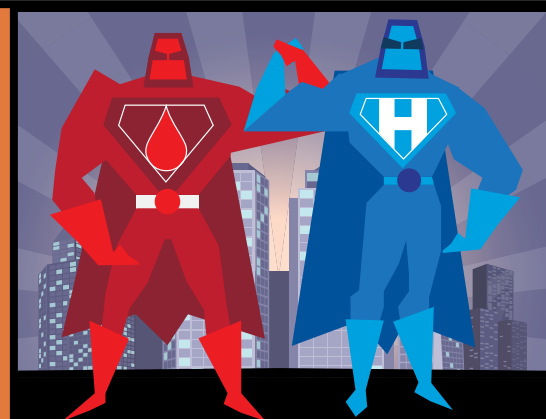
BAPTIST MEDICAL CENTER EAST
MONTGOMERY, ALA.

BROOKWOOD MEDICAL CENTER
BIRMINGHAM, ALA.

EAST ALABAMA MEDICAL CENTER
OPELIKA, ALA.

JACKSON HOSPITAL
MONTGOMERY, ALA.

JACKSON MEMORIAL HOSPITAL
MIAMI, FLA.



NORTH FLORIDA REGIONAL MEDICAL CENTER
GAINESVILLE, FLA.

UF HEALTH SHANDS HOSPITAL
GAINESVILLE, FLA.

PIEDMONT HENRY HOSPITAL
STOCKBRIDGE, GA.

NORTHEAST GEORGIA MEDICAL CENTER
GAINESVILLE, GA.

"LIFESOUTH IS A VITAL PARTNER IN GETTING BLOOD TO THE CHILDREN OF ATLANTA. THEIR CUSTOMER SERVICE, HANDLING OF SPECIALIZED PRODUCT REQUESTS AND REFERENCE LABORATORY TESTING CAPABILITIES ENABLE US TO DELIVER THE BEST QUALITY AND SAFEST CARE TO CHILDREN REQUIRING BLOOD TRANSFUSIONS."

CASSANDRA JOSEPHSON, MD

MEDICAL DIRECTOR, CHILDREN'S HEALTHCARE OF ATLANTA

TRANSFUSION, TISSUE AND APHERESIS SERVICES PROFESSOR, PATHOLOGY AND PEDIATRICS

CHILDREN'S HEALTHCARE OF ATLANTA IS ONE OF THE LARGEST PEDIATRIC CARE PROVIDERS IN THE U.S. AND HOME TO ONE OF THE TOP PEDIATRIC SURGERY PROGRAMS IN GEORGIA.



ACCOLADES AND GROWTH

2015 FABB AWARD WINNERS



HOSPITAL PARTNERSHIP
OAK HILL HOSPITAL



HIGH SCHOOL (SMALL)
CRESCENT CITY HIGH SCHOOL



HIGH SCHOOL (MEDIUM)
INTERLACHEN HIGH SCHOOL



HOSPITAL DONOR GROUP ACHIEVEMENT
UF HEALTH SHANDS HOSPITAL

GROWTH AND IMPROVEMENT

RENOVATIONS TO LIFESOUTH'S ATLANTA BUILDING
GAVE THE DONOR CENTER AN UPDATED LOOK.



LIFESOUTH'S NEW IRL IN ATLANTA
IS NOW LICENSED AND SERVING
HOSPITALS IN GEORGIA.



LIFESOUTH CUT THE RIBBON ON ITS NEWLY-
RENOVATED LAKE CITY DONOR CENTER.



LIFESOUTH CELEBRATED ITS ONE YEAR ANNIVERSARY
SERVING THE HOSPITALS AND DONORS IN ANNISTON, ALA.



"LIFESOUTH IS A GREAT PARTNER IN OUR EFFORT TO PROVIDE THE BEST CARE FOR OUR PATIENTS."

**DIANA MORFORD, MLS (ASCP)
ASSISTANT DIRECTOR OF LABORATORY SERVICES, NORTH FULTON HOSPITAL
ROSWELL, GA.**

NORTH FULTON HOSPITAL IS A 202-BED ACUTE CARE HOSPITAL MEETING THE HEALTHCARE NEEDS OF RESIDENTS OF NORTH FULTON, FORSYTH, EAST COBB, EAST CHEROKEE AND WEST GWINNETT COUNTIES.



OUR MISSION FULFILLED



At six months old, Gracie White was diagnosed with Hurler Syndrome, a rare genetic disorder. She received a cord blood transplant and made a full recovery.

"THANK YOU, LIFECORD, FOR ALL YOU DO TO GIVE A CHILD A CHANCE FOR A BETTER LIFE."

- SARAH WHITE,
GRACIE'S MOM



At 10 months old, Kaedyn Ballew was diagnosed with leukemia. He received numerous blood transfusions throughout his chemotherapy. With the help of blood donors, he beat cancer and is now a happy, healthy little boy.

"WE APPRECIATE ALL THE BLOOD DONORS AND LIFESOUTH. YOU ALL HAVE KEPT MY BABY ALIVE."

- SHELSIE BALLEW,
KAEDYN'S MOM

Toddler Braylon Lee Posey received two blood transfusions during his treatment for sickle cell disease.

"THANKS TO BLOOD DONORS, BRAYLON IS FEELING MUCH BETTER. HE LOVES TO CLIMB AND JUMP. HE'S ALL OVER THE PLACE."

- JALISA HAMBY,
BRAYLON'S MOM



Long-time blood donor Rachelle Spiers lost her leg in a 2013 motorcycle crash, requiring 14 blood transfusions to survive.

"EVERY DAY I'M THANKFUL. IT'S JUST A GIFT. HOW DO YOU SAY THANK YOU? I WOULDN'T BE HERE WITHOUT THOSE DONORS."

- RACHELLE SPIERS

OUR MISSION FULFILLED



Logan Blocker suffered from Kawasaki disease, a rare condition that affects the arteries, when he was nine months old. An emergency plasma transfusion saved his life.

"MY SON WOULD NOT BE HERE IF IT WEREN'T FOR LIFESOUTH DONORS. PLASMA FROM A BLOOD DONOR SAVED MY CHILD."

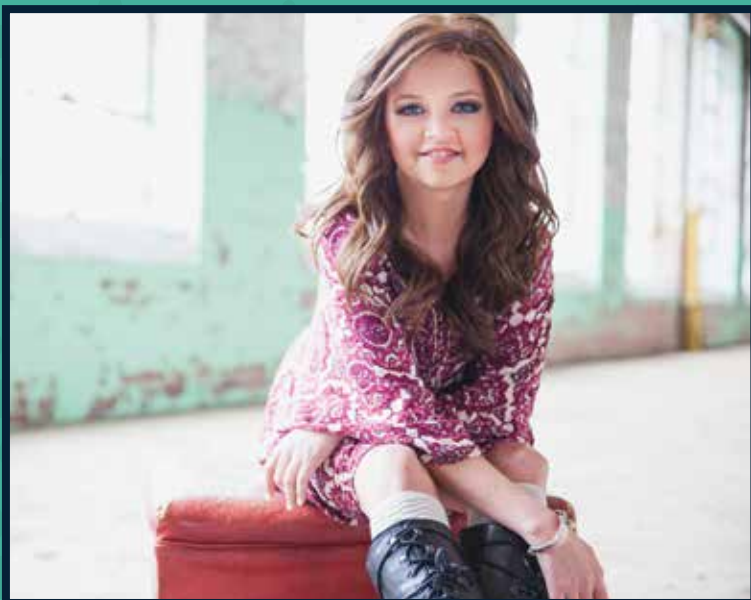
– AUDRA BLOCKER,
LOGAN'S MOM



Shortly after he was born, Cole Kelley was diagnosed with Diamond-Blackfan anemia, a rare blood disorder. Every three weeks, he receives a blood transfusion. Cole has helped many people get over their fear of needles so they can donate blood.

"A LOT OF PEOPLE HAVE STARTED GIVING BLOOD BECAUSE OF COLE. THEY ARE LITERALLY SAVING SOMEONE'S LIFE. I WANT EVERYONE TO KNOW TO GIVE BLOOD."

– CAROLINE KELLEY,
COLE'S MOM



When Ansley Cochran was two years old, she was diagnosed with neuroblastoma. Now 18, she has faced chemotherapy, multiple surgeries, radiation therapy and has undergone two stem cell transplants. She's had multiple transfusions of red blood cells and platelets.

"I NEVER REALIZED THERE WAS A SHORTAGE OF BLOOD. UNTIL YOU'RE IN A SITUATION WHERE YOU NEED SOMETHING LIKE THAT, YOU JUST ASSUME IT'S ALWAYS GOING TO BE THERE, BUT IT'S NOT."

– DONNA COCHRAN,
ANSLEY'S MOM

2015 HOSPITAL SURVEY

AN ANONYMOUS SURVEY OF OUR HOSPITAL PARTNERS



4.5 OUT OF 5 STAR RATING

"EXCELLENT SERVICE."

"LIFESOUTH IS KNOWLEDGEABLE ABOUT THE PRODUCTS AND SERVICES THEY PROVIDE."

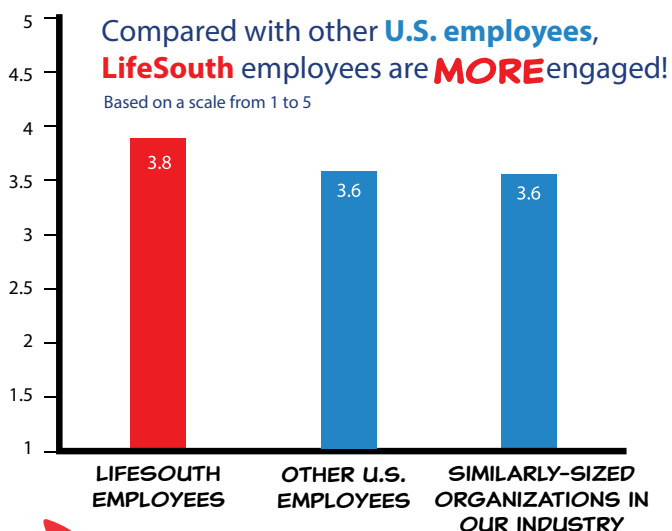
"I HAVE RECOMMENDED LIFESOUTH NUMEROUS TIMES TO OTHER FACILITIES WHO ARE NOW GLAD THEY SWITCHED!"

"LIFESOUTH HAS MADE GREAT IMPROVEMENTS OVER THE LAST FEW YEARS. WE HAVE SEEN THE GROWTH IN BOTH INVENTORY NEEDS, AS WELL AS STAFF SATISFACTION."

"WE ARE BLESSED TO HAVE A PARTNER IN HEALTHCARE AS COMMITTED AS LIFESOUTH."

2015 ANNUAL EMPLOYEE SATISFACTION SURVEY

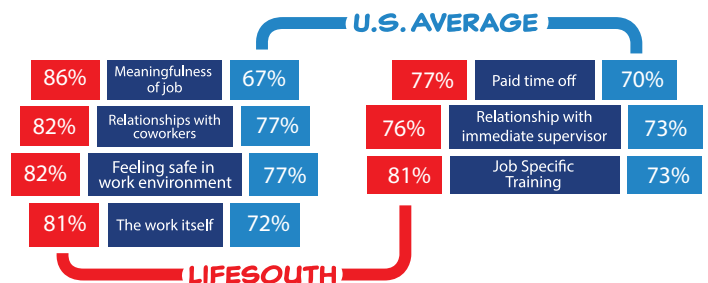
ENGAGEMENT



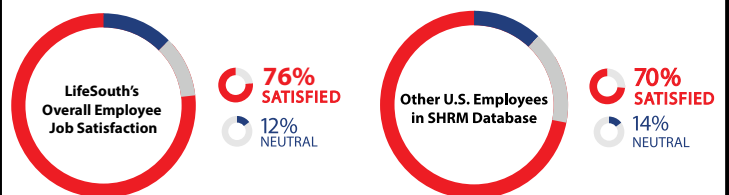
"LIFESOUTH IS A GREAT COMPANY. WE ARE ALWAYS GROWING AND ADAPTING TO MEET OR EXCEED THE NEEDS OF THE COMMUNITIES WE SERVE, THE DONORS WE APPRECIATE AND THE COLLEAGUES WE CONSIDER OUR FAMILY AWAY FROM HOME."

STRENGTHS

According to employees, the following are areas LifeSouth has excelled in:



OVERALL SATISFACTION



Compared with other U.S. employees, LifeSouth employees are **MORE** satisfied overall.

FINANCIALS

Statement of Activities

(In Thousands of Dollars)

Revenues Relative To:

Blood Components & Services	\$ 78,022	97%
Other Income	2,759	3%
Total Revenue	\$ 80,781	100%

Expenses Relative To:

Donor Recruitment	\$ 4,106	6%
Blood Collection & Distribution	32,526	42%
Laboratory	17,377	22%
General & Administrative	20,153	26%
Depreciation & Amortization	3,351	4%
Total Expenses	\$ 77,513	100%

Statement of Financial Position

(In Thousands of Dollars)

Assets:

Current Assets	\$ 21,898	32%
Long Term Assets	44,287	65%
Other Assets	2,261	3%
Total Assets	\$ 68,446	100%

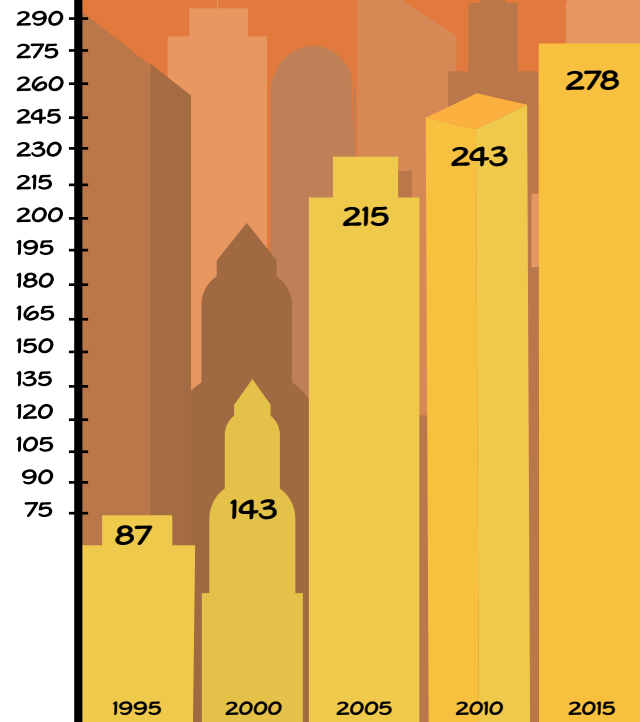
Liabilities & Net Assets:

Current Liabilities	\$ 7,185	10%
Long Term Debt	25,602	38%
Net Assets	35,659	52%
Total Liabilities & Net Assets	68,446	100%

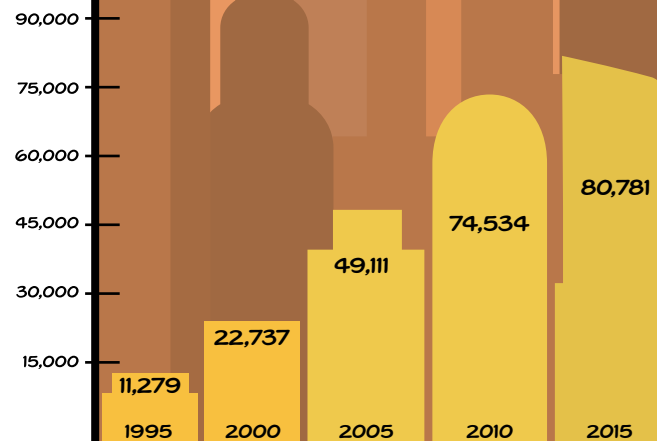
Cash Flow Summary:

Total Revenue	\$ 80,781
Operating Expenses	(74,162)
Capital Expenses	(4,857)
Less Debt Payments	(1,277)
Net Cash Flow	\$ 485

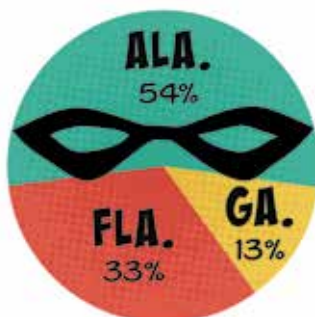
TOTAL DONATIONS (IN THOUSANDS)



REVENUE (IN THOUSANDS)



PERCENT OF BLOOD DONATIONS BY STATE



PERCENT OF BLOOD REVENUE BY STATE

