

GROWING WITH YOU 2023 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

"Our evolution as an organization will always be guided by the needs of the communities we serve, and we look forward to growing with you for years to come."



GROWING WITH YOU

In fiscal year 2023, LifeSouth focused on the needs of our hospital partners and the communities we serve together. As our hospitals continued to grow and change to meet the challenges of an ever-evolving healthcare industry, we grew along with them, ensuring that we were able to fulfill our mission of collecting and providing the blood required to treat their patients. This year, through new facility construction, renovations and expansion, along with coordinated strategic partnerships, our organization remained committed to developing in ways that responded to the unique demands of our hospitals.

This year, LifeSouth invested in the infrastructure that allows us to better connect to and serve our communities by expanding into new areas, including donor centers in The Villages and Spring Hill, Fla. and South Hunstville, Ala. We also renovated several of our existing facilities, helping provide comfort and convenience for donors and staff. We celebrated the completion of a beautiful new donor center in Dothan, Ala. The first location built from the ground up in more than 12 years, this facility improves our Wiregrass region's operational capabilities and serves as a visually inviting symbol of our longstanding bond with the Dothan community.

We were proud to announce a partnership with Jacksonville Fire and Rescue Department to provide blood for their emergency response vehicles. In addition to supplying all Jacksonville trauma facilities, we now provide blood to patients during their most critical moments as they receive EMS treatment on the scene.

LifeSouth Cord Blood Bank significantly increased their lifesaving impact, joining with three new hospitals in Florida and Alabama to collect cord blood. Fiscal year 2023 saw a 29% increase in cord blood collections and 10% more cord blood units listed on the registry for transplant. We were also excited to be able to provide cord blood-derived CD-34 cells for The Mayo Clinic's collaborative research study aboard the International Space Station.

The LifeSouth Research Institute (LSRI) continues to operate as a division of LifeSouth, leveraging our capacity to recruit donors, collect blood and provide products and services to researchers in ways that benefit patients and advance transfusion medicine.

In 2022, Jim Kelly Jr. was named chairman of the LifeSouth Board of Directors. Jim has been a board member since 2013, and has served as board treasurer since 2015. We thank Jim for his expertise, leadership and ongoing commitment to LifeSouth's mission.

When LifeSouth opened its doors in 1974, it was at the request of our local hospitals to help serve patients. Our approach remains the same today. Our evolution as an organization will always be guided by the needs of the communities we serve, and we look forward to growing with you for years to come.

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

Kimberly E. Kinsell
President and Chief Executive Officer



Jim Kelly Jr.
Chairman of the Board

DAN GALASSO NAMED CHIEF FINANCIAL OFFICER

LifeSouth CEO Kim Kinsell announced the promotion of Dan Galasso to LifeSouth's chief financial officer in April 2023.

Prior to joining LifeSouth, Dan served on our board of directors and began his career with LifeSouth in 2012 as our director of finance. In 2017 he was promoted to vice president of finance. Dan earned a Bachelor of Science in Accounting from the University of Florida and worked in public accounting for 15 years before joining LifeSouth.

As CFO, Dan continues to oversee the planning, direction and control of financial functions, and is an integral part of LifeSouth's continued growth. His strategic leadership helps advance our lifesaving mission and fulfill our commitment to our communities.



BOARD OF DIRECTORS

As of September 2023

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.

Jim Kelly Jr., CPA

Chairman
UF Health

Reeves Byrd Jr.

Vice Chairman
Preferred Management
Investments*

Dan Bundy

Treasurer
First US Bank

Ron Spitznagel, EdD

Secretary
Consultant and
Expert Witness

Owen Bailey

USA Health

Jeremy Blair

WellStone

Michael Briddell

Montgomery County
District Attorney's Office

Gary Brooks

BBI Construction
Management

Michael Corrigan Jr.

Visit Jacksonville

Avis Craig

Key Training Center

Kyle Dorsey, FACHE

Baptist Medical Center
South

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
Health System

Carl Smith

Huskers

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, CPA

UF Health

Jansen Voss, JD

Christian & Small, LLP

Merrick Wilson

Homewood City Schools

Emeritus Board Members

Philip Baker
Herb Bevis, PhD
Nancy Eckert
Paul Grebe
John Mallory
Perry McGriff Jr.
Gary Moody, JD
Don Rothwell, PhD
Everett Scroggie Jr.
Will Shafer
Rob Smith
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
 East Alabama Medical Center Auburn
 East Alabama Medical Center Lanier
 Elmore Community Hospital
 Evergreen Medical Center
 Fayette Medical Center
 Flowers Hospital
 Gadsden Regional Medical Center
 Grove Hill Memorial Hospital
 Helen Keller Hospital
 Highlands Medical Center
 Huntsville Health System
 Jack Hughston Hospital
 Jackson Hospital
 Jackson Medical Center
 Lakeland Community Hospital
 Lake Martin Community Hospital
 Lawrence Medical Center
 Madison Hospital
 Marshall Medical Center North
 Marshall Medical Center South
 Medical Center Barbour
 Medical Center Enterprise
 Mizell Memorial Hospital
 Mobile Infirmary Medical Center
 Monroe County Hospital
 Montgomery Cancer Center
 North Alabama Medical Center
 North Baldwin Infirmary
 Northport Medical Center
 Prattville Baptist Hospital
 Providence Hospital
 Red Bay Hospital
 Regional Medical Center Anniston
 Regional Medical Center of
 Central Alabama
 Riverview Regional Medical Center

Russell Medical Center
 Russellville Hospital
 Shoals Hospital
 Southeast Alabama Medical Center
 Springhill Medical Center
 St. Vincent's Birmingham
 Stringfellow Campus of Northeast Alabama
 Regional Medical Center
 Thomas Hospital
 Thomasville Regional Medical Center
 Troy Regional Medical Center
 University of Alabama at Birmingham Hospital
 University of South Alabama
 USA Health Children's & Women's Hospital
 USA Health Emergency Department
 USA Health Freestanding Emergency Department
 USA Health University Hospital
 USA 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 Decatur Hospital
 Emory Hillandale Hospital
 Emory Johns Creek Hospital
 Emory Long-Term Acute Care
 Emory Rehabilitation Hospital
 Emory Saint Joseph's Hospital
 Emory University Hospital
 Emory University Hospital Midtown
 Emory University Hospital Smyrna
 Emory University Hospital at Wesley Woods
 Emory University Orthopaedics & Spine Hospital
 Encompass Health Rehabilitation Hospital
 of Cumming
 Encompass Health Rehabilitation Hospital of Henry
 Encompass Health Rehabilitation Hospital
 of Newnan
 Grady Health System
 Habersham Medical Center
 Northeast Georgia Medical Center
 Northside Hospital
 Northside Hospital Cherokee

Northside Hospital Forsyth
 Northside Hospital Gwinnett
 Piedmont Atlanta Hospital
 Piedmont Henry
 SGMCM Berrien Campus
 SGMCM Lanier Campus
 Southeast Georgia Brunswick
 South Georgia Medical Center
 St. Francis - Emory Healthcare
 Warm Springs Medical Center
 Wellstar Douglas Hospital
 Wellstar Kennestone Regional Medical Center
 Wellstar North Fulton Medical Center
 Wellstar Paulding Medical Center
 Wellstar Spalding Medical Center
 Wellstar Sylvan Grove Medical Center
 Wellstar West Georgia Medical Center
 Wellstar Windy Hill Hospital

Florida

AdventHealth Tampa
 Baptist Health
 Baptist Medical Center Beaches
 Baptist Medical Center Clay
 Baptist Medical Center Jacksonville
 Baptist Medical Center Nassau
 Baptist Medical Center South
 Bravera Health Brooksville
 Bravera Health Spring Hill
 Centurion of Florida
 Encompass Health Rehabilitation Spring Hill
 HCA Florida Lake City Hospital
 HCA Florida Largo Medical Center
 HCA Florida Memorial Hospital
 HCA Florida North Florida Hospital
 HCA Florida Oak Hill Hospital
 HCA Florida Putnam Hospital
 HCA Orange Park Hospital
 Lake Butler Hospital / Hand Surgery Center
 Malcom Randall VA Medical Center
 Moffitt Cancer Center
 UF Health
 UF Health Heart & Vascular Hospital
 UF Health Jacksonville
 UF Health Leesburg Hospital
 UF Health Neuromedicine Hospital
 UF Health North
 UF Health Shands Cancer Hospital
 UF Health Shands Children's Hospital
 UF Health Shands Hospital
 UF Health The Villages Hospital
 Wolfson Children's Hospital



**44 Helicopter
 EMS Service
 Locations**

**4 Ambulances
 Served**



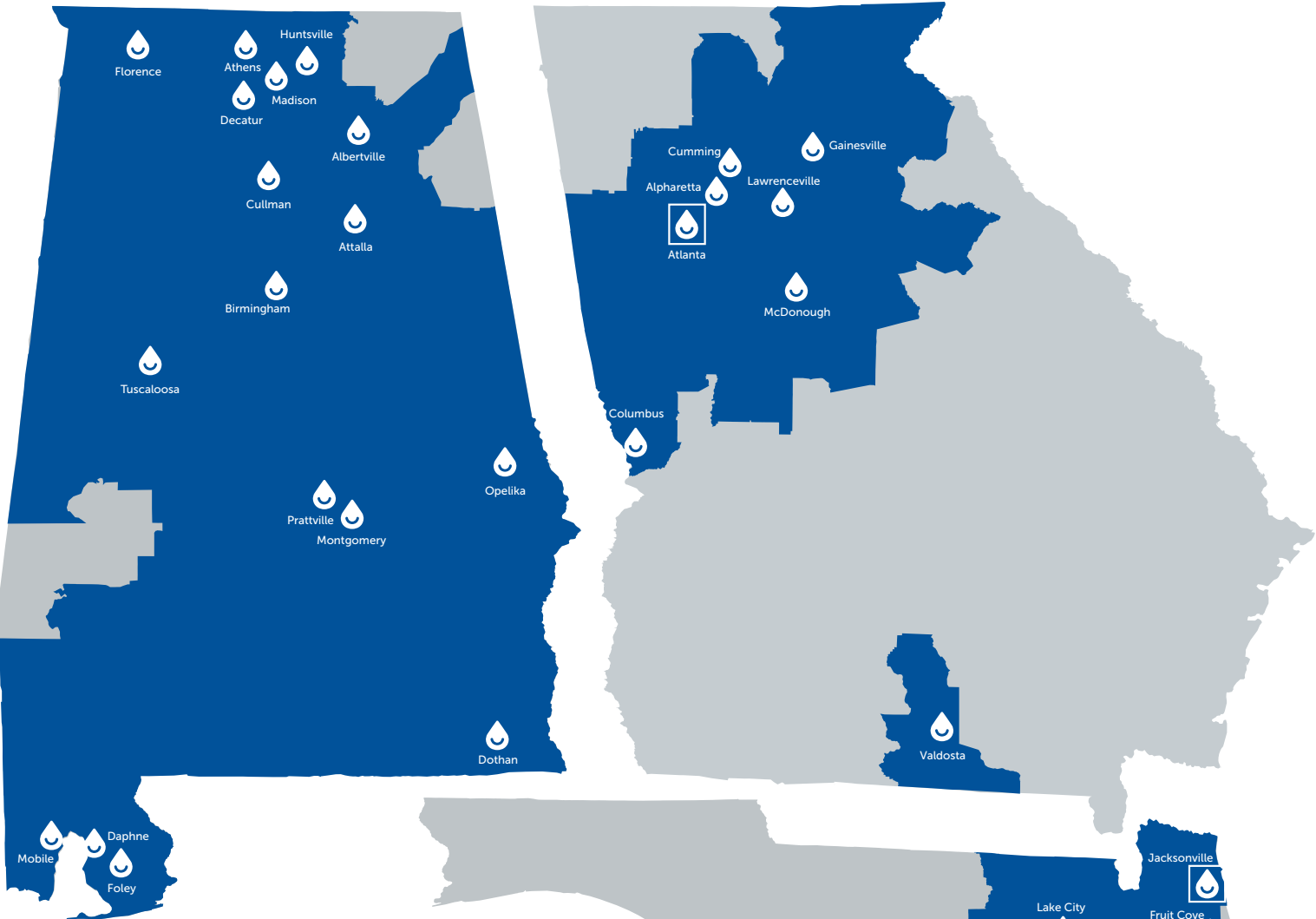
- Cullman EMS
- Enterprise Fire and Rescue
- Jacksonville Fire and Rescue
- Lawrence EMS

LIFESOUTH COMMUNITIES

LifeSouth Communities

Headquarters

Immunohematology Reference Lab



Alabama Locations

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

Florida Locations

Alachua	Fruit Cove	Jonesville	Palatka
Brooksville	Gainesville	Lake City	Spring Hill
Chiefland	Inverness	Lecanto	The Villages
Fleming Island	Jacksonville	Ocala	

Georgia Locations

Alpharetta	Cumming	McDonough
Atlanta	Gainesville	Valdosta
Columbus	Lawrenceville	

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



Volunteer Internship Program



Volunteer Internship Program



Hernando 35th anniversary



Hernando 35th anniversary



LifeSouth Laboratory

PROGRESS

LifeSouth became the fourth community blood center and one of only nine labs in the world to receive AABB Molecular Testing Laboratories accreditation. This designation signifies the highest commitment to quality standards in performing accurate genetic testing of donor and patient populations in order to provide the best possible blood products.

LifeSouth's Hernando region held its 35th anniversary celebration in November 2022. The event was attended by the community, the Hernando County Chamber of Commerce, hospital representatives and law enforcement.

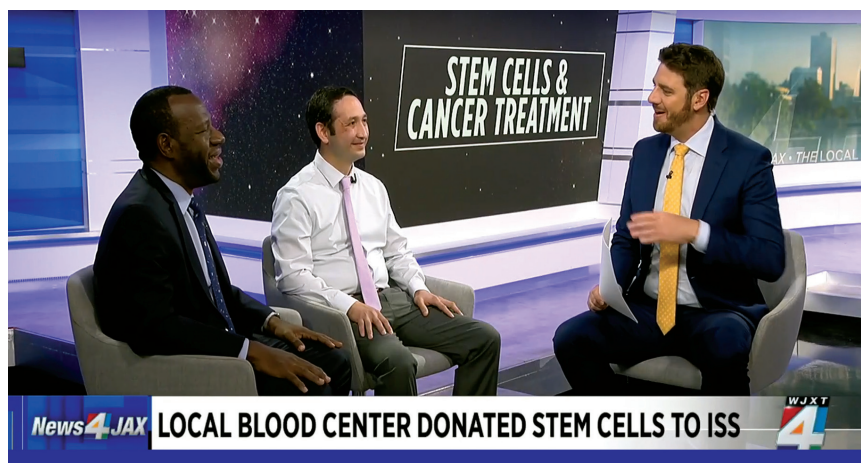
LifeSouth rolled out its new blood donor app in February 2023, allowing donors to make donation appointments, find a blood drive or donor center, check their eligibility, view wellness results and track past donations.

In Lecanto, Fla., three HOSA (future medical professional) students from Crystal River High School completed the pilot LifeSouth Volunteer Internship Program in May 2023. The students spent 80 hours learning about all aspects of the blood donation process with the goal of encouraging and inspiring them to consider a career in blood banking.

LifeSouth was chosen to provide CD-34 cells (stem cells) to Dr. Abba Zubair of the Mayo Clinic for his research study aboard the International Space Station. Dr. Zubair will study how cells divide or expand in space versus Earth, which may potentially impact the future of cancer treatment. In May 2023, LifeSouth Director of Cellular Therapies Luis Hernandez appeared with Dr. Zubair on a live in-studio interview on Jacksonville's WJXT News 4 to talk about the exciting possibilities for medical advancement made possible by LifeSouth cord blood donors.

In May 2023, the Food and Drug Administration established guidelines for blood donor screening based on individual behaviors instead of sexual orientation or gender identity. This groundbreaking change allows LifeSouth to welcome new and previous donors who have not been able to donate blood due to past FDA guidance.

LifeSouth is proud to be part of the BioSharing Network, made up of eight FDA-licensed blood centers with decades of recruitment and collection experience working together to provide donor-derived source materials.



GROWTH

In February 2023, LifeSouth opened new donor centers in Spring Hill, Fla., South Huntsville, Ala. and The Villages, Fla., providing convenient new places for donors to save lives.

LifeSouth completed renovations of donor centers in Lecanto, Fla. and Birmingham, Ala. The Birmingham donor center's remodel includes space for a new immunohematology reference laboratory.

LifeSouth's newly-built Wiregrass donor center in Dothan, Ala. opened its doors in June 2023. Staff welcomed the first donors to the new facility, which replaced the previous donor center opened in 2003.

LifeSouth partnered with two new hospitals in 2023 and now provides blood to Highlands Medical Center in Scottsboro, Ala. and Baptist Medical Center Clay in Fleming Island, Fla.

In November 2022, LifeSouth began coordinating with Jacksonville Fire and Rescue Department (JFRD) to provide blood for their emergency response vehicles, allowing us to help patients when they need it most and greatly improving their chances of survival. LifeSouth currently supplies all Jacksonville trauma facilities and will now have the opportunity to provide lifesaving blood directly to the scene of a major trauma situation.



The Villages, Fla.



Jacksonville Fire and Rescue



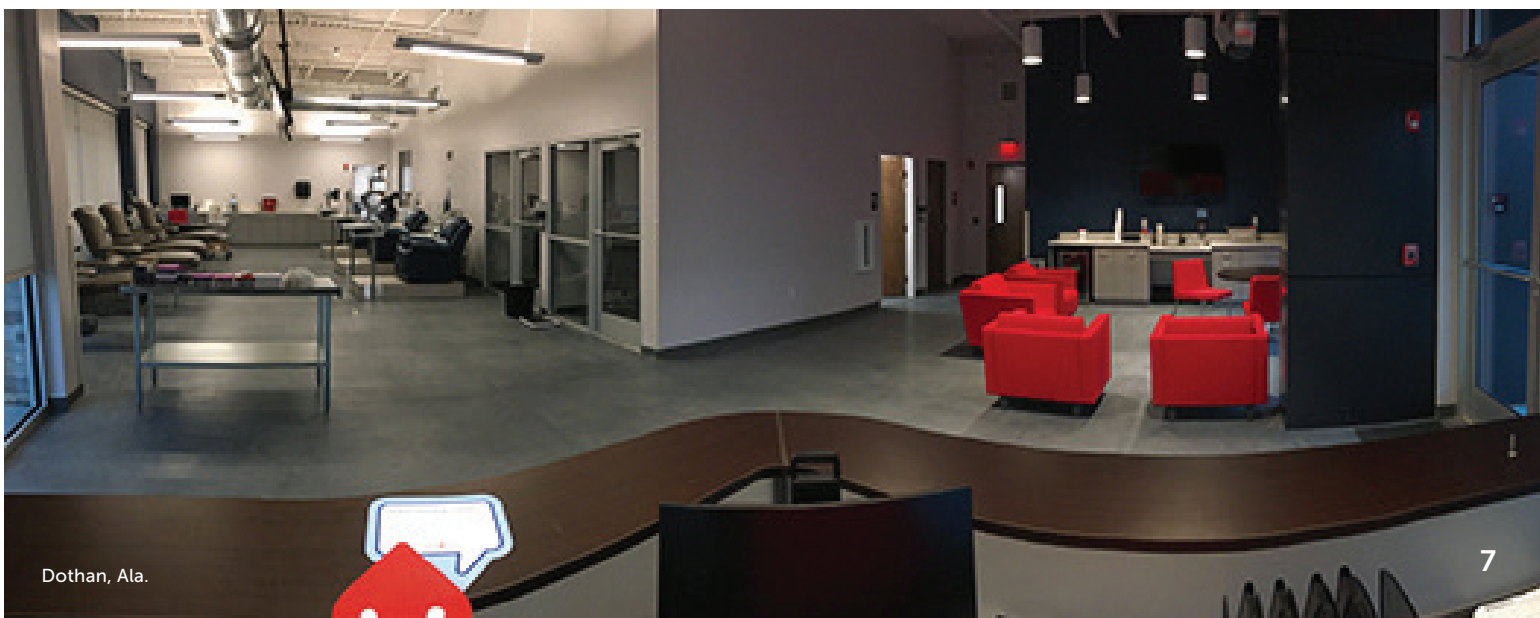
South Huntsville, Ala.



Lecanto, Fla.



Dothan, Ala.



Dothan, Ala.



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 294 cord blood units for transplant all over the world.

In Fiscal Year 2023, LifeSouth:

Placed **222 units** on the cord blood registry

Shipped **15 cord blood units** for transplant

increased cord collections over fiscal year 2022

29%

increased cords listed on the registry over fiscal year 2022

10%

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
- Grandview 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 North Jacksonville
- UF Health Shands Hospital
- USA Children's & Women's Hospital

LIFESOUTH CORD BLOOD BANK

LifeSouth is proud to announce partnerships with three 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.

- Baptist Medical Center South, Jacksonville, Fla.
- Grandview Medical Center, Birmingham, Ala.
- UF Health North, Jacksonville, Fla.

“LifeSouth Cord Blood Bank is excited to work together with our new hospital partners to collect cord blood and improve the health of our communities by increasing the number of patients who can access this lifesaving treatment.”

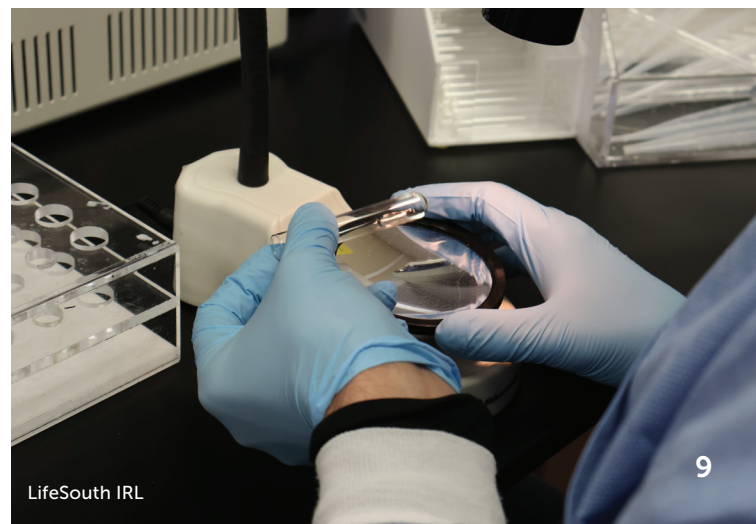
- President and CEO Kim Kinsell

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 24,000 red blood cell units a year to hospitals in Florida, Georgia and Alabama.

LifeSouth invested in our IRLs’ technology in 2023. We implemented a new reference lab software system developed by Carter BloodCare. This new system, which integrates with LifeSouth’s own IBBIS blood banking system, greatly enhances patient safety and improves workup efficiency and access to patient information.





THE DIFFERENCE DONATION MAKES

Longtime Lecanto, Fla. donor David Campbell celebrated an incredible 700 donations in July. David's commitment to giving began with seeing his father donating at Walter Reed Medical Center, where he worked. "Any time a woman had a baby with an Rh factor problem, my father was asked to donate – he was O negative," he said. "So, growing up, I was inspired by my dad. His blood saved babies' lives."

David is eager for the next generation to step up and help. "I'm almost 70, and I don't know how much longer I'll be able to donate," he said. "I want other people to step in and do it." He said that he hopes that potential donors will recognize how crucial importance of blood donation. "I feel this is a way to give back to the community," he said. "So, please, if you're able to do it, do it. There's such a desperate need."

“

Please, if you're able to do it, do it. There's such a desperate need.



When CEO Joe Weaver of the Stringfellow Campus of Northeast Alabama Regional Medical Center in Anniston, Ala. received a call informing him that he was a match for a child in urgent need of blood, he didn't hesitate to roll up his sleeve and help. "I am very aware of the shortages that exist in the blood supply," he said. "Healthcare facilities are continuously coping with a variety of emergencies on a daily basis, and I take pride in knowing that I am contributing to the welfare of our citizens in need of blood."

Joe encourages anyone who is eligible to donate blood, and said that the impact donors make is always worth it. "No one likes to be stuck with a needle," he said. "Neither do I. But my hope is that having to experience a tiny bit of discomfort to dramatically improve the quality of someone's life is definitely something that you and I can live with!"

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I take pride in knowing I am contributing to the welfare of our citizens in need of blood.

THE DIFFERENCE DONATION MAKES

As Patrick Dorsey took his first breath, the newborn also gave his first gift, cord blood. His parents, who both serve in leadership roles at Baptist Health in Jacksonville, Fla., knew the donation could offer hope to other families.

"As we prepared for Patrick's delivery, we decided cord blood donation was a unique way for our family to contribute to our community," said Katie Dorsey, RN, director of Maternal Newborn Services for Baptist Health. It's a great feeling as a parent to know that in our baby's first moments on Earth, he was able to help others!"

Kyle Dorsey, FACHE, president of Baptist Medical Center South (where Patrick was born), added, "We were grateful Patrick entered our lives healthy and safe. We're hopeful we can share this great fortune with others by being cord blood donors."

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In our baby's first moments on Earth, he was able to help others!



At just three years old, Elena Howard already had a tough road. She was diagnosed with leukemia soon after turning two and immediately began treatment. Elena will continue treatment until May 2024.

When chemotherapy complications left her fighting for her life in the pediatric ICU, Elena relied on blood transfusions to survive. "She has had approximately 18 blood/platelet transfusions," said Elena's mom Haley. She also received numerous fresh frozen plasma (FFP) and intravenous immunoglobulin (IVIG) infusions throughout her leukemia treatment.

"Cancer patients are reliant on blood donations to survive the chemotherapy treatment they must endure," said Haley. "Every single time you donate, you are saving a life. It is such an incredible gift. I am thankful every single day."

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It is such an incredible gift. I am thankful every single day.



STATEMENT OF OPERATIONAL ACTIVITIES

(in Thousands of Dollars)

Revenues Relative To:

Blood Components & Services	\$	124,193	95%
Other Income		6,957	5%

Total Revenue	\$	131,150	100%
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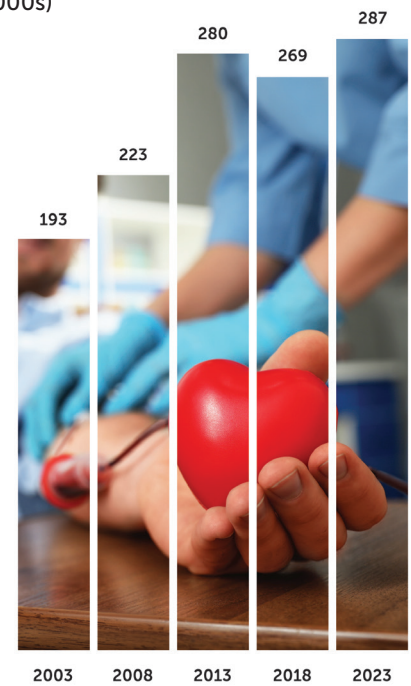
Expenses Relative To:

Donor Recruitment	\$	5,483	5%
Blood Collection & Distribution		48,686	41%
Laboratory		16,625	14%
General & Administrative		43,112	36%
Depreciation & Amortization		4,841	4%

Total Expenses	\$	118,747	100%
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Total Donations

(in 000s)



STATEMENT OF FINANCIAL POSITION

(in Thousands of Dollars)

Assets:

Current Assets	\$	37,739	36%
Long Term Assets		55,998	54%
Other Assets		10,434	10%

Total Assets	\$	104,171	100%
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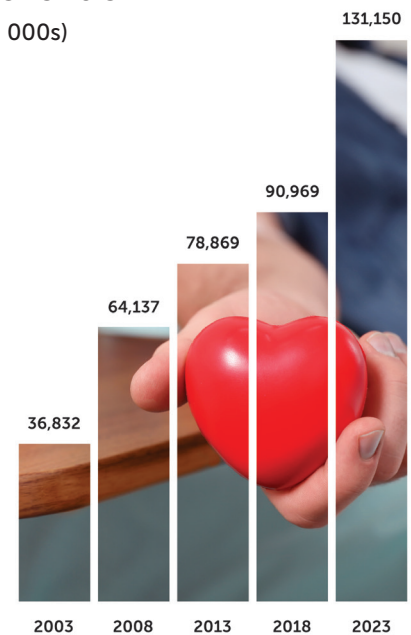
Liabilities & Net Assets

Current Liabilities	\$	12,838	12%
Long Term Debt		15,778	15%
Net Assets		75,555	73%

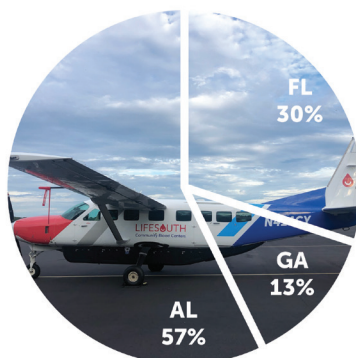
Total Liabilities & Net Assets	\$	104,171	100%
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Revenue

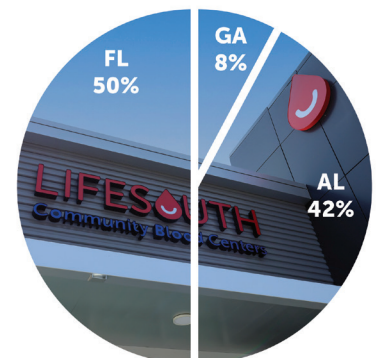
(in 000s)



Percent of Donations by State



Percent of Revenue by State



LIFESOUTH

Community Blood Centers

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

