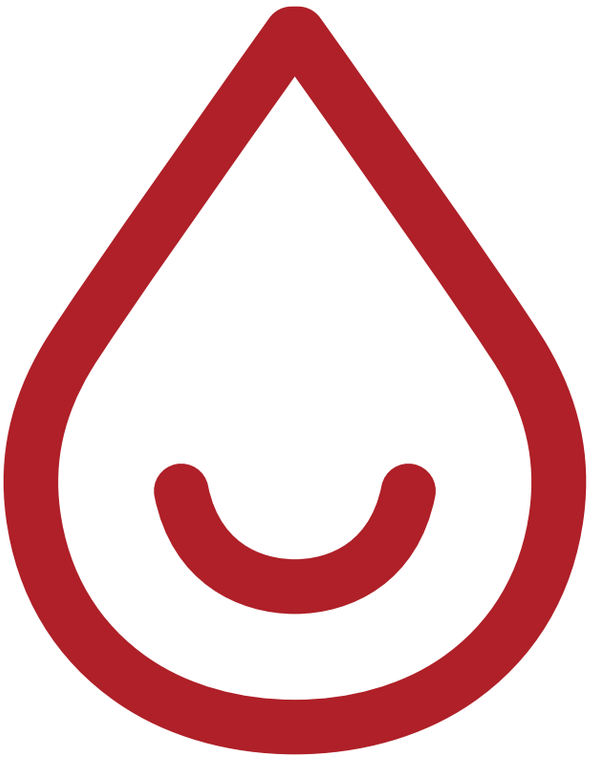
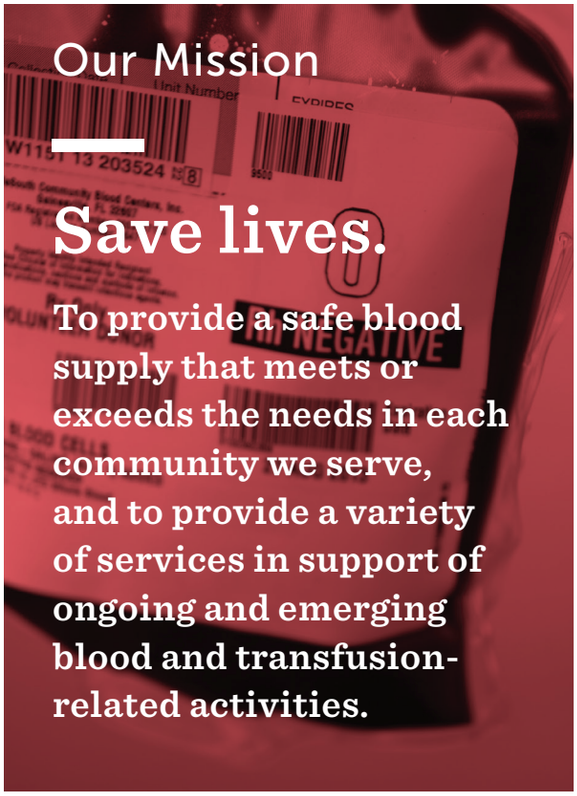
2018 Annual Report



Together, we save lives.

LIFESOUTH
Community Blood Centers



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 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 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

Mission/Vision/Values	1
A Message from the CEO	2
LifeSouth Communities	3
Hospitals We Serve	4
Board of Directors	4
Brand Update	5
Therapeutic Apheresis	6
Active Inventory Management	6
Cord Blood	7
Immunohematology Reference Lab	8
LifeSouth Growth	9
Sickle Cell Outreach	10-11
Five Points of Life Foundation	12-13
Patient Stories	14-15
LifeSouth Financials	16

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.

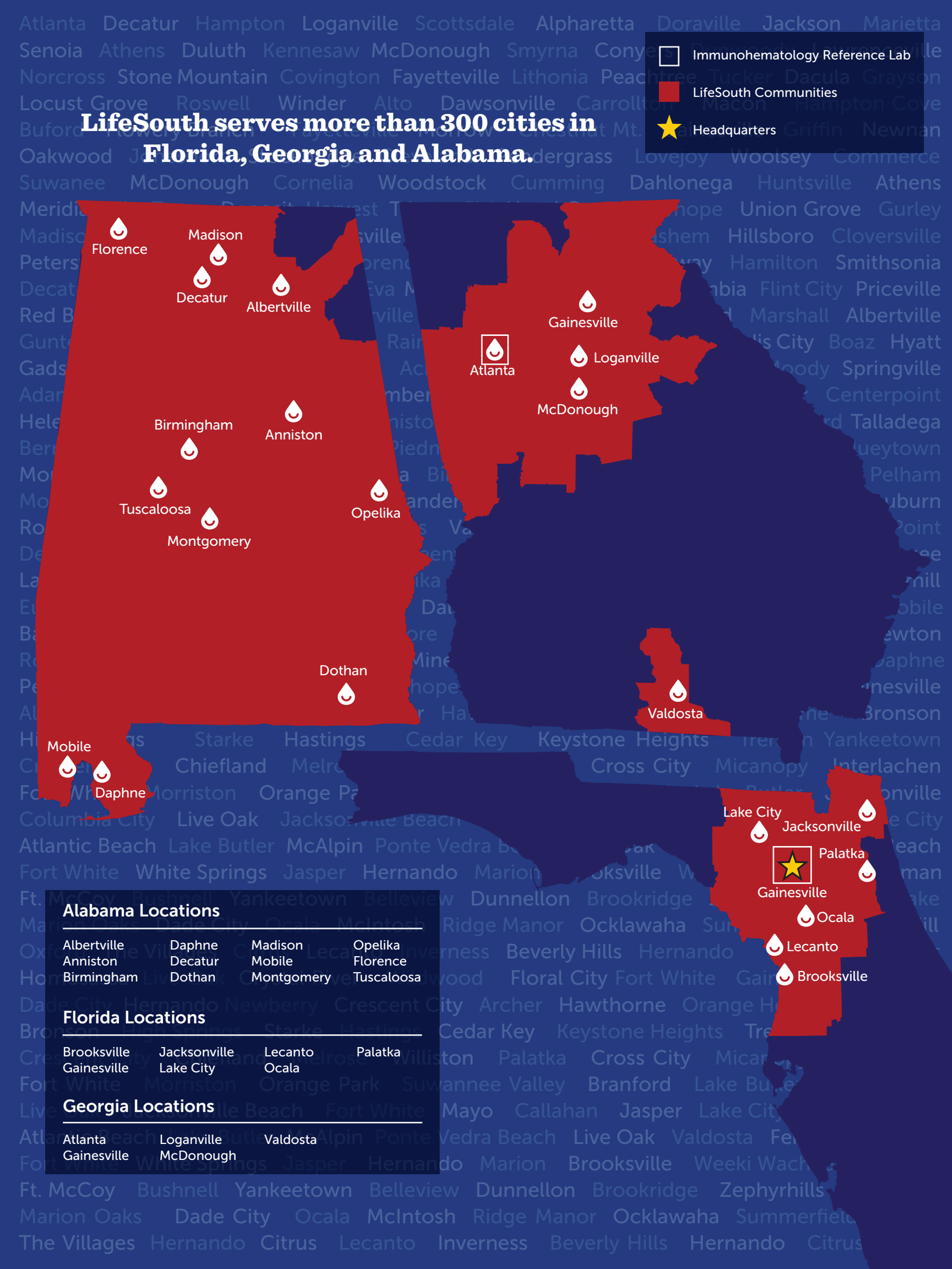
Together, we save lives.

Nancy Eckert

President and Chief Executive Officer

This year, LifeSouth focused on growing and strengthening the partnerships that make our lifesaving work possible.

LifeSouth serves more than 300 cities in Florida, Georgia and Alabama.



Alabama Locations

Albertville	Daphne	Madison	Opelika
Anniston	Decatur	Mobile	Florence
Birmingham	Dothan	Montgomery	Tuscaloosa

Florida Locations

Brooksville	Jacksonville	Lecanto	Palatka
Gainesville	Lake City	Ocala	

Georgia Locations

Atlanta	Loganville	Valdosta
Gainesville	McDonough	

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 Hughston 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
Pickens County Medical Center
Prattville Baptist Hospital
Princeton Baptist Medical Center
Providence Hospital
Regional Medical Center Anniston
Regional Medical Center Jacksonville
RMC Stringfellow 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 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

35 EMS Service Locations

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.

Philip Baker
Chairman of the Board

* Retired

Phil Baker
Chairman
Building Contractor*

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

Jim Kelly Jr., CPA
Treasurer
UF Health

Ron Spitznagel, EdD
Secretary
Consultant and Expert Witness

Don Barbee Jr., JD
Hernando County Clerk of the Court

Jeremy Blair
Wellstone, Inc.

Mary Beth Briscoe
Uhealth and Miller College of Medicine

Gary Brooks
BBI Construction Management Inc.

Dan Bundy
Southern States Bank

Michael Corrigan Jr.
Visit Jacksonville

Avis Craig
Key Training Center

F. Kayser Enneking, MD
UF College of Medicine

Kristi Fultz-Butts
Centers for Disease Control and Prevention

Lester Johnson, MD
Veterans Administration Outpatient Clinic*

Michael Lukowski, MD
UF Health*

Bill Northcutt
Alachua County Fire Rescue*

Tonya Raines
Chick-fil-A

Jeff Rains
Baptist Medical Center East

Will Shafer
University of Florida*

Carl Smith
Huskers

Rob Smith
HealthGroup of Alabama*

Rick Staab
InterMed Biomedical Services Inc.

Kerri Stewart
JEA

Joe Stough III
Mobile Infirmary Medical Center

Paul Storey
Helen Keller Hospital

Wendi Taylor
Global Youth Food Project, Inc.

Jansen Voss, JD
Christian & Small, LLP

Merrick Wilson
Homewood City Schools

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 desgined 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 to 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
Community Blood Centers

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 automimmune 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.

LIFE SOUTH | Cord Blood Bank

The Cord Blood Cycle of Life

Mother arrives at the hospital to deliver her baby.

Mother gives written consent to allow LifeSouth to collect her cord blood.

The cord blood is collected, samples from the mother are drawn for testing and she completes a medical history.

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

The cord blood is transported to LifeSouth's headquarters.

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 does not meet criteria, it is supplied to our research partners to help save lives.

If the cord blood unit meets criteria, it is processed and cryogenically frozen in liquid nitrogen.

Cord blood units that meet transfusion criteria are added to the international registry and made available to patients all over the world.

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 tranfusion 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.

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

Growth in 2018

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.

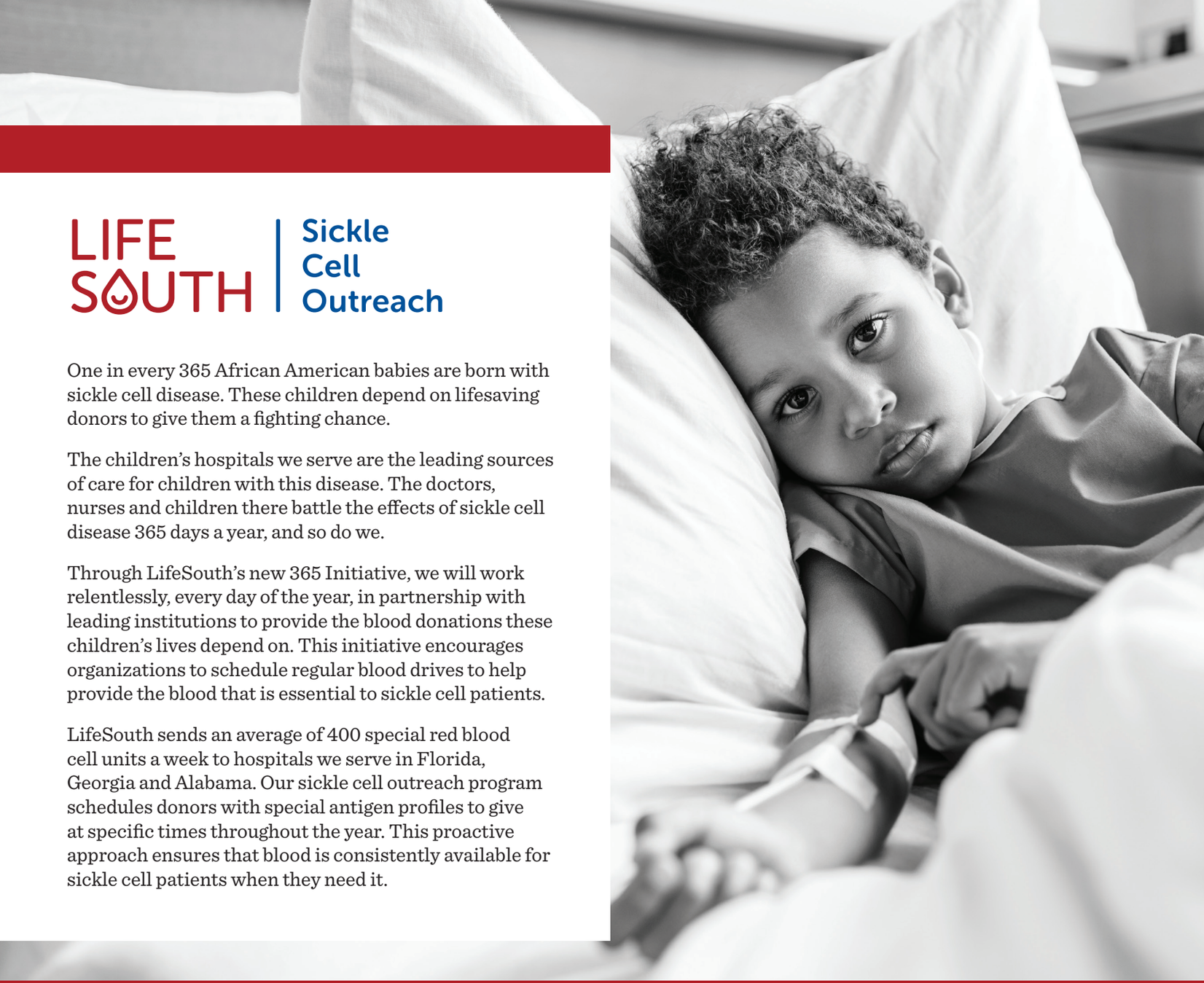
LifeSouth closed its Sheffield, Ala. donor center in March and opened its new facility across the river, conveniently located near downtown Florence.

Florence, Ala.

Baptist Medical Center • Jacksonville, Fla.

Jacksonville, Fla.

Jacksonville, Fla.



LIFE SOUTH | Sickle Cell Outreach

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.

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.

Kayla Ann Jernigan
25 years old
55+ blood transfusions

Elijah Cook
7 years old
3+ blood transfusions

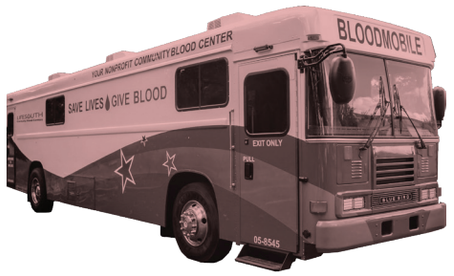
Sharee Greene
35 years old
240+ blood transfusions

Lydia Mays
35 years old
500+ blood transfusions

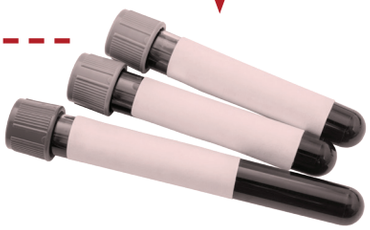
Rare Patients Need Rare Friends

How blood reaches a sickle cell patient

LifeSouth's Rare Donor program identifies antigen matches and asks donors to commit to donating throughout the year for their matched patient.



New donor gives blood with LifeSouth



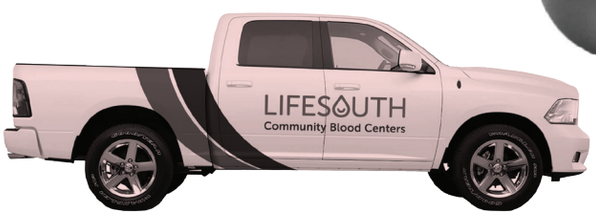
LifeSouth tests blood and identifies those with sickle cell matching antigens as ***Rare Donors.***

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

Rare Donor is contacted and encouraged to join LifeSouth's *Rare Donor program*.

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

Rare Donor gives blood with LifeSouth for their matched patient in need.



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

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

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

LIFE SOUTH | Five Points of Life

Fiscal Year 2018 Board of Directors

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

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.

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

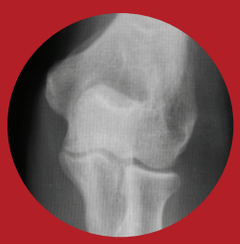
- Every two seconds somebody needs a blood transfusion.
- Only 10 percent of those eligible to donate blood do so regularly.

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.

Kids Marathons

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

Five Points of Life Kids Marathons unite families and schools in an event focused on health, wellness and familiarizing the community with LifeSouth. Participation is free (or of minimal cost), funded by sponsors and supported by LifeSouth volunteers. During the 12-week program at local schools, children run 25 miles incrementally, then complete the last 1.2 miles at the Kids Marathon. Each child receives a medal, pride in their accomplishment and the motivation to continue to exercise. In turn, each family learns about their community blood center and the importance of donation.

Race Weekend

In 2018, more than 2,050 participants took to the streets of Gainesville, Fla. and the University of Florida Campus.

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 the Classroom

27,141 students in Fla., Ga., and Ala. participated in the Five Points of Life in the Classroom this year.

The Five Points of Life in the Classroom program is taught by LifeSouth team members and volunteers at area schools. The program reaches children ages five to 18 through a STEM-based curriculum. It is free to schools and community groups, easy to teach in one class period and explores the function of blood, bone marrow, stem cells and organs through hands-on interactive elements. It also teaches the social responsibility of donation and offers an opportunity for them to encourage their families to donate blood. The program aims to create a new generation of motivated blood donors.

Fundraising Events

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.

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.

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)

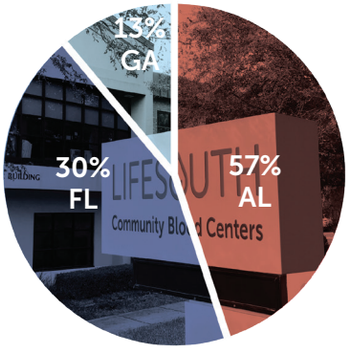
Revenues Relative To:			
Blood Components & Services	$	88,871	97%
Other Income		2,512	3%
Total Revenue	$	91,383	100%
Expenses Relative To:			
Donor Recruitment	$	2,232	3%
Blood Collection & Distribution		36,302	40%
Laboratory		21,470	24%
General & Administrative		24,631	27%
Depreciation & Amortization		5,500	6%
Total Expenses	$	90,135	100%

Statement of Financial Position

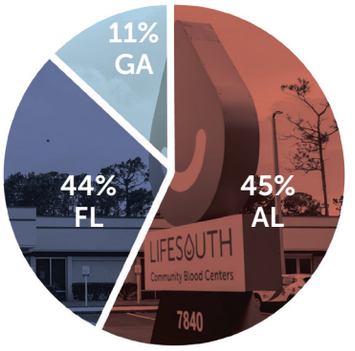
(in Thousands of Dollars)

Assets:			
Current Assets	$	17,776	24%
Long Term Assets		46,240	62%
Other Assets		10,812	14%
Total Assets	$	74,828	100%
Liabilities & Net Assets			
Current Liabilities	$	9,538	13%
Long Term Debt		21,876	29%
Net Assets		43,414	58%
Total Liabilities & Net Assets	$	74,828	100%
Cash Flow Summary			
Total Revenue	$	91,383	
Operating Expenses		(84,635)	
Capital Expenses		(4,757)	
Less Debt Payments		(1,655)	
Net Cash Flow	$	336	

Percent of Donations by State

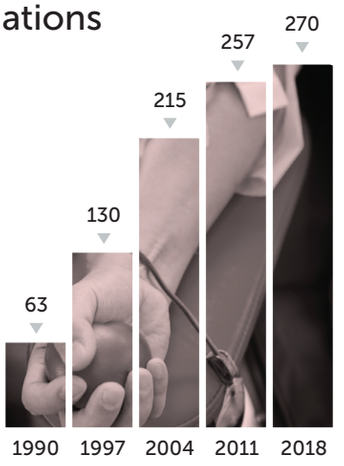


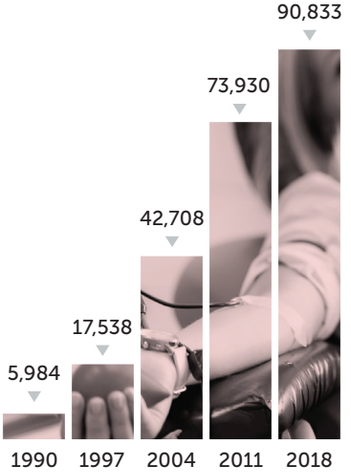
Percent of Revenue by State



Total Donations

(in 000s)



Revenue

(in 000s)