

2017
ANNUAL
REPORT

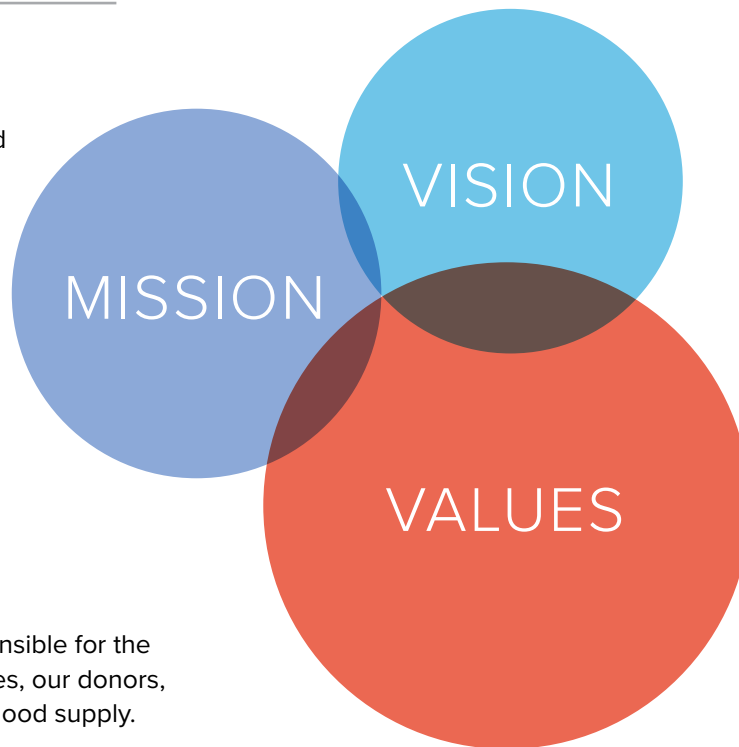
SERVICE IS
OUR PRIORITY



LIFESouth[®]
CommunityBloodCenters

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.



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.

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.

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A MESSAGE FROM THE CEO

2017 was a remarkable year of growth for LifeSouth. Through our employees' unwavering dedication and hard work, we built on the successes of our past, expanding and changing to meet the evolving needs of our hospitals and their patients. Our priority is service.

Service means providing quality support to our partner hospitals. We increased our capabilities in 2017 by:

- Expanding therapeutic apheresis services
- Enhancing our ability to consult and provide guidance to our hospitals with two additional medical directors
- Opening a new Immunohematology Reference Laboratory in Atlanta, Ga., increasing our technical abilities to type and search for special antigen red blood cells
- Shipping our 200th lifesaving cord blood unit
- Streamlining automated collections, including double red cell, automated plasma and platelet collections on bloodmobiles

Service means providing a vital resource for our communities. This year, LifeSouth invested in expansion and focused growth. We now supply blood to 16 additional hospitals delivering exceptional service to more patients in need.

- In October 2016 we began providing blood to South Georgia Medical Center in Valdosta, Ga. and opened a mobile operations center in August 2017.
- In January 2017 we began serving Baptist Health System, which includes Wolfson Children's Hospital.
- In April 2017 we began serving DCH Health System in Tuscaloosa, Ala.
- In July 2017 we began serving Children's Healthcare of Atlanta.



Philip Baker
Chairman of the Board



Nancy Eckert
President and Chief Executive Officer

Service means stepping up to provide help when there is a need. This year we lost Perry McGriff Jr., a long-time LifeSouth and Five Points of Life Foundation board member, blood donor and friend. Perry lived a life of service that truly exemplified LifeSouth's mission. He was an impassioned advocate for donation who gave more than 67 gallons of blood and enabled countless others to become donors. Perry knew that service, whether raising your hand to volunteer, speaking out to educate and inspire others, or simply rolling up your sleeve, is a privilege. We are privileged to have known Perry.

We look forward to continuing to advance our abilities to provide even better service to our communities in years to come.

A handwritten signature in cursive script, reading "Nancy Eckert".

LifeSouth

TERRITORIES

- Immunohematology reference lab
- LifeSouth territory
- ★ Headquarters



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
 Fayette Medical Center
 Flowers Hospital
 Georgiana Medical Center
 Grove Hill Memorial Hospital
 Helen Keller Hospital
 Huntsville Hospital
 Huntsville Hospital for
 Women & Children
 Jack Hughston Hospital
 Jackson Hospital
 Lake Martin Community Hospital
 Lawrence Medical Center
 Madison Hospital

Manderson Cancer Center
 Marshall Medical Center North
 Marshall Medical Center South
 Mizell Memorial Hospital
 Mobile Infirmary Medical Center
 Mobile Infirmary West
 North Baldwin Infirmary
 Northport Medical Center
 Pickens County 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

GEORGIA

Atlanta VA Medical Center
 Barrow Regional Medical Center
 Children's Healthcare of Atlanta
 at Egleston
 Children's Healthcare of Atlanta
 at Scottish Rite
 Emory Johns Creek Hospital
 Emory Saint Joseph's Hospital
 Emory University Hospital
 Emory University Hospital Midtown
 Grady Health System
 Gwinnett Medical Center
 Habersham Medical Center
 HealthSouth Rehabilitation Hospital
 of Newnan
 Higgins General Hospital
 Martin Army Community Hospital
 Medical Center of Central Georgia
 Northeast Georgia Medical Center
 Northside Hospital
 Northside Hospital - Forsyth
 Piedmont Atlanta Hospital
 Piedmont Henry Hospital
 Piedmont Newton General Hospital
 SGMC Berrien Campus
 SGMC Lanier Campus
 South Georgia Medical Center
 Tanner Medical Center/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
 Malcom Randall VA Medical Center
 Memorial Hospital Jacksonville
 North Florida Reception Center Hospital
 North Florida Regional Medical Center
 Oak Hill Hospital
 Orange Park Medical Center
 Putnam Community Medical Center
 Seven Rivers Regional Medical Center
 Shands Lake Shore Regional Medical Center
 Shands Live Oak Regional Medical Center
 Shands Starke Regional Medical Center
 UF Health Shands Cancer Hospital
 UF Health Shands Children's Hospital
 UF Health Shands Hospital
 Wolfson Children's Hospital

Board of Directors

As of September 2017


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*	Gary Brooks BBI Construction Management Inc.	Michael Lukowski, MD UF Health	Robert Smith HealthGroup of Alabama
Reeves Byrd Jr. Vice Chairman Preferred Management Investments Inc.*	Dan Bundy Southern States Bank	Christopher Montgomery RTI Surgical, Inc.	Richard Staab InterMed Biomedical Services Inc.
Ronald Spitznagel, EdD Secretary Consultant and Expert Witness	Michael Corrigan Duval County Tax Collector	Gary Moody, JD Moody & Salzman, P.A.	Joe Stough III Mobile Infirmary Medical Center
James Kelly Jr., CPA Treasurer UF Health	William Northcutt Alachua County Fire Rescue	William Northcutt Alachua County Fire Rescue	Merrick Wilson Homewood City Schools
Don Barbee Jr. Hernando County Clerk of the Court	Avis Craig Key Training Center	Tonya Raines Chick-fil-A	Jansen Voss, JD Christian & Small
Herb Bevis, PhD University of Florida*	Kayser Enneking, MD UF College of Medicine	Jeff Rains Baptist Medical Center East	* Retired
Mary Beth Briscoe UAB Hospital	Kristi Fultz-Butts Centers for Disease Control and Prevention	Everett Scroggie Jr. GN ReSound Corp.*	
	Lester Johnson Veterans Administration Outpatient Clinic	Willard Shafer University of Florida*	
	Katherine Laurenzano, MD Malcom Randall VA Medical Center	Carl Smith Huskers	


EXPERT SERVICE

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 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 often, anticipating blood needs and delivering as-needed, providing the highest level of customer service to our hospitals and optimizing our donors' gifts of life.

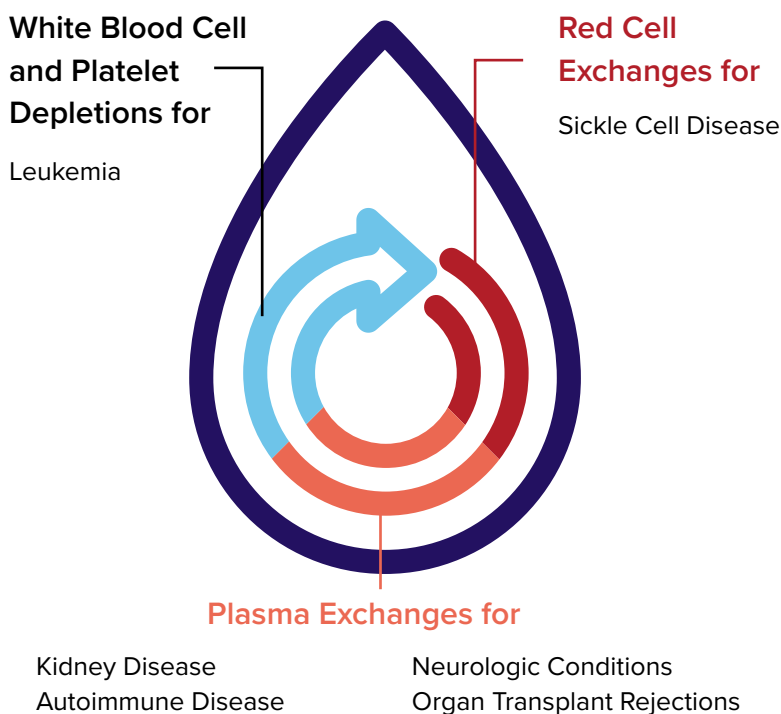


Collect and process blood in each community we serve, ensuring the freshest blood components are available when they are needed.



Therapeutic Apheresis

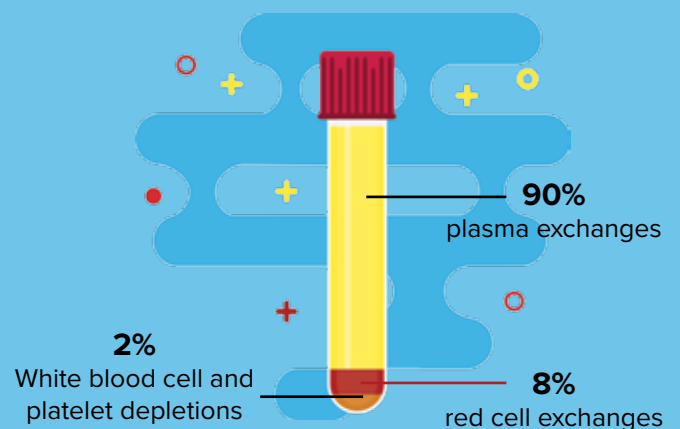
LifeSouth's therapeutic apheresis program provides procedures following the American Society for Apheresis (ASFA) guidelines for treating a variety of conditions. Our skilled physicians and nurses provide consultation to medical facilities. As true partners, we are there when needed, providing 24/7 comprehensive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



LifeSouth provides therapeutic apheresis to:

UF Health • 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

In 2017, LifeSouth performed more than 1000 therapeutic apheresis procedures.



EXPERT SERVICE

LifeSouth's experienced team of medical directors bring their collective expertise and knowledge in the blood banking field to our hospital partners. They are always available to assist and educate through:



24/7 access for consultation and guidance



ongoing educational programs



AABB instructional webinars



in-house training seminars



Chris Lough, MD
Medical Director

Chris Lough, MD graduated from his transfusion medicine fellowship at Hoxworth Blood Center in Cincinnati, Ohio. He earned his doctor of medicine degree at University of North Carolina at Chapel Hill and completed residency in anatomic and clinical pathology at the University of Kentucky. Dr. Lough's focus is the immunohematology reference laboratory, donor testing, process improvement and promoting education regarding appropriate transfusion therapy.

Juan Merayo-Rodriguez, MD
Medical Director

Juan Merayo-Rodriguez, MD is a board certified pathologist with a specialty in blood bank and transfusion medicine. He earned his doctor of medicine degree from Pontificia Universidad Católica Madre y Maestra in Santiago, Dominican Republic and completed a residency in pathology at Danbury Hospital (Yale), where he was also a surgical pathology fellow. He was a transfusion medicine fellow at Penn State. He holds Blood Bank and Transfusion Medicine and Anatomical and Clinical Pathology Board Certificates from the American Board of Pathology.

Peter Miller, MD
Medical Director

Peter Miller, MD completed his transfusion medicine fellowship at Johns Hopkins Hospital. He earned his doctor of medicine at Sackler School of Medicine, Tel Aviv University in Israel and completed a rotating internal medicine year at Hebrew University in Jerusalem. He completed his residency in clinical pathology at The George Washington University. His main focus is in hemapheresis and transfusion support in clinical medicine, esoteric lab testing, informatics particularly big data management within pathology and stem cell therapies including collection and directed stem cell expansion.

Bill Martinez, MT (ASCP), SBB
Technical Director

Bill Martinez earned a baccalaureate degree in medical technology from the University of Florida, a master's in health services administration from the University of Central Florida and a certificate in lean/six sigma black belt from Villanova University. Bill is also certified by the American Society of Clinical Pathologists as a specialist in blood banking (SBB). Bill provides leadership for technical operations such as the immunohematology reference and quality control laboratories.



EXPERT SERVICE

Immunohematology Reference Laboratories and Transfusion Services

LifeSouth's Immunohematology Reference Laboratories (IRL) in Atlanta, Ga. and Gainesville, Fla. and transfusion services in Palatka, Fla. enable 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 turnaround for hospitals and patients is especially important since we provide more than 300 of these antigen-specific units each week.

Patients who receive transfusions can develop antibodies that make it difficult to find blood that is compatible and safe. LifeSouth's IRLs use state-of-the-art technology to fulfill special patient needs. IBBIS, our FDA-approved software, allows us to identify special donors whose red cells, platelets and white cells are compatible with the patient.

LifeSouth's IRLs utilize two molecular testing platforms to identify matches between donors and patients. 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 with minimal turnaround times.



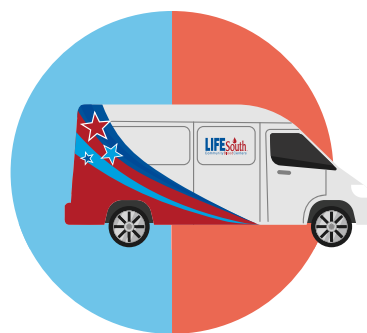
13,000

donors identified as
Sickle Cell Heroes



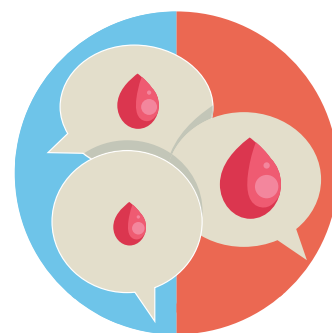
15,000

donors tested for special
antigen matches



15,600

special antigen units
shipped in 2017



15,000

calls in 2017 for
special antigen units,
sickle cell heroes,
and HLA-typed blood

Finding a Match for Sickle Cell Patients

LifeSouth sends an average of 300 special red blood cell units a week to hospitals we serve in Florida, Georgia and Alabama. These special units help treat adults and children suffering from blood diseases, like sickle cell disease.

LifeSouth is implementing a plan to commit our donors with special antigens to come in at specific times throughout the year. This proactive approach ensures that blood is consistently available for sickle cell patients when they need it.

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



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

EXPERT SERVICE

LifeCord



PERSONALIZED SERVICE

Whole Blood



Whole blood donation is the **most common type of blood donation**.



You can donate whole blood **every 56 days**.



Donating whole blood takes about **15 minutes**.



After donation, blood is separated into three components: **red blood cells, platelets and plasma**.

Double Red



Double red cell donations allow you to donate **two units of red cells in one appointment**.



You can donate double red cells **every 112 days**.



Donating double red cells takes about **35-45 minutes**.



Red blood cells are the **most transfused blood component**.

Platelets and Plasma



One platelet donation provides as many platelets as **five whole blood donations**.



You can donate platelets **every 14 days**. You can donate plasma **every 30 days**.



Donating platelets takes about **1-2 hours**.



Platelet transfusions are essential in treating **many types of cancer**.

Optimize your donation. **Join the Elite Donor Program.**

Priority 1 (P.1) = Elite

Priority 2 (P.2) = Excellent

Priority 3 (P.3) = Awesome



P.1 Double Red Cell Donation
P.2 Platelet Donation (with RBC)
P.3 Whole Blood



P.1 Platelet Donation
P.2 Double Red Cell Donation
P.3 Whole Blood



P.1 Platelet Donation (with RBC)
P.2 Double Red Cell Donation
P.3 Whole Blood



P.1 Platelet Donation
P.2 Plasma Donation
P.3 Whole Blood



P.1 Platelet Donation (with RBC)
P.2 Double Red Cell Donation
P.3 Whole Blood



P.1 Platelet Donation
P.2 Plasma Donation
P.3 Whole Blood



P.1 Platelet Donation (with Plasma)
P.2 Plasma Donation
P.3 Whole Blood



P.1 Plasma Donation
P.2 Platelet Donation (with Plasma)
P.3 Whole Blood

EXCELLENCE IN SERVICE

In 2017:



LifeSouth offers a state-certified in-house medical technologist training program. Students who complete the program and pass an accreditation exam are eligible for licensure as medical technologists in immunohematology and blood banking. **Six students graduated from LifeSouth's med tech training program.**



LifeSouth's Gainesville Immunohematology Reference Laboratory **qualified for accreditation from the American Association of Blood Banks.**



With the support of Grifols, LifeCord **published Little Bear's Amazing Gift**, a colorful children's book which tells the story of Little Bear, who saved a life by donating umbilical cord blood.

Pints for Perry Blood Drive

In March, LifeSouth partnered with the City of Gainesville to honor the contribution Perry McGriff Jr. made to the community by being a lifetime blood donor. While Perry contributed to his community in dozens of ways – he was a former mayor, county commissioner and state representative – when it came to blood donation, McGriff had a passion for giving, and donated more than 67 gallons of blood throughout his life.

The goal of the drive was to collect that same amount over the course of the week. Gainesville City Commissioner Craig Carter approached LifeSouth to create a memorial blood drive to honor McGriff after hearing of his commitment to blood donation. "Perry had such an immense impact on the citizens of our community by donating blood on a regular basis," said Carter. "I want to walk in Perry's footsteps by becoming a lifelong blood donor, and I encourage others to join me."

The goal for the Pints for Perry blood drive was to match the 536 pints Perry donated throughout his lifetime. To date, 770 pints have been donated in his honor, potentially impacting more than 2,300 lives.



COMMUNITY SERVICE

Your support as the blood drive chairperson is essential to the success of the drive.



The commitment of our dedicated donor chairpeople saves countless lives.

LOCATION

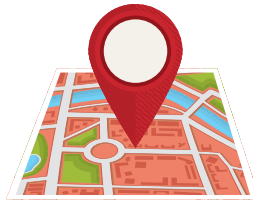
Determine whether your blood drive will be inside or outside on a bloodmobile.

If inside, a blood drive location should:

- ▶ be convenient and comfortable.
- ▶ have multiple electrical outlets.
- ▶ have an area where donors can relax.

If outside, a blood drive location should be:

- ▶ parked on a flat surface.
- ▶ in an area with high foot traffic.



MOTIVATION

Set collection goals for your organization's blood drive.

- ▶ **Aim** to have a minimum of two donors per hour.
- ▶ **Share** your goals with your organization and update them on your progress throughout the drive.



COMMUNICATION

Improve communication for your blood drive.

- ▶ **Educate** your organization on the need for blood.
- ▶ **Ask** employees personally so that everyone has been offered the opportunity to give.
- ▶ **Help** people overcome their fears by addressing their concerns about the blood donation process.
- ▶ **Use** your organization's email, bulletin board, newsletters, etc. to promote the blood drive.



ORGANIZATION

Securing appointments makes your blood drive more efficient. It will:

- ▶ **Provide** an accurate number of donors expected.
- ▶ **Ensure** an adequate amount of LifeSouth staff will be present.
- ▶ **Reaffirm** your employee's commitment to donate and reduce cancellations and no-shows.

CELEBRATION

Turn your blood drive into a fun event.

- ▶ **Collaborate** with your LifeSouth representative to choose a theme for your blood drive.
- ▶ **Use** decorations, food and music to create a fun atmosphere.
- ▶ **Sponsor** a friendly competition within the organization to increase participation.
- ▶ **Offer** recognition with workplace incentives.



INSPIRATION

Motivate and inspire your organization to give blood.

- ▶ **Invite** a LifeSouth representative to speak to your group about donation.
- ▶ **Encourage** a member of your organization share how the need for blood has impacted their life.
- ▶ **Email** donor and patient stories.
- ▶ **Share** statistics on how much blood your community uses each day.



BLOOD DRIVE TIMELINE



60 days prior

Assemble a committee to help obtain employee signups.



3-4 weeks prior

Meet with your LifeSouth representative and create a recruitment plan.



3 weeks prior

Email a blood drive 'save the date' to your employees.



3 weeks prior

Advertise the blood drive and post signup sheets. Make appointments.



5 days prior

Send your final signup sheet to your LifeSouth representative.

EXPANDING SERVICE

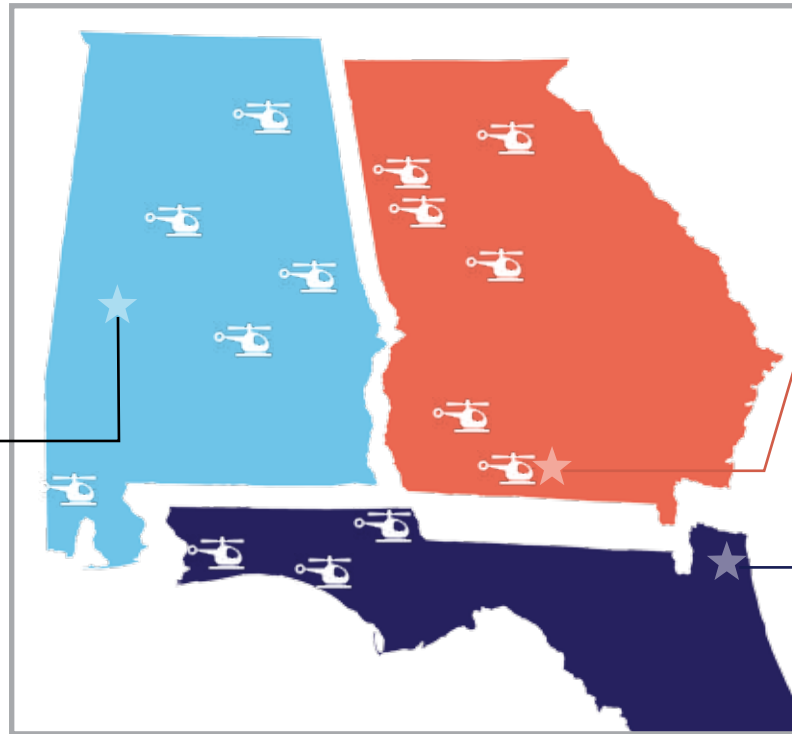
In 2017, LifeSouth began serving communities in Tuscaloosa, Ala., Valdosta, Ga., and Jacksonville, Fla.

Air Methods airlifts accident victims to hospitals by helicopter. LifeSouth provides blood to Air Methods, so it is available immediately. This can mean the difference between life or death for many patients.

Tuscaloosa, AL

Serving:

- DCH Regional Medical Center
- Northport Regional Medical Center
- Fayette Regional Medical Center



Air Methods Location

Valdosta, GA

Serving:

- South Georgia Medical Center

Jacksonville, FL

Serving:

- Memorial Hospital
- Orange Park Hospital
- Baptist Health

LifeSouth serves six children's hospitals and began serving Children's Healthcare of Atlanta and Wolfson Children's Hospital in 2017. Serving young patients requires specialized services to ensure these patients are treated like children and not small adults.

"Pediatric patients are unique and require specialized treatment, especially when a blood transfusion is required. LifeSouth works with Children's Healthcare of Atlanta to make sure specialized product requests are fulfilled consistently and rapidly and makes sure children receive safe and lifesaving care."

- Cassandra Josephson, MD

Medical Director, Children's Healthcare of Atlanta, Transfusion, Tissue and Apheresis Services Professor, Pathology and Pediatrics



A LIFE OF SERVICE

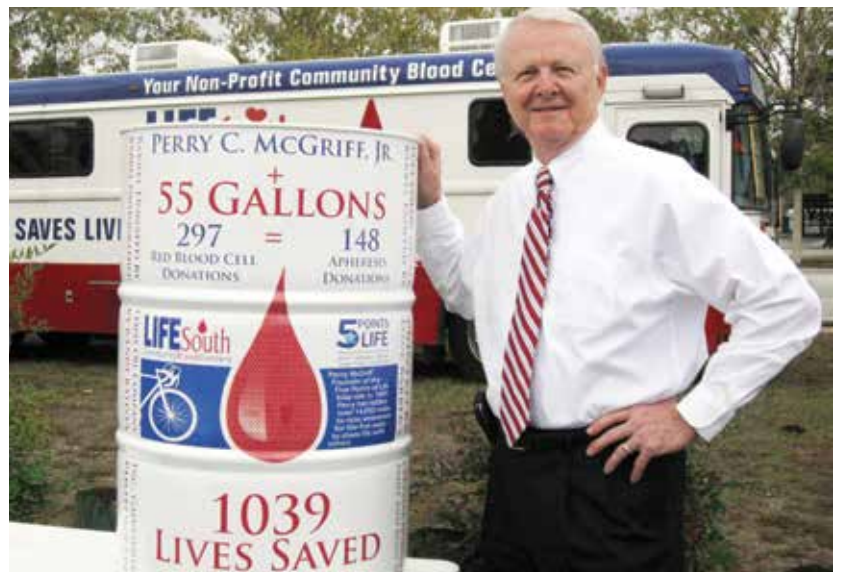
In Memory of Perry C. McGriff Jr.

Perry C. McGriff 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 LifeSouth's 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 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.



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.



LIFESAVING SERVICE

When Cassidy was born in Anniston, Ala., she weighed just five 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 to 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.

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 to receive 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 now 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.

LIFESAVING SERVICE



“

If I was unable to get a transfusion, I don't think I would have made it. Thank you LifeSouth blood donors.

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, Matt was hit head-on by a drunk driver and needed a blood transfusion to save his life during surgery.

His wife Laura learned the incredible impact that blood donors have. She became a blood donor immediately after Matt's accident. Laura had always been scared to donate blood before, but the transfusions that saved Matt's life convinced her to donate to help someone else.

Matt wants people to know that blood donors are needed year-round, and not just after a tragedy. "I just wish more people gave," he said. "It's such an easy, simple thing to do. Whenever there's a tragedy, people line up to give blood, but it would be nice to spread that giving out over the year."

“

You never know when it's going to be you, that you will be the person on the table needing blood.



Financials

Statement of Activities

(In Thousands of Dollars)

Revenues Relative To:

Blood Components & Services	\$ 81,437	97%
Other Income	2,705	3%
Total Revenue	\$ 84,142	100%

Expenses Relative To:

Donor Recruitment	\$ 3,239	4%
Blood Collection & Distribution	32,842	41%
Laboratory	19,673	24%
General & Administrative	21,369	26%
Depreciation & Amortization	3,885	5%
Total Expenses	\$ 80,978	100%

Statement of Financial Position

(In Thousands of Dollars)

Assets:

Current Assets	\$ 20,028	27%
Long Term Assets	45,559	62%
Other Assets	8,199	11%
Total Assets	\$ 73,786	100%

Liabilities & Net Assets:

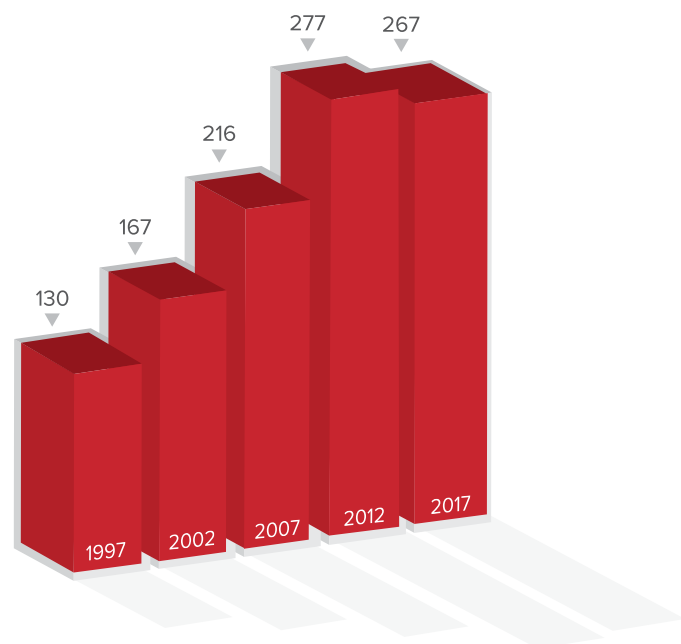
Current Liabilities	\$ 8,589	12%
Long Term Debt	23,031	31%
Net Assets	42,166	57%
Total Liabilities & Net Assets	73,786	100%

Cash Flow Summary:

Total Revenue	\$ 84,142
Operating Expenses	(77,123)
Capital Expenses	(4,104)
Less Debt Payments	(1,140)
Net Cash Flow	\$ 1,775

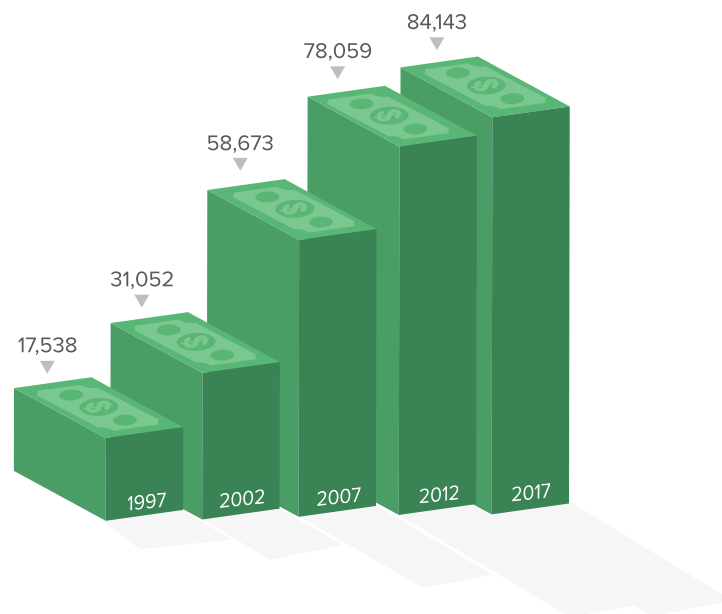
Total Donations

(in 000s)

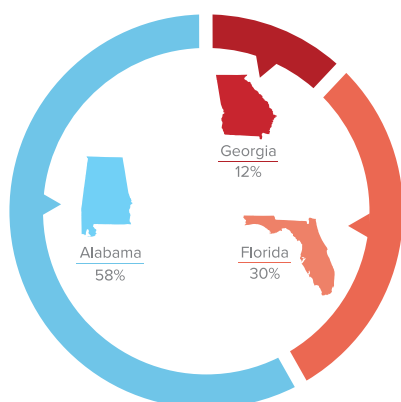


Total Revenue

(in \$000s)



Percent of Blood Donations by State



Percent of Revenue by State

