





*Never be
afraid to
help.*

Philip Baker

Chairman of LifeSouth's Board of Directors

1975 - 2019

Our Mission

Save lives.

To provide a safe blood supply that meets or exceeds the needs in each community we serve, and to provide a variety of services in support of ongoing and emerging blood and transfusion-related activities.

Our Vision

Relentless Compassion.

To be a vital and prominent member of our communities known for meeting the needs of the entire community, incomparable customer service and unwavering employee excellence.

To develop our communities' blood supply by increasing blood donations from both new and existing blood donors and optimizing component yields from each donation.

To be 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.

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.

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LIFESOUTH
Community Blood Centers

A Message from the CEO

“Never be afraid to help.”

“Never be afraid to help” is an adage that Chairman of the Board Philip Baker lived by, frequently reminding and inspiring others to do the same. This year we lost Phil, who helped build the organization that became LifeSouth Community Blood Centers and served as chairman of our board of directors until his death in May 2019. Phil’s relentless compassion made it possible for LifeSouth to fulfill our lifesaving mission. It is in his memory that we continue to grow and improve our processes to allow even more potential donors to take that crucial first step: deciding to help.

Our donors, the community members who host our blood drives, and our dedicated hospital partners make life possible for someone in need. Phil’s message reminds us that we are truly connected by our need for blood; we all depend on one another to ensure that it is there when we need it. Blood donation is an act of true altruism, one that serves as a reminder of our capacity for empathy and kindness. All over the world, millions of people owe their lives to someone who wasn’t afraid to help.

Phil’s lifetime of dedication has made an immeasurable difference, not only in the communities we serve, but within LifeSouth. He leaves a legacy of selfless service that is at the heart of our mission and will continue to inspire and shape our organization for years to come. In the coming year, I urge you to remember Phil’s relentless compassion when you receive a phone call reminding you that you’re eligible to donate, pass a LifeSouth bloodmobile or your organization hosts a blood drive. Patients in your community need you. Don’t be afraid to help. Say yes.






Nancy Eckert

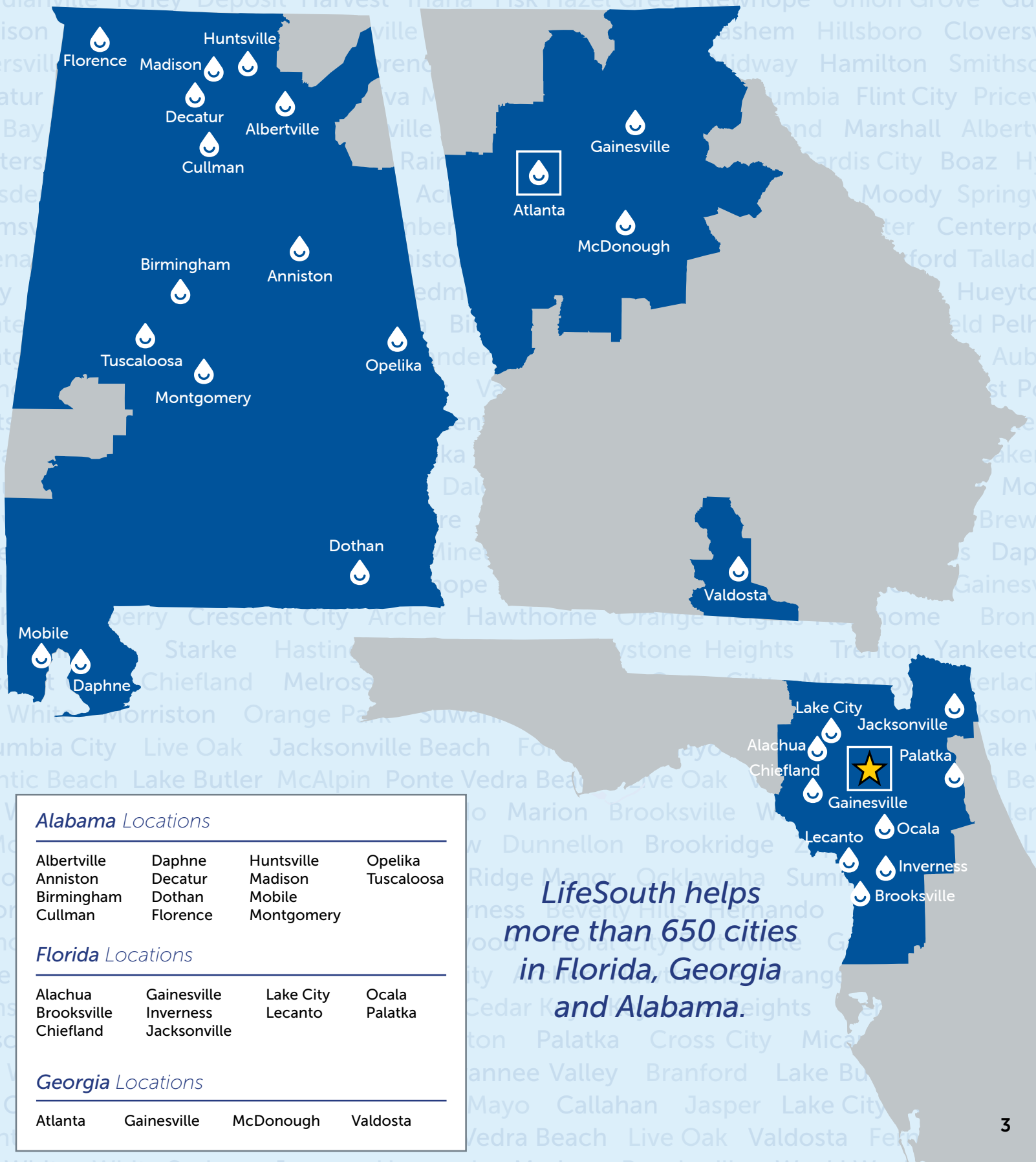
President and Chief Executive Officer



“The impact of Phil’s leadership and support cannot be overstated. LifeSouth’s culture is imprinted with his sense of community giving and inherent kindness toward others.”

LifeSouth Communities

-  Immunochemistry Reference Lab
-  LifeSouth Communities
-  Headquarters



*LifeSouth helps
more than 650 cities
in Florida, Georgia
and Alabama.*

Hospitals We Help

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
North Alabama Medical Center
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
Jackson Medical Center
Lake Martin Community Hospital
Lakeland 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
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
Whitfield Memorial Hospital
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
St. Francis Hospital
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 2019

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.

Reeves Byrd Jr.

Vice Chairman
Preferred Management
Investments, Inc.*

Jim Kelly Jr., CPA

Treasurer
UF Health

Ron Spitznagel, EdD

Secretary
Consultant and
Expert Witness

Owen Bailey

USA Women & Children's

Don Barbee Jr., JD

Circuit Judge
Hernando County

Jeremy Blair

WellStone

Michael Briddell

City of Montgomery

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

Michael Lukowski, MD

UF Health*

Tonya Raines

Chick-fil-A

Jeff Rains

Baptist Medical
Center East

Michael Reinhardt

Lexus/Toyota

Will Shafer

University of Florida*

Carl Smith

Huskers

Rob Smith

HealthGroup of Alabama*

Rick Staab

InterMed Biomedical
Services, Inc.

Luke Standeffer

DCH Health System

Kerri Stewart

JEA

Wendi Taylor

Global Youth Food
Project, Inc.

Jansen Voss, JD

Christian & Small, LLP

Merrick Wilson

Homewood City Schools

Emeritus Board Members

Philip Baker

Herb Bevis, PhD

John Mallory

Perry McGriff Jr.

Gary Moody, JD

Don Rothwell, PhD

Everett Scroggie Jr.

Mike Wofford

*retired

A Legacy of Helping *Remembering Philip Baker*



Philip H. Baker

July 22, 1929 - May 4, 2019

Prior to regulation, many blood banks paid donors for their blood, but by the 1970s, blood banks around the country began to transition to entirely volunteer donor systems. In 1974, government regulations brought an end to paid donations for transfusion use. It was in 1974 that the Civitan Club in Gainesville, Fla. was asked to start a community blood bank to support the blood needs of four area hospitals. Although the Civitan Club was not the biggest club in town, it did hold a unique position – it was the only group that agreed to the request.

Philip Baker was part of the original group that accepted that challenge. They numbered fewer than 30 members, eight of whom left the group, declining to be part of a project they considered destined to fail. Phil was one of twelve members who signed a note backing the \$50,000 loan with personal funds to get the organization started. When his community needed him, Phil was not afraid to help. On August 28, 1974, the Civitan Regional Blood Center opened its doors. A building contractor, Phil oversaw the construction of LifeSouth's first Gainesville donor center in 1979. Forty-five years later, LifeSouth supplies blood components to 138 hospitals.

Phil served as chairman of the board of directors for the organization, which became LifeSouth Community Blood Centers, until his death in May 2019.

Phil was an impassioned advocate for blood donation and donated gallons throughout his lifetime. His courage in taking the leap of faith needed to bring a volunteer blood center to his community made blood donation possible for so many people and gave countless others a chance at life.



Phil Baker (left), with Civitan Club members Var Heyl and Reeves Byrd, Jr., displays a check for \$50,000. The pledge helped get Civitan's building campaign started in 1977.



Civitan's first bloodmobile (a donated used RV) opened its doors at the University of Florida's first annual Panhellenic Christmas blood drive.



Phil oversaw the building of the Civitan donor center in Gainesville, FL.



The donor center was completed in 1979.



Therapeutic Apheresis

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

- White blood cell and platelet depletion for leukemia and thrombocytosis
- Red cell exchanges for sickle cell disease
- Plasma exchanges for kidney and autoimmune diseases, neurologic conditions and organ transplant rejections

LifeSouth provides therapeutic apheresis to:

UF Health Shands Hospital • Gainesville, FL

North Florida Regional Medical Center • Gainesville, FL

Malcom Randall VA Medical Center • Gainesville, FL

Baptist Medical Center • Jacksonville, FL

Orange Park Medical Center • Jacksonville, FL

Memorial Hospital • Jacksonville, FL

Active Inventory Management

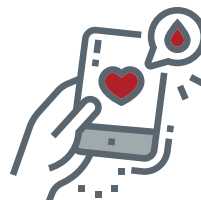
There is no time to collect blood in an emergency. For patients to survive, LifeSouth must ensure that hospitals already have the blood they need, when they need it. We are committed to effectively managing our hospitals' blood inventories, resulting in reduced waste, lower costs and better patient care. We can make this commitment because we:



Establish a minimum inventory for all blood components and ensure those levels are maintained at each hospital we serve.



Rotate inventory, allowing components which would otherwise expire to be distributed throughout the community, helping lower costs to hospitals.



Communicate often, anticipating blood needs and delivering as-needed, providing the highest level of customer service to our hospitals.



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

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.

For expecting mothers, helping is as easy as signing a few forms. Donating cord blood is a simple way to make a difference for someone in need. Cord blood, the blood remaining in the umbilical cord and placenta after a baby is born, 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
Marcus Foundation

M.D. Anderson Cancer Center
University of Florida

In 2019, LifeSouth:

Made **117 units** available on the cord blood registry

Shipped **9 cord blood units** for transplant

LifeSouth has shipped a total of **237 cord blood units** for transplant all over the world



The cord blood is transported to LifeSouth's headquarters.

The medical professionals who collect the cord blood are a vitally important part of the lifesaving process. Nurses and physicians work each day to collect umbilical cord blood from newborns at:

Baptist Medical Center East
Baptist Medical Center South
Brookwood Medical Center
East Alabama Medical Center
Gwinnett Medical Center
Jackson Hospital

Jackson Memorial Hospital
North Florida Regional Medical Center
Piedmont Henry Hospital
Regional Medical Center Anniston
UF Health Shands Hospital



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



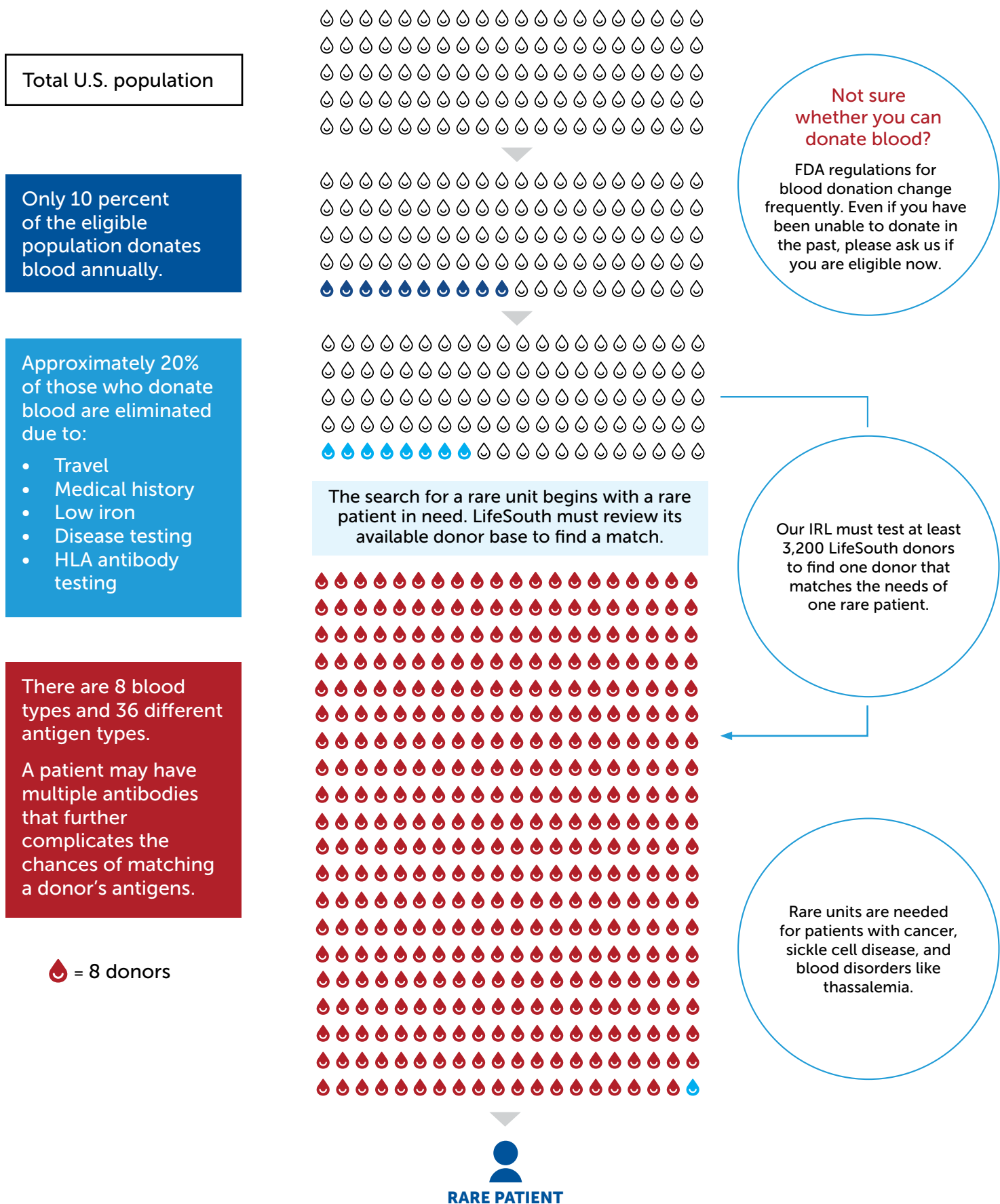
If the cord blood unit meets criteria, it is processed and cryogenically frozen in liquid nitrogen.



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

The Challenges of Helping

Many factors reduce the number of available and transfusable components that LifeSouth is able to collect and test. Finding a rare antigen match relies on a large and diverse donor base to find components compatible with each rare donor. Maintaining and establishing a large, diverse donor base is complicated by the number of people willing and eligible to donate and the unique needs of our rare patients that require additional donor testing to find compatible blood.



Community Blood Centers Helping Together

This year, LifeSouth partnered with 12 other community blood centers to form a donor testing lab cooperative. The National Blood Testing Cooperative (NBTC) enables community-based blood centers to take control of their blood testing needs by providing quality testing services to its members. The NBTC allows community blood centers to aggregate their volumes and gain access to the lower pricing generally provided to only larger-scale testing operations. By bringing testing back in-house, LifeSouth is taking control of a fundamental aspect of providing blood services to our hospital partners. Additionally, working with 12 other like-minded community blood centers creates exciting partnership opportunities across the nation.

Operational preparations to open a laboratory in Atlanta, Ga. began in late 2018. LifeSouth will manage, operate and staff the donor testing lab on behalf of NBTC. Working closely with our blood center partners, LifeSouth is working hard to prepare the lab for testing by installing and validating equipment, drafting and validating standard operating procedures, hiring and training staff, and preparing for multiple inspections. The new Atlanta lab will have the capacity to test approximately 1.5 million donors annually. Thirteen standardized disease tests will be performed for each donor, along with a handful of other ancillary and confirmatory testing. The testing of donor samples is expected to begin in January 2020.

The community blood center owners of NBTC are:

Cascade Regional Blood Services
Central Pennsylvania Blood Bank
Community Blood Center of the Ozarks
Kentucky Blood Center
LifeServe Blood Center
LifeShare Blood Centers
LifeSouth Community Blood Centers
Mississippi Valley Regional Blood Center
Shepard Community Blood Center
Stanford Blood Center
Suncoast Blood Bank
The Blood Center
We Are Blood



“

This new cooperative business model approach provides a strategic opportunity to blood center owners and/or members by providing a level of control for a major, core function of our blood center operations.

Nancy Eckert

President and CEO
LifeSouth Community Blood Centers
President
National Blood Testing Cooperative





Helping Every Day The 365 Movement



For patients with cancer, sickle cell disease, and blood disorders like thalassemia, the need for blood is year-round. Their treatments require regular transfusions of special antigen-matched units of blood. These patients fight their diseases 365 days a year, and so do we.

LifeSouth's 365 Movement is about matching donors with patients. Our goal is to find and identify donor matches for patients who require regular transfusions of antigen-matched blood.

LifeSouth's immunohematology reference laboratories test for 36 antigens and send an average of 400 special red blood cell units a week to hospitals we serve in Florida, Georgia and Alabama. Our 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 patients when they need it.

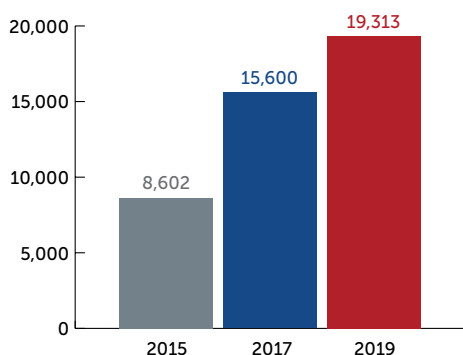
How to Help

Donate blood. LifeSouth performs extended molecular testing on more than 25,000 donors per year to identify donors with special antigen profiles. You could be one of them.

Host a LifeSouth blood drive. Hosting a drive at your organization, business, church or school is a great way to increase the number of donors we can test and help more patients in need.

Spread the word. Share your donation story and encourage friends to give blood at #IAm365.

SAUs Shipped Per Year



How Antigen Matching Works

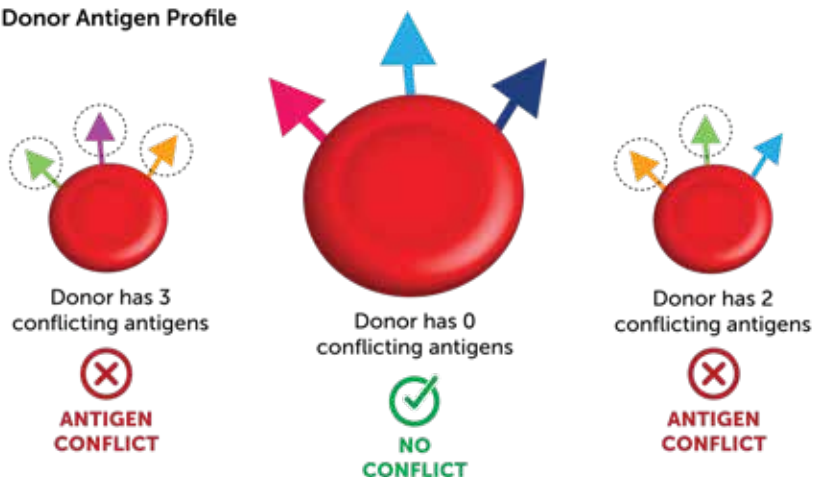
● = Red Blood Cell ○ = Antigen-Antibody Conflict ↑ = Antigen Y = Antibody

Antibodies are "Y-shaped" proteins produced by the immune system to fend off foreign substances. These invaders are typically viruses, bacteria, or other non-self material. Antigens are proteins and carbohydrates attached to the surface of red blood cells. The patient's immune system may respond to the donor's antigens as foreign and attack the transfused blood causing a life-threatening reaction. To avoid this, our laboratories carefully pair the patient and donor to prevent antibody and antigen conflicts.

Patient Antibody Profile



Donor Antigen Profile



Rare Friends Help Rare Patients

How Blood Reaches a Patient



New donor gives blood with LifeSouth.



LifeSouth tests blood and identifies those with certain specific antigen profiles 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.

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

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



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

Rashad is a Rare Donor who gives blood regularly for his matched patient.



LifeSouth delivers the blood to the patient's hospital.

Elijah suffers from sickle cell disease, and relies on blood transfusions from Rare Donors.



Growth in 2019



Gainesville IRL

Medical Laboratory Observer Magazine named LifeSouth a recipient of their Lab of the Year award. The award was based on a submission that included reference workups, transfusion services, molecular testing and product quality control.

LifeSouth opened an immunohematology reference lab (IRL) in Jacksonville's First Coast region. The lab performs antibody testing for patient compatibility, oversees inventory control of rare units and ensures these units are transported to hospitals when patients are in need.

In May 2019, LifeSouth's IRL services earned accreditation from the American Association of Blood Banks.



First Coast IRL

LifeSouth opened its new Valdosta donor center in October 2018. The facility will help serve patients at South Georgia Medical Center, where LifeSouth has provided 100 percent of blood needed since 2016.

The Gainesville IRL helped facilitate the transportation of an antigen-matched unit of blood for a patient in France. The unit was extremely rare: less than 0.1 percent of the population is negative for the combination of antigens required. The process, which took a month to complete, required coordination between LifeSouth, France's Ministry of Health and world couriers.



Valdosta, Ga.
donor center

In fiscal year 2019, LifeSouth shipped 954 vials of CD34 cells, 854 fresh cord blood units and 52 frozen cord blood units for research. The number of units and vials of CD34 cells sent for research continues to increase. For example, for the first eight months of calendar year 2019, 1339 vials of CD34 were shipped for research versus the last eight months of calendar year 2018 where 289 vials of CD34 cells were shipped.

Why I'm Not Afraid to Help

Exceptional Drives and Donors

When Tim and Erica Wadleigh began planning their wedding registry, Erica's mother, LifeSouth corporate administrative assistant Nancy Goertz, had an idea. "She asked if I would be interested in doing a blood drive and giving guests the option of donating instead of a gift," said Erica. "We thought it was a great idea!"

Erica and Tim's wedding invitation informed attendants that a LifeSouth bloodmobile would be on site and asked that, in lieu of a gift, guests commit to donating blood. "Everyone was surprised, but they all loved it," said Erica. One couple who could not attend even promised to give at their local donor center in New England.

Of the 50 guests in attendance, 11 registered to give. The kindness shown by the couple and their guests on a day celebrating the beginning of their life together also helped give new beginnings to patients in need.

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It's hard not to want to help. I was raised that you do whatever you can to give back.

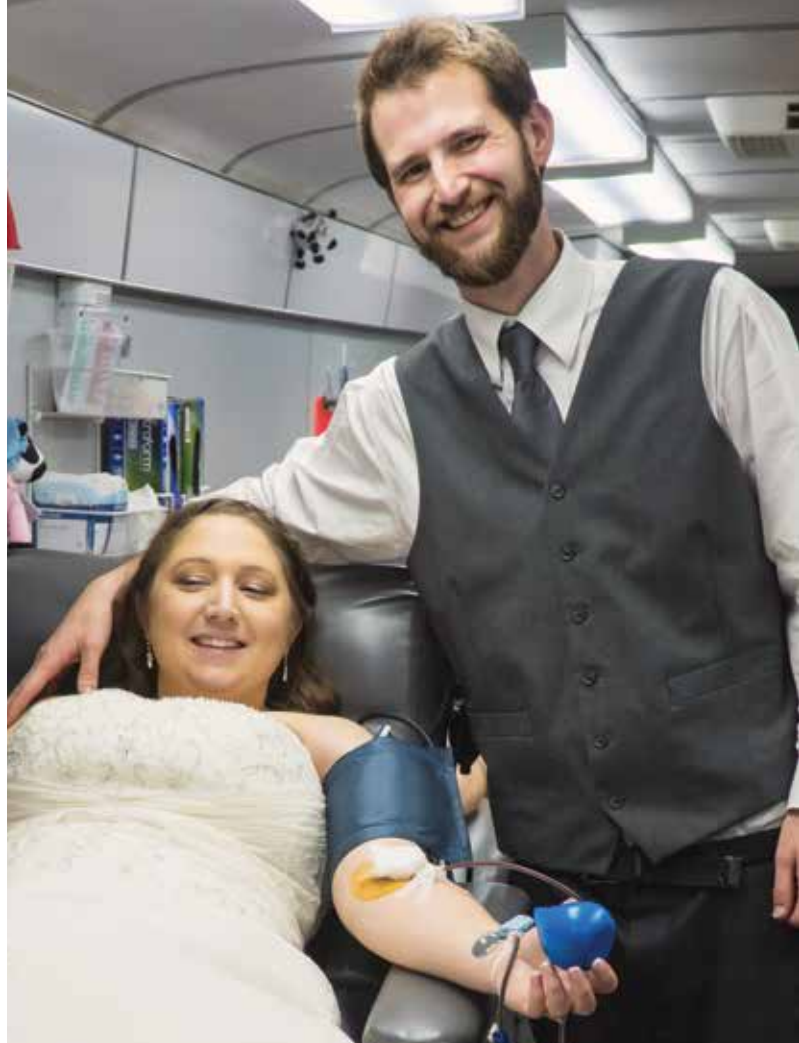
In 2011, Angeleck Williams of Decatur, Alabama saw a woman on Facebook who celebrated her own birthday by hosting a blood drive. It gave her an idea. Eight birthdays later, Angeleck has helped LifeSouth collect more than 600 units of blood. Her birthday party blood drive at the local LifeSouth donor center includes food and door prizes donated by local businesses.

The drive has become a tradition for many community members, many of whom begin asking Angeleck about it months before the event. This year's goal was 49 blood donors for her 49th birthday, which she surpassed by more than double with a total of 116 donors.

Angeleck says that the drive is a fun way to get past the nerves that come with donating for the first time. "We get a lot of first-timers, and I'm always so impressed with people who will come out and try to get over their fear," she said. "We have so much fun, so maybe you don't think about the needle. I hope it gets people over their nervousness of giving."

“

We give so that people can live. It's so important that we all do what we can.





Why Help Is Needed

Mia Adams has lived with the impact of sickle cell disease her entire life. She was diagnosed with the disease at just six weeks old.

Mia learned about sickle cell disease at a young age. At age four during a hospitalization, four-year old Mia asked her mother why she had to have IVs in her arms and feet. “I remember asking my mom what was going on,” said Mia. “She said I had a blood disorder that makes me sick.” To fight the effects of the disease, Mia receives blood every three to six months. To date, she has had more than 20 blood transfusions.

“I feel like blood isn’t donated enough. It should be given more often. It’s more than just me that needs it. Just a pint or two can save someone’s life.” Mia says that she’s thankful for LifeSouth’s blood donors. “I just really want to thank whoever has been donating blood and helping me,” she said.

“

You’ve saved me a countless number of times. I’m really grateful.



Tyne Berry is no stranger to the importance of blood donation. As a LifeSouth donor services team leader, Tyne sees the impact it makes for local patients, but she never thought she would be one of them.

Tyne had been feeling unwell for more than a year. After several visits to her doctor, the cause of her illness was still not identified. One day at work, she began to feel dizzy. A visit to the emergency room revealed a stomach ulcer that was causing internal bleeding and she was sent immediately to the ICU. Tyne spent two months there and was placed on a ventilator while undergoing treatment for lung and heart infections. Throughout her treatment, she received 15 units of blood.

She has since returned to work and says her experience has given her a renewed appreciation for the generosity of donors. “I would say thank you to the people that gave blood to save my life. I’m very appreciative of everyone that donates.”

“

You just never think that you’re going to need it until it happens to you.

Why Help Is Needed

At two years old, Dikari Joseph began to exhibit symptoms like poor appetite and lethargy. At a visit to the ER, he was diagnosed with sickle cell disease, a hereditary disorder that can cause inflammation, dehydration, anemia and severe chronic pain. It affects my daily life,” he said. “Some days are just better than others. It’s a daily struggle.”

Dikari has received multiple transfusions of blood and platelets during his treatment. He encourages those thinking of donating for the first time to consider the impact it can have on someone’s life. “If someone were scared to donate blood, I would say to do it,” he said. “You never know whose life you might change.”

Dikari appreciates the blood donors and LifeSouth staff for making his treatment possible. “I think LifeSouth has a great calling. I know they’ve saved my life once or twice. I’m grateful.”

“

You gave me a chance to continue to live life to the fullest and seize every moment.

A checkup became a life-threatening revelation for 3-year-old Anna Reece Reeves when doctors discovered a mass on her kidney. A biopsy revealed that she had stage 2 Clear Cell Sarcoma, a rare pediatric cancer. Anna Reece underwent 30 weeks of radiation and chemotherapy, finishing her treatment in June 2019 with no evidence of remaining sarcoma.

During Anna Reece’s treatment, she received ten blood transfusions to treat the serious side effects of chemotherapy. “It makes a big difference in her energy level and her overall wellness,” said Gina. “If it weren’t for the transfusions, Anna Reece couldn’t go on with the treatment that is saving her life.”

Gina says that seeing firsthand how vital blood donation is has changed how she feels about giving blood. “Since Anna Reece’s diagnosis, I have met so many kids who depend on monthly transfusions to stay alive. It has opened my eyes tremendously to the need for blood donations,” she said.

“

“If you’re thinking of giving blood, don’t hesitate. It makes a huge difference.”



Statement of Operational Activities

(in Thousands of Dollars)

Revenues Relative To:

Blood Components & Services	\$	87,125	97%
Other Income		3,153	3%

Total Revenue	\$	90,278	100%
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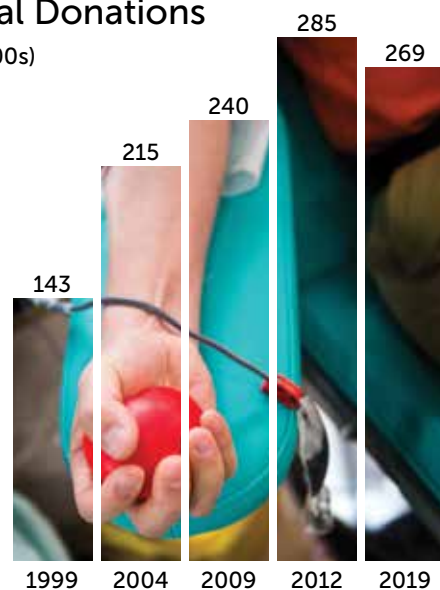
Expenses Relative To:

Donor Recruitment	\$	1,947	2%
Blood Collection & Distribution		34,721	39%
Laboratory		22,384	25%
General & Administrative		26,695	30%
Depreciation & Amortization		4,243	4%

Total Expenses	\$	89,990	100%
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Total Donations

(in 000s)



Statement of Financial Position

(in Thousands of Dollars)

Assets:

Current Assets	\$	18,087	25%
Long Term Assets		45,361	64%
Other Assets		7,655	11%

Total Assets	\$	71,103	100%
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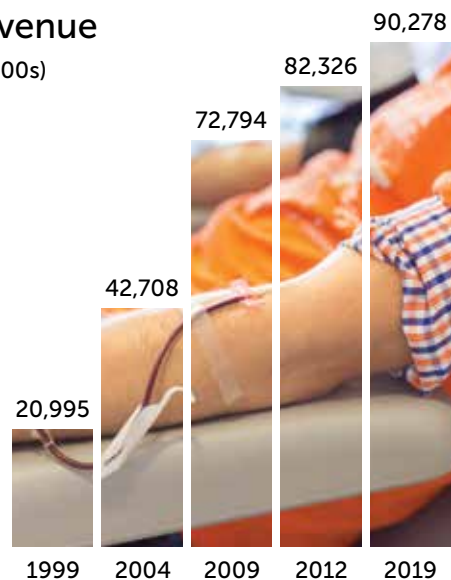
Liabilities & Net Assets

Current Liabilities	\$	11,947	16%
Long Term Debt		20,050	29%
Net Assets		39,106	55%

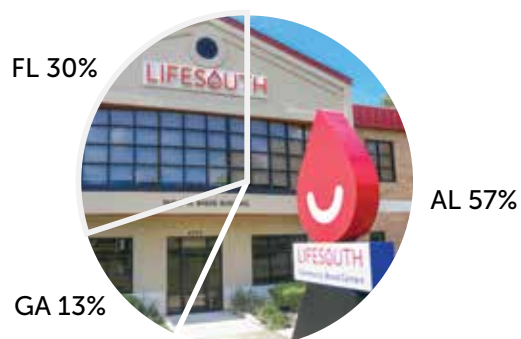
Total Liabilities & Net Assets	\$	70,253	100%
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Revenue

(in 000s)



Percent of Donations by State



Percent of Revenue by State

