



Strength in Service

2022 ANNUAL REPORT

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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A MESSAGE FROM THE CEO

"As we expand our capabilities in the coming year, our strength will always be the exceptional service we provide. Thank you for being a part of our lifesaving mission."



Strength in Service

2022 was a remarkable year of growth for LifeSouth that has enabled us to serve our communities in new and unexpected ways. We opened nine new donor centers throughout our footprint and renovated several of our facilities, providing our donors more opportunities to give as conveniently as possible. We also opened a new components laboratory in Jacksonville, Fla., which will enable us to more efficiently process and provide blood for our hospitals in the area. We experienced additional growth in our therapeutic capabilities, which grew by 5% this year.

Our top priority remains collecting and providing the blood necessary to treat patients in our communities and beyond. This year, we began providing blood for several new hospital partners and joined other community blood centers in maintaining our national blood supply through organizations like the [Alliance for a Strong Blood Supply](#) and the [Blood Emergency Readiness Corp.](#)

[LifeSouth Cord Blood Bank](#) significantly increased their lifesaving impact, joining with four new hospitals in Florida, Georgia and Alabama to collect cord blood. Fiscal year 2022 saw a 28% increase in cord blood collections and 95% more cord blood units listed on the registry for transplant.

To help meet a rapidly increasing demand for blood and cell therapy products for research studies, LifeSouth formed the [LifeSouth Research Institute](#) (LSRI). The LSRI operates as a division of LifeSouth, recruiting donors, collecting blood and providing products and services to researchers to advance transfusion medicine and help patients in the future. Additionally, providing blood products to researchers allows those who have been deferred the opportunity to contribute to lifesaving medical advancements.

This year, Rob Smith will retire as chairman of the LifeSouth board of directors. Rob has been a board member since 2009, and was elected chairman in 2019. As the former CEO of HealthGroup of Alabama, Rob helped LifeSouth become the blood supplier for Huntsville Hospital and other area hospitals. We thank Rob for his many years of service and the impact his leadership has made on our organization.

As we expand our capabilities in the coming year, our strength will always be the exceptional service we provide. Thank you for being a part of our lifesaving mission.

A stylized, handwritten signature in black ink, appearing to read 'Kimberly E. Kinsell'.

Kimberly E. Kinsell
President and Chief Executive Officer

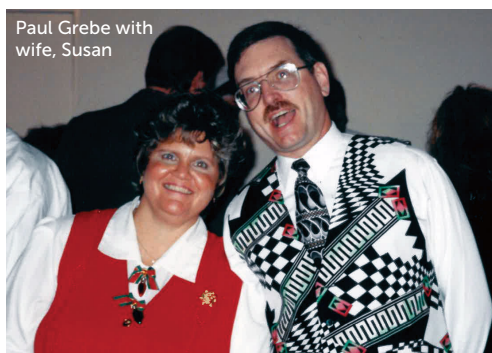


Rob Smith
Chairman of the Board

Chief Financial Officer Paul Grebe to Retire

In April 2023, LifeSouth Chief Financial Officer Paul Grebe will retire after 41 years with the organization. In 1981, Paul joined LifeSouth to write our first computer system, CRBCIS, and install the necessary hardware to bring the organization into the Information Age. Although the position was only intended to be a two-year assignment, Paul remained with the company and was promoted to his current position as CFO in 1993. Throughout his tenure, LifeSouth grew from a small blood bank to an operational footprint spanning multiple states and serving hundreds of hospitals.

"His leadership, guidance and expertise have been invaluable, helping us grow into the organization we are today," said LifeSouth President and CEO Kimberly Kinsell. "There are very few as passionate about blood banking as Paul. Paul is admired and respected for his love for LifeSouth, unwavering enthusiasm for the work we do and how we help the patients we serve."



Paul Grebe with wife, Susan



Board of Directors

As of September 2022

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*

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

Dan Bundy
First US Bank

Michael Corrigan Jr.
Visit Jacksonville

Avis Craig
Key Training Center

Kyle Dorsey, FACHE
Baptist Medical Center

F. Kayser Enneking, MD
UF College of Medicine

Kristi Fultz-Butts
American Heart Association

Ben Hansert
Mobile Infirmary Medical Center

Michael Lukowski, MD
UF Health*

Tonya Raines
Chick-fil-A

Jeff Rains
Baptist Medical Center East

Michael Reinhardt
Lexus/Toyota

Jeff Samz
Huntsville Hospital

Carl Smith
Huskies

Mickey Smith, LFACHE, FACMPE, FHFMA
Oak Hill Hospital*

Rick Staab
InterMed Biomedical Services

Luke Standeffer
DCH Health System

Wendi Taylor
Dorado, LLC and Global Youth Food Project

Robert Thornton
UF Health

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

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 Hospital Decatur Campus
 Decatur Morgan Hospital Parkway Campus
 East Alabama Medical Center Lanier
 East Alabama Medical Center Auburn
 East 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 Alabama Medical Center
 North Baldwin Infirmary
 Northport Medical Center
 Prattville Baptist Hospital
 Providence Hospital
 Red Bay Hospital
 Regional Medical Center Anniston
 Riverview Regional Medical Center
 RMC Stringfellow Memorial Hospital
 Regional Medical Center of Central Alabama

Russell Medical Center
 Russellville Hospital
 Shelby Baptist Medical Center
 Shoals Hospital
 South Baldwin Regional Medical Center
 Southeast Alabama Medical Center
 Springhill Memorial Hospital
 St. Vincent's Birmingham
 Tanner Medical Center / East Alabama
 Thomas Hospital
 Thomasville Regional Medical Center
 Troy Regional Medical Center
 University of Alabama at Birmingham Hospital
 USA Children's & Women's
 USA Medical Center
 Vaughn Regional Medical Center
 Washington County Hospital
 Whitfield Memorial Hospital
 Wiregrass Medical Center

Mississippi

Merit Hospital
 Ocean Springs Hospital
 Singing River Hospital

Georgia

Atlanta VA 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
 Encompass Health Henry
 Rehabilitation Hospital
 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 Cherokee
 Northside Hospital Forsyth
 Northside Hospital Gwinnett
 Piedmont Atlanta
 Piedmont Henry
 Piedmont Newton
 SGMC Berrien Campus
 SGMC Lanier Campus
 Southeast Georgia Brunswick
 South Georgia Medical Center
 St. Francis - Emory Healthcare
 Tanner Medical Center/Carrollton

Tanner Medical Center/Villa Rica
 Tift Regional Medical Center
 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
 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
 Moffitt Cancer Center
 North Florida Reception Center Hospital
 North Florida Regional Medical Center
 Oak Hill Hospital
 Orange Park Medical Center
 Putnam Community Medical Center
 UF Health Jacksonville
 UF Health Leesburg
 UF Health North
 UF Health The Villages
 UF Health Heart & 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



**43 EMS
 Service
 Locations**



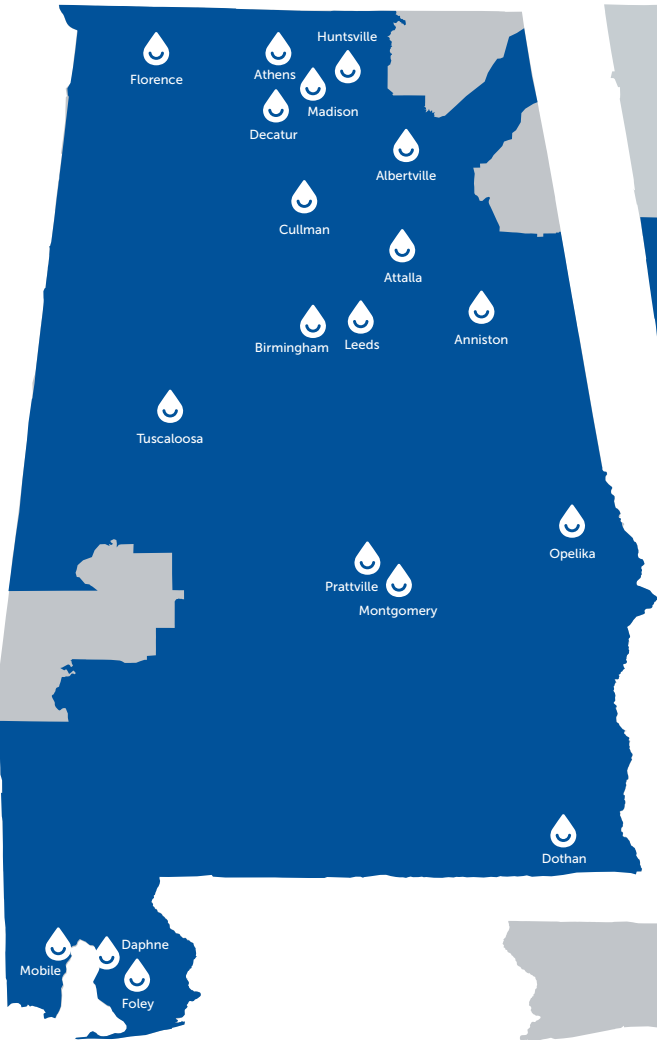
LifeSouth Communities

LifeSouth Communities

Immunohematology Reference Lab

Headquarters

Donor Testing Lab



Alabama Locations

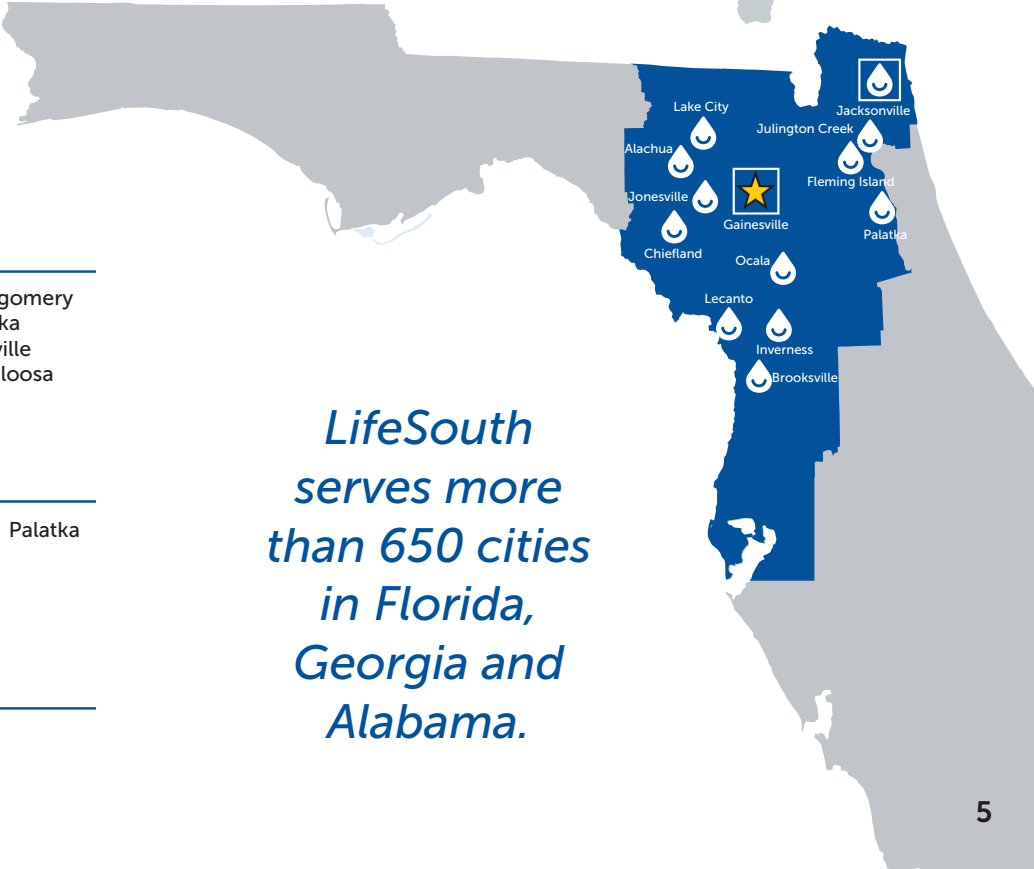
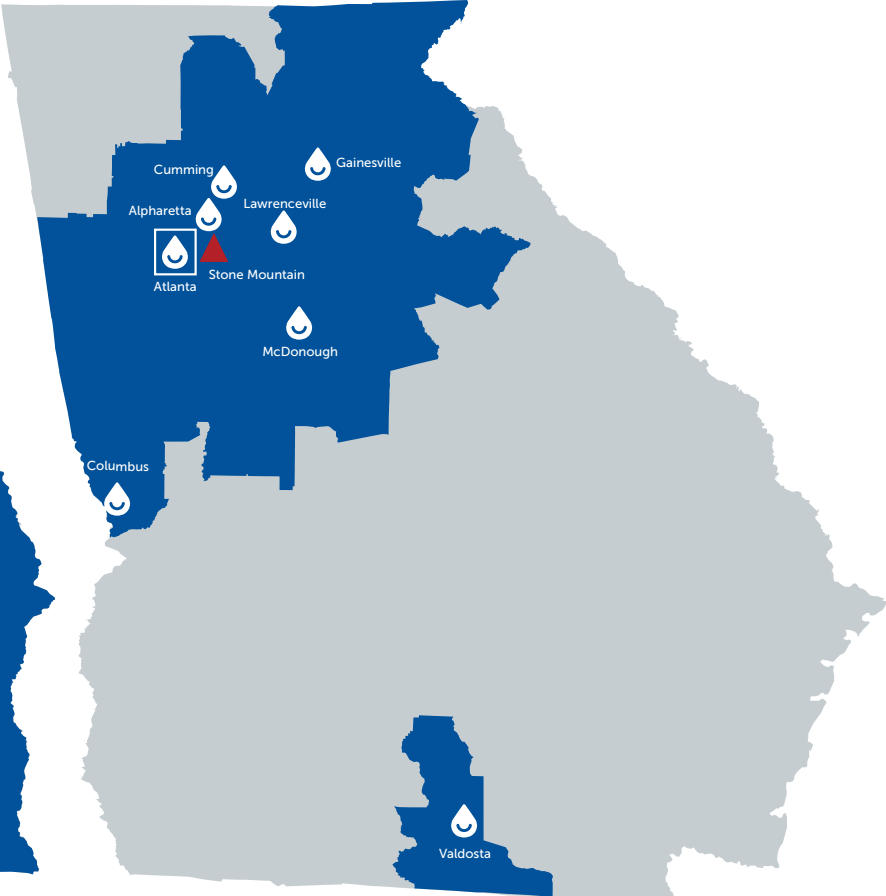
Albertville	Cullman	Foley	Montgomery
Anniston	Daphne	Huntsville	Opelika
Athens	Decatur	Leeds	Prattville
Attalla	Dothan	Madison	Tuscaloosa
Birmingham	Florence	Mobile	

Florida Locations

Alachua	Gainesville	Julington Creek	Palatka
Brooksville	Inverness	Lake City	
Chiefland	Jacksonville	Lecanto	
Fleming Island	Jonesville	Ocala	

Georgia Locations

Alpharetta	Columbus	McDonough
Atlanta	Gainesville	Valdosta
Cumming	Lawrenceville	



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



Progress

In 2022, LifeSouth formed the [LifeSouth Research Institute](#) (LSRI) to help save lives through medical research. Participants can include blood donors, those unable to give or those whose blood is ineligible for transfusion. Potential research donors indicate their interest via the computer-assisted self-interview prior to donation and may be contacted about opportunities to participate. Research donations can be used to learn more about blood transfusion, diseases and important public health issues. The LSRI offers another way for donors to give by connecting willing participants with studies that match their eligibility, allowing them to help advance medical science.

This year, LifeSouth joined blood centers around the country to prepare for the impact of emergencies on local blood supplies. More than 38 community blood centers joined the [Blood Emergency Readiness Corps](#) or BERC, which allows community blood centers to assist in times of crisis (such as a shooting or natural disaster) through coordinated on-call rotation. LifeSouth also joined AABB's [Alliance for a Strong Blood Supply](#) to address current challenges with the nation's blood supply. LifeSouth is proud to be among these coalitions to collectively ensure that blood is available for every patient when they need it.

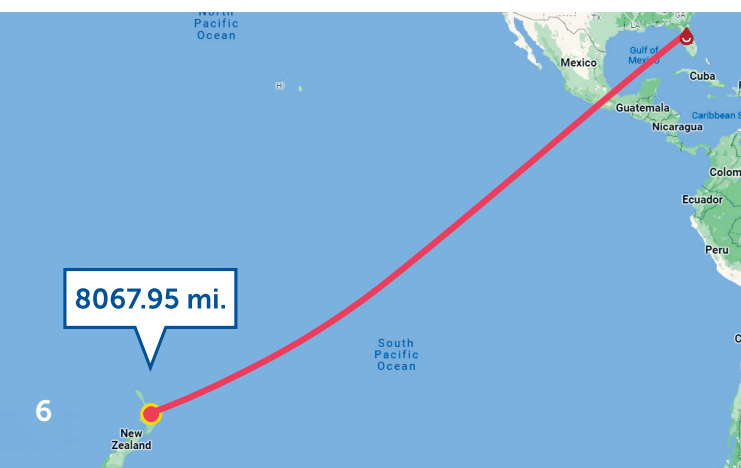
On April 10-16, LifeSouth donated \$10 for every blood donation in our centers to the Blood Centers of America Foundation to help purchase medical supplies for the people of Ukraine. Global healthcare company [Fresenius Kabi](#) matched the donation, making LifeSouth's total contribution \$37,880.

LifeSouth's [new website](#) launched in July 2021 and features a clean, simple design that showcases our brand and improves functionality for donors, staff and hospitals.

This year, LifeSouth unveiled smaller shuttle bloodmobiles, which allow for easier maneuvering in crowded urban areas and help alleviate staffing issues, as they don't require a CDL to operate. A staff contest to name the new vehicles yielded the nickname "Half Pint."

The Computer Assisted Self-Interview (CASI) is now available to all LifeSouth donors. CASI adds convenience, decreases registration and wait times and has significantly lowered errors, resulting in more blood on the shelf.

On June 13, LifeSouth shipped two frozen special antigen units (SAUs) to New Zealand Blood Service in response to an international search through the [American Rare Donor Program](#). LifeSouth's state-of-the-art molecular technologies allow us to provide exceptionally rare RBC units like these.



Growth

LifeSouth opened its newest components laboratory in Jacksonville, Fla. on May 9. The facility processes components for Putnam and First Coast regions and enables LifeSouth to more efficiently serve patients and improve service and turnaround times for local hospitals.

In FY 2022, LifeSouth opened new donor centers throughout our footprint with three more expected to open in Fall 2022. These new locations make it easier than ever for our donors to give blood where they live, work and shop.



- Attalla
- Athens
- Leeds
- Alpharetta
- Columbus
- Fleming Island
- Jonesville
- Julington Creek
- Leesburg

The Birmingham, Ala. donor center underwent a remodel to provide a better donor experience and increase operational efficiencies and capabilities.

Construction of LifeSouth's new Dothan, Ala. donor center will begin in Fall 2022.





LifeSouth Cord Blood Bank

[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 collects cord blood and eligible units are placed on a public, international registry. To date, LifeSouth has shipped a total of 285 cord blood units for transplant all over the world.

In Fiscal Year 2022, LifeSouth:

Placed **199 units** on the cord blood registry

Shipped **15 cord blood units** for transplant

increased cord collections over fiscal year 2021

28%

increased cords listed on the registry over fiscal year 2021

95%



LifeSouth Cord Blood Bank celebrated the 20 year anniversary of their first cord shipment.

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 at:

- Baptist Medical Center East
- Baptist Medical Center South
- Brookwood Medical Center
- East Alabama Medical Center
- HCA Florida North Florida Hospital
- Jackson Hospital
- Mobile Infirmary
- Piedmont Henry Hospital
- Regional Medical Center Anniston
- South Georgia Medical Center
- St. Francis - Emory Healthcare
- Thomas Hospital
- UAB Medicine Birmingham
- UF Health Jacksonville
- UF Health Shands Hospital
- USA Children's & Women's Hospital

LifeSouth Cord Blood Bank

LifeSouth is proud to announce partnerships with four new collection hospitals this year. Mothers who deliver their babies at these hospitals will now have the opportunity to donate their umbilical cord blood for patients in need.

- [South Georgia Medical Center](#), Valdosta, Ga.
- [St. Francis - Emory Healthcare](#), Columbus, Ga.
- [UF Health](#), Jacksonville, Fla.
- [University of Alabama Hospital](#), Birmingham, Ala.



“We are thankful to our new partner hospitals for their commitment to helping save lives through the collection of cord blood. They are giving new mothers the opportunity to potentially help patients facing some of the most challenging and complex diseases.”

- President and CEO Kim Kinsell



Immunohematology Reference Laboratories

For patients with cancer, sickle cell disease and blood disorders, the need for blood is constant. Their treatments require regular transfusions of antigen-matched blood. LifeSouth's immunohematology reference laboratories (IRLs) find donor matches for these special antigen patients.

LifeSouth's IRLs test for 36 antigens and send an average of 400 red blood cell units a week to hospitals in Florida, Georgia and Alabama. Our [365 Movement](#) outreach program schedules donors with special antigen profiles to give throughout the year. This proactive approach ensures that blood is consistently available for patients when they need it.

LifeSouth made several investments in our IRLs in 2022, including advanced molecular testing that allows us to genotype donors and patients for common blood group system antigens and human platelet antigens (HPA). Our IRLs can now detect HPA antibodies, improving our capability to identify appropriate platelet products.



“We are so grateful and blessed that he is with us and we can now look towards the future.”



The Lifesaving Impact of Donating Blood

LifeSouth Regional Manager Jody St. John knows firsthand how critically important blood donation is. Jody's grandson Corder Christopher Bouffard was born in April 2021 with Hypoplastic Left Heart Syndrome, meaning that he only had half a heart. In the weeks following Corder's birth, he suffered several strokes and seizures, underwent a heart surgery and received a feeding tube and an ostomy bag for perforated intestines.

Corder was able to return home for 13 days in May, but on the way to a checkup with his doctor at Children's Hospital of Alabama, he went into cardiac arrest. Jody's daughter Madyson performed CPR until Corder was transported by AirEvac to Birmingham. "The doctor told her that she saved his life that day, because he wouldn't have made it to the hospital without her heroic efforts," said Jody. When he arrived at this hospital, doctors discovered Corder was suffering from gallstones, the stress from which caused his heart to stop.

After seven months in Birmingham, a second heart surgery and numerous blood and platelet transfusions, Jody visited Corder and his parents Chris and Madyson in the hospital on Thanksgiving Day. "When we arrived, his parents Chris and Madyson said 'help us pack up, we get to go home,'" said Jody. "Therefore, instead of turkey and the fixins', we moved them back to North Alabama and got IHOP breakfasts for dinner that night."

Corder was able to get his ostomy bag removed in February 2022 and is now thriving. "He is on the growth chart at 5 percent for his age. This is great because so many children with Hypoplastic Left Heart Syndrome never make the growth chart at all," said Jody. She added that Corder can now stand and take a few wobbly steps in a walker or while holding onto something and is undergoing physical therapy to help him get stronger.

Corder will have his feeding tube removed soon and will need another heart surgery in 2-4 years. When he gets older and bigger, he will need a heart transplant. "It has been a very long year, but we are so grateful and blessed that he is with us and we can now look towards the future," said Jody. She and her family are thankful for the blood donors that made Corder's recovery possible.

The Lifesaving Impact of Donating Blood

When Oliver (Ollie) Orlowski was born, he seemed to be a healthy baby boy, but when he was only five days old, he was diagnosed with a condition called ankyloglossia, or “tongue tie,” a condition that left him unable to receive milk. Ollie’s mother Rebecca Anderson-Orlowski said “Sadly, I didn’t know he wasn’t getting anything at all at my breast until he was five days old, when his amazing pediatrician wanted to see him for a weight recheck.” He was sent to HCA Florida North Florida Hospital and admitted to the NICU, where Rebecca soon learned his condition was more serious than she imagined. Ollie was “much more fragile than his feisty little self let on,” she said. Along with being malnourished and severely dehydrated, Ollie had critically high levels of bilirubin, a pigment formed in the liver by the breakdown of hemoglobin. This put him at risk of kernicterus, a rare but serious complication during which excess bilirubin leaves behind deposits, causing irreparable damage to the brain and central nervous system. He was transferred to UF Health Shands Children’s Hospital.

Ollie received a lifesaving blood transfusion, which brought his bilirubin down significantly, returning his levels to a safe range. Rebecca said that while she used to donate blood occasionally, her outlook on donating has changed since seeing Ollie’s transfusion and she now tries to donate regularly. With Rebecca’s experience in the medical field as a cardiac monitor tech, she was familiar with the types of traumas usually associated with blood transfusions, but she didn’t realize the impact a donation could make. “Surgeries, car accidents, and GI bleeds were always what I previously associated my blood going to. Now I know that it literally saves lives, and doesn’t just impact the recipient, but their family, and everyone that loves them,” she said.

Ollie is now a happy and healthy 3 1/2 year old who loves swimming, playing at the playground, PJ Masks and helping his dad in the garden. “I will never be able to thank the donor(s) that gave the blood Ollie received, I can only hope that my donated blood will have an impact like theirs did,” said Rebecca. “Anonymous blood donors saved my baby’s life. Thank you for your selflessness. Thank you for saving my baby.”



“Anonymous blood donors saved my baby’s life. Thank you for your selflessness. Thank you for saving my baby.”

Statement of Operational Activities

(in Thousands of Dollars)

Revenues Relative To:

Blood Components & Services	\$	119,379	98%
Other Income		2,806	2%

Total Revenue	\$	122,185	100%
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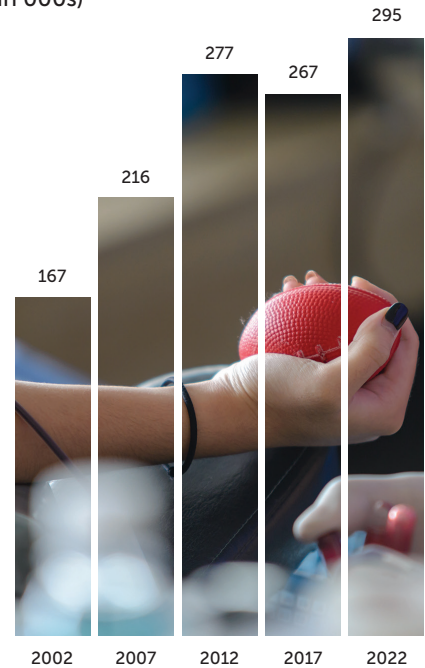
Expenses Relative To:

Donor Recruitment	\$	4,971	4%
Blood Collection & Distribution		45,968	40%
Laboratory		15,048	13%
General & Administrative		45,657	39%
Depreciation & Amortization		4,415	4%

Total Expenses	\$	116,059	100%
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Total Donations

(in 000s)



Statement of Financial Position

(in Thousands of Dollars)

Assets:

Current Assets	\$	33,831	37%
Long Term Assets		45,716	50%
Other Assets		12,322	13%

Total Assets	\$	91,869	100%
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Liabilities & Net Assets

Current Liabilities	\$	13,591	15%
Long Term Debt		16,230	18%
Net Assets		62,048	67%

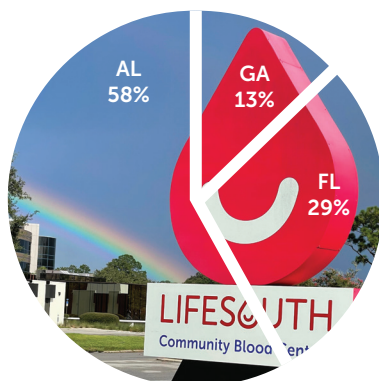
Total Liabilities & Net Assets	\$	91,869	100%
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Revenue

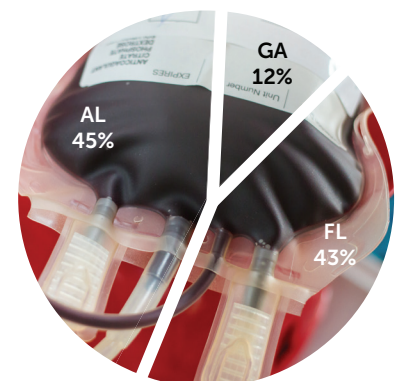
(in 000s)



Percent of Donations by State



Percent of Revenue by State



LIFESOUTH

Community Blood Centers

www.lifesouth.org
888-795-2707
4039 Newberry Road
Gainesville, FL 32607

