



2020 Annual Report

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 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

Give local. Save local.

In just a matter of months, COVID-19 has changed so much about how we live and work. During a time marked by unprecedented uncertainty, our organization was able to respond and adapt quickly to meet the needs of our local hospitals.

Our staff rose to meet those needs by quickly and efficiently implementing a convalescent plasma program, and our donor centers collect plasma from recovered COVID-19 patients to help those currently being treated fight the virus. I am truly proud of our team for all that we have been able to accomplish throughout the challenges of the COVID-19 crisis.

While the work we do has always had a direct impact on patients, it is especially crucial as our country struggles to overcome the effects of COVID-19. Each employee has an essential role to play in ensuring that this important treatment is available to critically ill patients.

Our convalescent plasma program is an example of how much teamwork can accomplish when everyone recognizes their part in achieving the end goal.

Despite the challenges presented by COVID-19, 2020 was also a year of growth and forging new partnerships. We were honored to become Moffitt Cancer Center's primary blood supplier, allowing us to expand our operational footprint to Tampa, Fla. We operate and manage a donor testing laboratory in Atlanta, Ga. which performs testing for 10 community blood centers that are owners of the National Blood Testing Cooperative (NBTC).

Throughout these months of rapid change, one thing remains constant: the dedication of our communities' blood donors is our greatest strength. Even during times of uncertainty and hardship, they show up because they know that patients in their local hospitals are counting on them. We count on them too. The work we do each day continues to connect us to the communities we serve.



Nancy Eckert
President and Chief Executive Officer



"During a time marked by unprecedented uncertainty, our organization was able to respond and adapt quickly to meet the needs of our local hospitals."

-Nancy Eckert



Rob Smith
Chairman of the Board

Growth in 2020

In May 2020, LifeSouth added a new courier plane to our fleet. The 2018 Cessna Grand Caravan, which measures 41' 7" in length, can transport more than 3,000 pounds and moves blood samples and products throughout LifeSouth's regions nightly, including special units like convalescent plasma, to ensure all hospitals receive the products needed. It also continues to transport blood samples nightly to LifeSouth's immunohematology reference laboratory for COVID-19 antibody testing.

Beginning May 1, LifeSouth became the primary blood supplier to Moffitt Cancer Center in Tampa, Fla. Moffitt is a world-renowned cancer treatment hospital serving patients in all 67 Florida counties, all 50 states and more than 130 countries. The hospital serves more than 68,000 individual patients annually, and that number is expected to surpass 100,000 patients by 2026. Demand for cancer care increases every year and so does the need for blood. We are proud to provide blood to Moffitt and help cancer patients in their fight for survival.

LifeSouth is proud to work alongside SunCoast Blood Centers (the secondary blood supplier to Moffitt Cancer Center). Our shared mission is to provide safe, reliable and quality blood and services to all hospitals and health care centers in need. LifeSouth and SunCoast ensure that the cancer center always has a full supply of blood to meet the needs of every patient.

The new courier plane honors LifeSouth CEO Nancy Eckert with a custom aircraft registration number.



Hospitals We Serve

Alabama

Athens-Limestone Hospital
Atmore Community Hospital
Baptist Medical Center East
Baptist Medical Center South
Birmingham VA Medical Center
Bullock County Hospital
Children's Hospital of Alabama
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
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
Medical Center Enterprise
Mizell Memorial Hospital
Mobile Infirmary Medical Center
Monroe County Hospital
North Baldwin Infirmary
Northport Medical Center
Prattville Baptist Hospital
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
Tanner Medical Center
East Alabama
Thomas Hospital
Thomasville Regional Medical Center
University of Alabama at
Birmingham Hospital
USA Children's & Women's
USA Medical Center
Whitfield Memorial Hospital
Wiregrass Medical Center

Georgia

Atlanta VA Medical Center
Children's Healthcare of Atlanta
at Egleston
Children's Healthcare of Atlanta
at Scottish Rite
Emory Saint Joseph's Hospital
Emory University Hospital
Emory University Hospital Midtown
Grady Health System
Habersham Medical Center
HealthSouth Rehabilitation Hospital
of Newnan
Higgins General Hospital
Martin Army Community Hospital
Navicent Health
Northeast Georgia Medical Center
Northside Hospital
Northside Hospital - Forsyth
Northside Hospital Gwinnett
Piedmont Atlanta
Piedmont Henry
Piedmont Newton General
SGMC Berrien Campus
SGMC Lanier Campus
South Georgia Medical Center
St. Francis Hospital
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 Douglas 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
Bayfront Health Seven Rivers
Brooks Rehabilitation Hospital
Citrus Memorial Hospital
H. Lee Moffitt Cancer Center
& Research Institute
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
Shands Lake Shore Regional Medical Center
UF Health Heart and Vascular Hospital
UF Health Neuromedicine Hospital
UF Health Shands Cancer Hospital
UF Health Shands Children's Hospital
UF Health Shands Hospital
Wolfson Children's Hospital



**37 EMS
Service
Locations**

Board of Directors

As of September 2020

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.

Rob Smith
Chairman
HealthGroup of Alabama*

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
Hospital

Jeremy Blair
WellStone

Michael Briddell
City of Montgomery

Gary Brooks
BBI Construction
Management, Inc.

Dan Bundy
First US Bank

Michael Corrigan Jr.
Visit Jacksonville

Avis Craig
Key Training Center

F. Kayser Enneking, MD
UF College of Medicine

Kristi Fultz-Butts
American Heart
Association

Michael Lukowski, MD
UF Health*

Tonya Raines
Chick-fil-A

Jeff Rains
Baptist Medical
Center East

Michael Reinhardt
Lexus/Toyota

Carl Smith
Huskies

Rick Staab
InterMed Biomedical
Services, Inc.

Luke Standerfer
DCH Health System

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.
Will Shafer
Mike Wofford

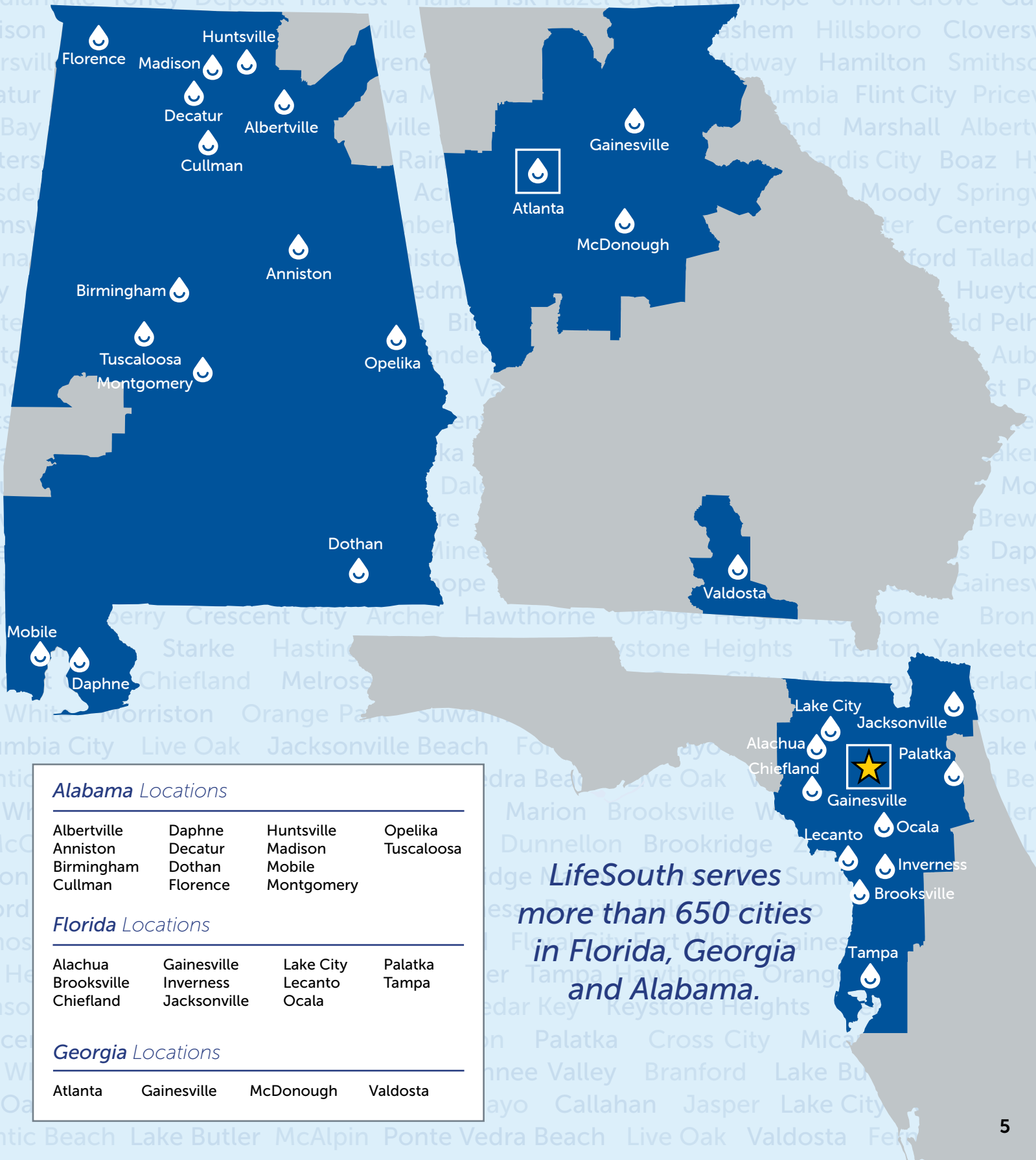
*retired

LifeSouth Communities

Immunohematology Reference Lab

LifeSouth Communities

Headquarters



Alabama Locations

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

Florida Locations

Alachua	Gainesville	Lake City	Palatka
Brooksville	Inverness	Lecanto	Tampa
Chiefland	Jacksonville	Ocala	

Georgia Locations

Atlanta	Gainesville	McDonough	Valdosta
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LifeSouth serves
more than 650 cities
in Florida, Georgia
and Alabama.



Our Services

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:

Baptist Medical Center • Jacksonville, FL
Malcom Randall VA Medical Center • Gainesville, FL
Memorial Hospital • Jacksonville, FL
Moffitt Cancer Center • Tampa, FL
North Florida Regional Medical Center • Gainesville, FL
Orange Park Medical Center • Orange Park, FL
UF Health Shands Hospital • Gainesville, FL

Active Inventory Management

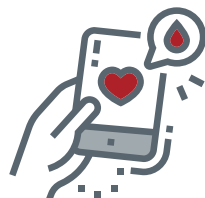
There is no time to collect blood in an emergency. For patients to survive, LifeSouth must ensure that hospitals already have the blood they need, when they need it. We are committed to effectively managing our hospitals' blood inventories, resulting in reduced waste, lower costs and better patient care.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

LifeSouth Cord Blood Bank

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 2020, LifeSouth:

Placed **103 units** on the cord blood registry

Shipped **17 cord blood units** for transplant

Shipped a total of **251 cord blood units** for transplant all over the world

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
Mobile Infirmary

North Florida Regional Medical Center
Piedmont Henry Hospital
Regional Medical Center Anniston
Thomas Hospital
UF Health Shands Hospital
USA Children's & Women's Hospital

LifeSouth is proud to partner with three new cord blood collection hospitals in Mobile, Ala.: USA Children's & Women's Hospital, Thomas Hospital and Mobile Infirmary. This lifesaving partnership was made possible by LifeSouth Board member Owen Bailey and former Board member Joe Stough. USA began collections in May 2020, Mobile Infirmary in June 2020, and Thomas Hospital in September 2020. These are the first public cord blood collection sites in the Greater Mobile area.



"LifeSouth Cord Blood Bank was awarded a grant by Health Resources and Services Administration to help build the National Cord Blood Inventory. The grant can underwrite up to \$13 million in cord blood collection and processing costs for the next five years."

- Tom Moss
Cord Blood Director



Gracie White

Gracie White of Lake City, Fla. was six months old when she was diagnosed with Hurler Syndrome, a rare genetic disorder that would be fatal if left untreated. Doctors said that Gracie's best chance for a cure would be a stem cell transplant using cord blood. Soon after her transplant, Gracie slept through the night for the first time in her short life. Today Gracie is happy and healthy.

"That small choice made the biggest impact on our lives by providing us with our little girl and giving her a chance to have a normal life."

- Sarah White, Gracie's mom

Responding to COVID-19

Convalescent Plasma

LifeSouth Community Blood Centers led the way in antibody testing of recovered COVID-19 patients to identify possible convalescent plasma donors.

In April 2020, the FDA announced that plasma donated from recovered COVID-19 patients could help patients severely affected by the virus. LifeSouth moved swiftly to acquire the necessary equipment from Ortho Clinical Diagnostics and implemented a protocol to test donors who had recovered from COVID-19.

This test is not used to diagnose an active COVID-19 infection; rather, it indicates whether a person has been exposed to the virus and developed antibodies against it. A positive antibody test may mean that the person has some degree of immunity to COVID-19.

The first tests were conducted on donors in Gainesville, Fla. who thought they may have had the virus but were symptom-free at the time of testing. One donor did test positive for COVID-19 antibodies and became LifeSouth's first convalescent plasma donor on April 16. LifeSouth delivered the donated plasma to a local hospital for a patient in need.

"As a local community blood center, we are fortunate to have the talent and resources to be able to implement the antibody test quickly and start collecting convalescent plasma to help the patients who need it most," said CEO Nancy Eckert. "This could mean life or death to those suffering. Our hospitals and the patients in the communities we serve are our highest priority."

Since the first donation on April 16, LifeSouth has collected convalescent plasma from donors throughout Florida, Georgia and Alabama. More than 6,000 of these units have been collected for critically ill patients in the hospitals LifeSouth serves.



What is **convalescent plasma**?

Convalescent plasma is a term for plasma, the liquid portion of the blood, taken from a donor who has recovered from a disease. Plasma contains antibodies that fight against many diseases. Some studies suggest that transfusion of such plasma from recovered COVID-19 patients may help in recovery and reduce death in critically ill COVID-19 patients. Recovered COVID-19 patients can donate plasma after they are symptom-free for 14 days.



Chip Burger

In March 2020, Chip Burger of Milton, Ga. spent nine days fighting COVID-19 at WellStar North Fulton, including six days in the ICU. Soon after being released, Chip was contacted by WellStar to ask if he would donate plasma to help patients in the ICU where he was treated. "I wanted to help people battling COVID-19 like I did," he said. "Think about how great it feels to help others and to help fight the virus that made them sick."

"I would love it if my antibodies could kill this virus in others. That would be sweet, sweet revenge."

- Chip Burger

Responding to COVID-19

Convalescent Plasma

All staff contribute to the ongoing success of LifeSouth's convalescent plasma program. From educating and recruiting antibody-positive plasma donors to collecting, testing and distributing these special units for patients battling COVID-19, each department has an integral role to play in helping our communities fight the pandemic.

Shortly after the FDA announced convalescent plasma could help COVID-19 patients, LifeSouth began testing for COVID-19 antibodies. The medical office began screening potential convalescent plasma donors, confirming diagnoses and providing donor contact information to regional management. IT created codes allowing conversion to convalescent plasma and the ability to label units as convalescent plasma. The quality assurance team oversaw the labeling and conversion process and ensured proper handling of the units. Protocols were implemented to test every donor and LifeSouth has continued to streamline the process.

America's Blood Centers (ABC) and Blood Centers of America (BCA) assisted member blood centers (including LifeSouth) in bringing convalescent plasma to the forefront of the federal government. Blood centers became a part of *Operation Warp Speed*, receiving financial support for the recruitment, testing and collection of convalescent plasma donors through the Biomedical Advanced Research and Development Authority (BARDA). This support is vital to the success of LifeSouth's convalescent plasma program.

COVID-19 Responses and Contributions by Department

All departments quickly mobilized to ensure the safety of our team, donors and patients while complying with FDA and CDC recommendations.

Facilities implemented sanitizing protocols per CDC guidelines.

IT coordinated work remote setup and meetings.

HR implemented guidelines to ensure the safety of employees.

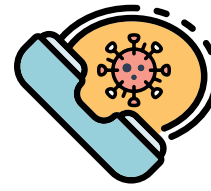
QA identified eligible plasma donations to convert into convalescent plasma and ensured compliance with new regulations.

Operations maintained blood supplies by increasing donor center donations, rescheduled cancelled blood drives and implemented social distancing for the protection of donors and staff.

Corporate Recruitment scheduled donors for plasma donation.

Communication and Outreach created educational materials for antibody testing, convalescent plasma and safety measures.

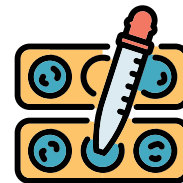
Purchasing acquired PPE to ensure safety of employees and donors and kept kits for drawing convalescent plasma in stock.



Donor scheduling, the **medical office** and **regional management** contact potential plasma donor and schedules if eligible.

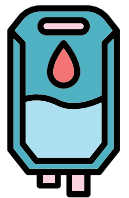
Donor services

collects plasma and schedules the next donation appointment.



Immunohematology reference laboratory performs the COVID-19 antibody test.

Components manufactures and labels units with convalescent plasma tags, freezes and stores them.



Lab resource management receives and processes convalescent plasma orders.

Hospital services stores, fills orders and ships units to the hospital.



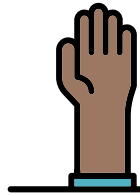
Responding to COVID-19

How do we find **convalescent plasma donors**?

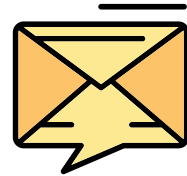
Identifying donors has provided its own unique challenges. Our convalescent plasma comes from donors who:



We test and identify as positive for COVID-19 antibodies



Notify us that they previously had a COVID-19 diagnosis



Reach out to us through email, social media or thefightisinus.org



Lead Laboratory Technologist Lindsay Ashley loads the Ortho VITROS machine for COVID-19 antibody testing.



Jean and Steve Shirley

Steve Shirley of LaGrange, Ga. was hospitalized with complications from COVID-19 when he received a transfusion of convalescent plasma. Steve says he began to feel better within hours of his transfusion. "I couldn't believe it. I felt like my decline had been immediately stopped and for the first time since I got sick, I felt like I was going to be ok." Steve's wife Jean became a convalescent plasma donor herself after her recovery from COVID-19.

"I would classify it as the closest thing to a miracle I've experienced. So, please, anyone who has fully recovered, consider donating your plasma to help someone who is suffering like I was."

- Steve Shirley

Donor Testing Lab



The new donor testing laboratory began testing donor samples for other blood centers on January 1, 2020. The lab has the capacity to test approximately 1.5 million donors annually. Thirteen standardized disease tests are performed for each donor, along with a handful of other ancillary and confirmatory testing.

In March 2020, LifeSouth and the National Blood Testing Cooperative (NBTC) cut the ribbon on the donor testing lab in Atlanta, Ga. LifeSouth manages, operates and staffs the lab on behalf of NBTC.



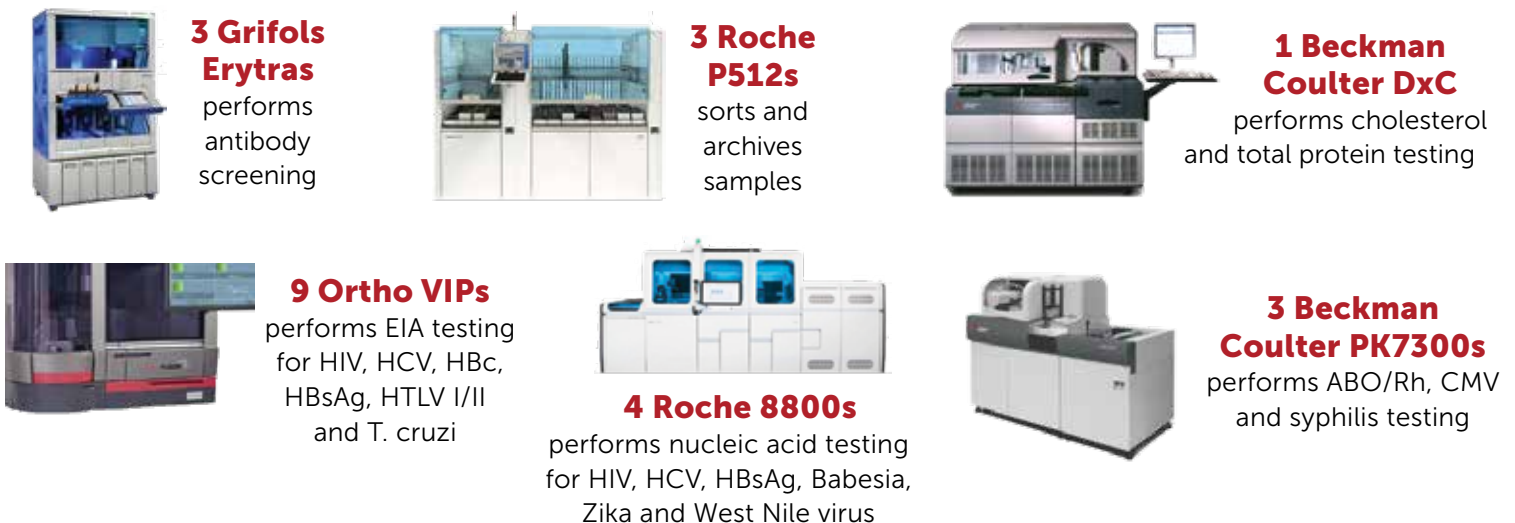
"NBTC provides owners with control over their donor testing now and in the future. This has provided essential testing at cost for our owners."

-Phyllis Bergeron
Donor Testing Laboratory Director

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

The donor testing lab uses a variety of state-of-the-art instruments, including:





Our Services

The 365 Movement



For patients with cancer, sickle cell disease, and blood disorders like thalassemia, the need for blood is constant.

Their treatments require regular transfusions of special antigen-matched units of blood.

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.



18,000

donors were tested for **special antigen profiles**



810

donors were tested for **human leukocyte antigen**



1,499

donors were tested for **COVID-19 antibodies**

Why **365**?

- **One in 365 African-Americans** is born with sickle cell disease.
- Sickle cell patients fight their disease **365 days a year**.
- Special antigen donors can **join the 365 Movement by donating 365 days a year**.

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.

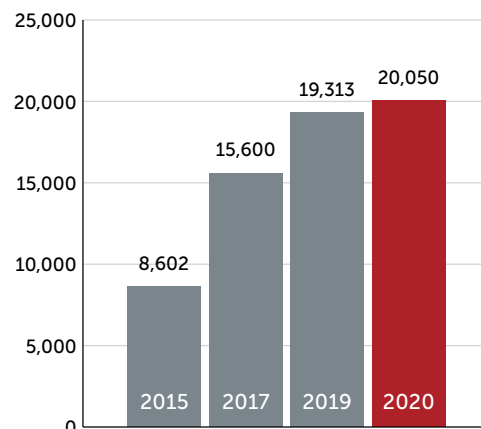
Host a LifeSouth blood drive.

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



Mariah Williams (left) and Candace Naughton (right) with a TRIMA system

Together, We Save Lives

It was a normal evening at work for North Florida District Director Lorrie Woods when she was contacted by LifeSouth's hospital services department. They had received an urgent call from the neonatal unit at UF Health Shands Hospital in Gainesville, Fla. where a mother had just given birth to a baby whose platelet count was critically low. The average platelet count for a newborn is approximately 150. Due to a condition called Neonatal Alloimmune Thrombocytopenia (NAIT), this baby had a platelet count of only eight. The newborn needed a transfusion of matched platelets to survive.

Neonatal Alloimmune Thrombocytopenia is caused when the mother's and baby's platelets become incompatible, a condition known as platelet alloimmunization. This occurs when a mother's body forms antibodies (a protein substance that reacts to unrecognized proteins in the body) in reaction to the baby's antigens that are different from her own. The antibodies can cause the unborn baby's platelets to disappear, resulting in a low platelet count. Without platelets, the blood cannot clot, which can cause fatal internal bleeding.

Lorrie immediately reached out to LifeSouth's Vice President of Medical Services Christopher Lough, who contacted the baby's doctor. Dr. Lough learned that there was no time to wait until the next morning to find a potential platelet donor; the baby was not responding to treatment and would not eat. The transfusion was needed immediately. The platelets would have to come from the mother.

LifeSouth's teams sprang into action to draw the platelets and release them for transfusion as quickly as possible. Regional Manager Candace Naughton took a TRIMA system (a device which allows the automated collection of blood components like platelets) to the mother's hospital room. Candace was joined by Center Team Supervisor Mariah Williams. Together, they performed a double platelet collection procedure around 9 p.m.

The platelets were transported to LifeSouth, where emergency release procedures were underway. Due to the urgency of the baby's condition, the platelets were released prior to disease testing, a process that usually takes 24 hours. The platelets were cleared for transfusion and brought back to the hospital around 1 a.m. for transfusion to the newborn.

Just hours after receiving a transfusion of their mother's platelets, the baby's platelet count soared to 133 and they began to eat. Today, they are happy and healthy thanks to the quick response and teamwork of LifeSouth staff. Lorrie says that in her 23 year LifeSouth career, she has never seen such an urgent response. "We've never gone into a hospital room to draw someone," she said.

The LifeSouth team working together made a miracle possible for a mother and her child, one that serves to remind us of how vital our work truly is. Saving this critically ill baby's life will be a moment that the staff who made it possible will never forget. "I wish every employee could have this experience," said Candace.



Nancy Eckert

40 Years of Lifesaving Service

Since becoming the CEO in December 1994, Nancy Eckert has led LifeSouth through nearly three decades of strategic growth and exciting advancements. She oversaw an expansion into Alabama with the opening of a new region in Birmingham, Ala. In 1995, the organization further extended its footprint with the opening of the Greater Atlanta region in Atlanta, Ga. Over the next 25 years, she presided over LifeSouth's growth from a small community blood center in Gainesville, Fla. into an organization that employs more than 925 in three states and is the largest provider of blood services in Alabama.



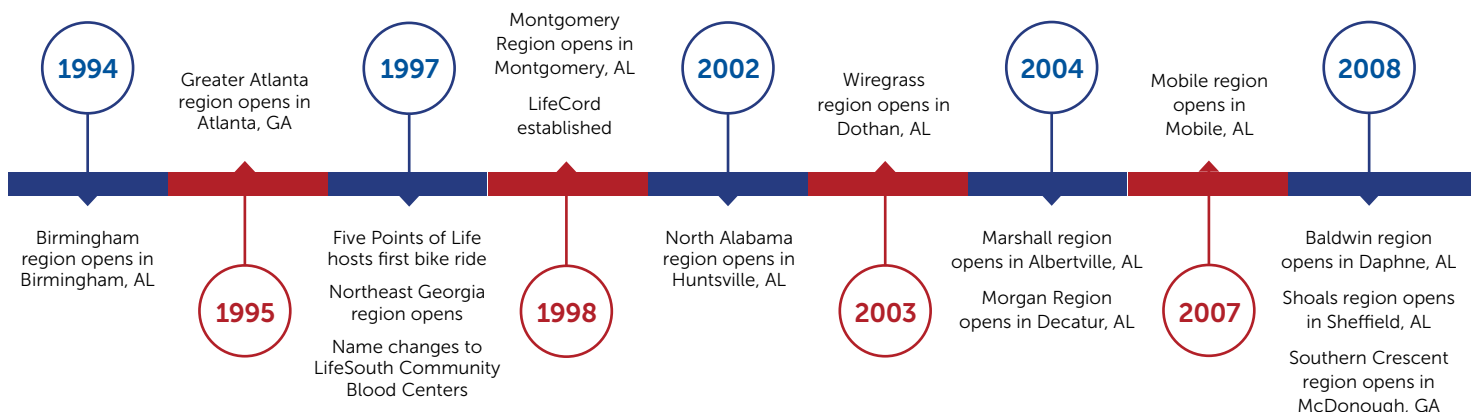
2016, featured the Computer Assisted Self Interview (CASI), which allows donors to complete pre-donation questionnaires electronically.

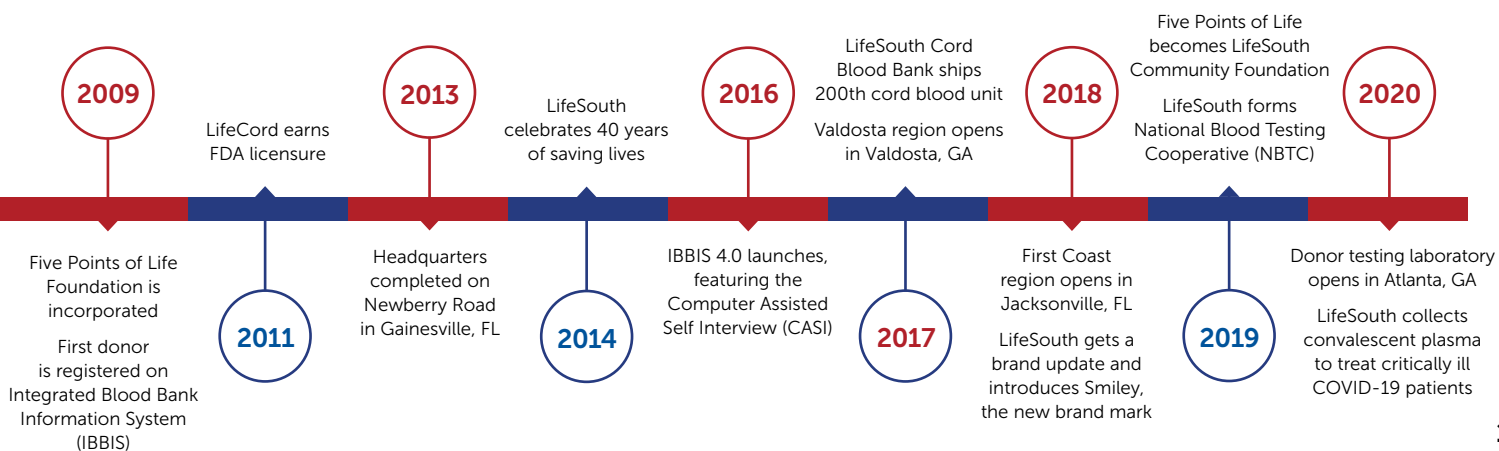
In 2019, LifeSouth coordinated with 12 other blood centers to form a donor testing lab cooperative. The National Blood Testing Cooperative (NBTC) enables community-based blood centers to take control of their blood testing needs by providing quality testing services to its members. LifeSouth opened an NBTC donor testing lab in Atlanta, Ga. in 2020 with the capacity to test 1.5 million donors annually. The lab, which is managed, operated and staffed by LifeSouth, has

tested 378,444 donor samples to date.

2020 brought an unexpected and unprecedented challenge. As the COVID-19 pandemic spread across the globe, Nancy helped LifeSouth meet the needs of hospitals struggling to treat the rapidly increasing number of patients. The organization was able to pivot quickly and efficiently to collecting antibody-containing convalescent plasma from recovered COVID-19 patients to treat patients currently battling the virus.

This year, Nancy marks 40 years with LifeSouth. With her guidance and support, LifeSouth has flourished while never losing sight of our lifesaving mission. The impact of Nancy's remarkable leadership extends through every facet of the organization and will continue to inspire staff and partners for years to come.





Statement of Operational Activities

(in Thousands of Dollars)

Revenues Relative To:

Blood Components & Services	\$	90,942	97%
Other Income		3,300	3%

Total Revenue	\$	94,242	100%
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Expenses Relative To:

Donor Recruitment	\$	2,163	3%
Blood Collection & Distribution		34,238	38%
Laboratory		22,442	25%
General & Administrative		25,888	29%
Depreciation & Amortization		4,328	5%

Total Expenses	\$	89,059	100%
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Total Donations

(in 000s)



Statement of Financial Position

(in Thousands of Dollars)

Assets:

Current Assets	\$	20,345	26%
Long Term Assets		47,564	62%
Other Assets		9,032	12%

Total Assets	\$	76,941	100%
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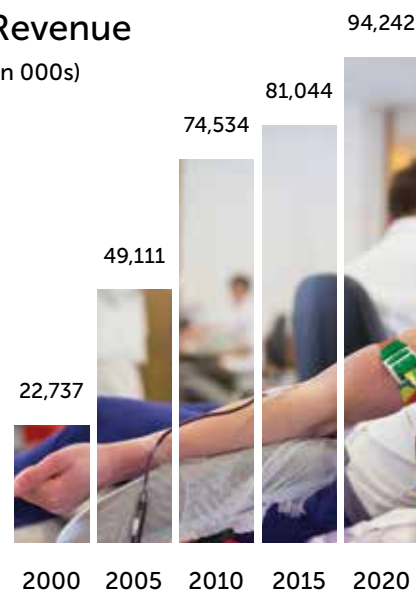
Liabilities & Net Assets

Current Liabilities	\$	11,948	16%
Long Term Debt		20,704	27%
Net Assets		44,289	57%

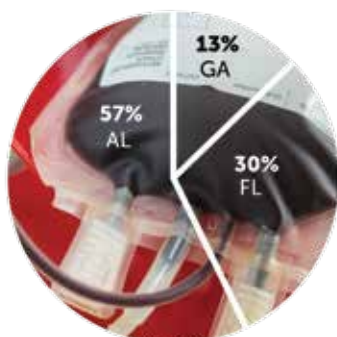
Total Liabilities & Net Assets	\$	76,941	100%
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Revenue

(in 000s)



Percent of Donations by State



Percent of Revenue by State

