

LIFESOUTH

5 Years of Saving Lives

2024 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 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.

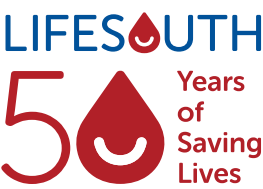
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OUR VISION

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.



A MESSAGE FROM THE CEO

“Looking back over our first 50 years, LifeSouth has grown and changed exponentially, along with the blood banking industry and the needs of the hospitals we serve, but our mission remains the same today as it was when our organization began: to ensure that our hospitals have a safe and plentiful supply of blood to treat the patients who need it.”



FIFTY YEARS OF SAVING LIVES

This year, LifeSouth is honored to celebrate the remarkable milestone of 50 years serving our communities with our staff, donors and hospitals. For five decades, our operations have grown from a single small community blood center serving a few local hospitals in Gainesville, Fla. to the robust organization you know today, helping patients at over 150 hospitals across five states in ways we never could have imagined when we began.

LifeSouth was built on a solid foundation of service and community, founded in 1974 by a group of community leaders who believed wholeheartedly in our lifesaving mission. It has continued to grow and thrive thanks to our dedicated team members, strong hospital partnerships and goodwill of the communities we serve.

We kicked off our 50th anniversary celebration with a ribbon cutting for the renovated donor room at our corporate headquarters building in Gainesville, Fla. This was a year of continued growth as we expanded our services and operational footprint, becoming the local blood center for several communities, with new donor centers in Pelham, Ala., Harvest, Ala., Tifton, Ga. and Ocala, Fla. and establishing new regions in Columbus, Ga., St. Augustine, Fla. and Tampa, Fla. LifeSouth's Citrus region celebrated its 40th anniversary and renovations were completed on the Northeast Georgia region in Gainesville, Ga., providing an updated space for donors and staff.

This year also saw an increase in advocacy for treatment using pre-hospital blood transfusions administered during emergency rescue and transport. Blood provided to patients as quickly as possible following trauma can save lives. LifeSouth is proud to provide blood for ambulatory medical services in eight locations. In 2024, we began supplying blood for fire and rescue EMS in The Villages, Fla., St. Augustine Fla., Oxford, Ala. and Tuscaloosa, Ala.

The LifeSouth Research Institute began collecting mononuclear cells for medical research, including for lupus and other autoimmune disorders. We also partnered with a large pharmaceutical company to process a genetically modified autologous immunotherapy for the treatment of patients throughout the Southeastern US suffering from multiple myeloma.

This year, we recognize the commitment and advocacy of Reeves Byrd, who retired from the board of directors after 50 years of lifesaving service. In 1974, Reeves helped found the Civitan Regional Blood Center as one of our “Founding Fathers,” and served as our first president. We also recognize Avis Marie Craig, who retires this year after serving on LifeSouth's board of directors for 19 years. We thank both Reeves and Avis for their years of dedication to our mission and for helping shape our organization into what it is today.

Looking back over our first 50 years, LifeSouth has grown and changed exponentially, along with the blood banking industry and the needs of the hospitals we serve, but our mission remains the same today as it was when our organization began: to ensure that our hospitals have a safe and plentiful supply of blood to treat the patients who need it. We are proud of our accomplishments and are excited about what the future holds. Whatever challenges and opportunities we may encounter in the next 50 years, our success will be measured by the number of lives we impact through the lifesaving work we do.

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

REEVES BYRD'S LEGACY OF SERVICE

In 1974, in Gainesville, Fla., Reeves Byrd and several members of the Civitan Club of Gainesville helped found the Civitan Regional Blood Center, now LifeSouth Community Blood Centers, and served as its first president. For almost fifty years, he served on the Board of Directors as the Vice-Chairman. Reeves served on the Nominating, Finance and Audit and Executive Committees.

Reeves is a proud Eagle Scout and his embodiment of the Scout Code, including his loyalty, cheerfulness, kindness, helpfulness and bravery will continue to guide LifeSouth's culture for the years to come. His tireless dedication to LifeSouth's mission exemplifies altruism and community service. In 2014, Reeves received the Florida Association of Blood Banks' Board Member of the Year Award. The community room at LifeSouth's 13th Street location in Gainesville, Fla. is named for Reeves in honor of his dedication to the blood center.

Reeves was a founding father of LifeSouth and his half a century of contributions to the blood center will make a difference for patients across the southeastern United States for years to come.



BOARD OF DIRECTORS

As of September 2024

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*

Carl Smith
Vice Chairman
Huskers

Robert Thornton, CPA
Treasurer
UF Health

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

Dan Bundy
First US Bank

Michael Corrigan Jr.
Visit Jacksonville

Avis Marie Craig
Key Training Center

Kyle Dorsey, FACHE
Baptist Medical Center South

F. Kayser Enneking, MD
UF College of Medicine

Ben Hansert
Mobile Infirmary
Medical Center

Thanh Hogan
UF Health Jacksonville

Michael Lukowski, MD
UF Health*

Ryan Murray
Huntsville Hospital

Lisa Nummi
HCA Florida Citrus Hospital

Tonya Raines
Chick-fil-A

Jeff Rains
Baptist Medical Center East

Michael Reinhardt
Lexus/Toyota*

Jeff Samz
Huntsville Hospital
Health System

**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

Jansen Voss, JD
Christian & Small, LLP

Emeritus Board Members

Philip Baker
Herb Bevis, PhD
Reeves Byrd, Jr.
Avis Craig
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 SERVED IN FISCAL YEAR 2024

Alabama

Ascension St. Vincent's Birmingham
 Ascension St. Vincent's Blount
 Ascension St. Vincent's East
 Ascension St. Vincent's St. Clair
 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
 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
 Grandview Medical Center
 Grove Hill Memorial Hospital
 Helen Keller Hospital
 Highlands Medical Center
 Huntsville Health System
 Jack Hughston Hospital
 Jackson Hospital & Clinic Inc.
 Jackson Medical Center
 Lake Martin Community Hospital
 Lakeland 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
 Red Bay Hospital
 Regional Medical Center Anniston
 Regional Medical Center Central Alabama

Regional Medical Center Stringfellow
 Russell Medical Center
 Russellville Hospital
 Shoals Hospital
 South Baldwin Medical Center
 Southeast Alabama Medical Center
 Springhill Medical Center
 Thomas Hospital
 Thomasville Regional Medical Center
 Troy Regional Medical Center
 University of Alabama At Birmingham Hospital
 University of South Alabama Medical Center
 USA Health Children's & Women's Hospital
 Vaughan Regional Medical Center
 USA Health Providence Hospital
 Washington County Hospital
 Whitfield Regional Hospital
 Wiregrass Medical Center

Florida

AdventHealth Tampa
 Baptist Health
 Baptist MD Anderson Cancer Center
 Baptist Medical Center Beaches
 Baptist Medical Center Clay
 Baptist Medical Center Jacksonville
 Baptist Medical Center Nassau
 Baptist Medical Center South
 Centurion of Florida
 Clearsky Rehabilitation Hospital Lecanto
 Encompass Health Rehabilitation Spring Hill
 HCA Florida Lake City Hospital
 HCA Florida Largo Medical Center
 HCA Florida Lake City 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
 Moffitt McKinley Hospital
 Sacred Heart Health System
 Tampa General Hospital Brooksville
 Tampa General Hospital Spring Hill
 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 Spanish Plainses Hospital
 Wolfson Children's Hospital

Georgia

Atlanta VA Medical Center
 Childrens 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 Midtown
 Emory University Hospital Wesley Woods
 Emory University Orthopaedics & Spine Hospital
 Emory University Hospital
 Encompass Health Rehabilitation Hospital of Cumming
 Encompass Health Rehabilitation Hospital of Henry
 Encompass Health Rehabilitation Hospital of Newnan
 Grady Health System
 Northeast Georgia Medical Center
 Northeast Georgia Medical Center Habersham
 Northside Hospital
 Northside Hospital Cherokee
 Northside Hospital Forsyth
 Northside Hospital Gwinnett
 Piedmont Atlanta Hospital
 Piedmont Henry Hospital
 SGMCM Berrien
 SGMCM Health
 SGMCM Lanier
 Southeast Georgia Health Brunswick
 Southeast Georgia Health Camden
 St Francis-Emory Healthcare
 Tift Regional Medical Center
 Warm Springs Medical Center
 Wellstar Douglas Hospital
 Wellstar Cobb Medical Center
 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

Mississippi

Singing River Hospital

Tennessee

Lincoln Medical Center



33 Helicopter EMS Service Locations



Eight EMS Service Providers Supplied

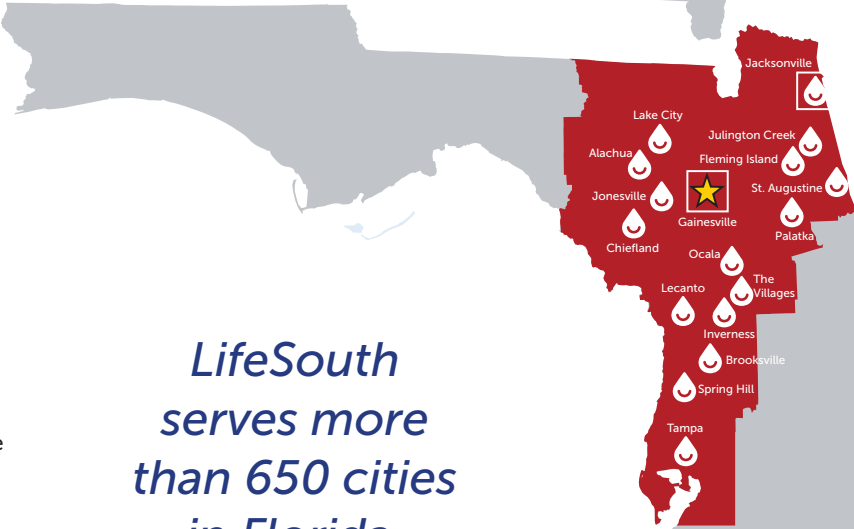
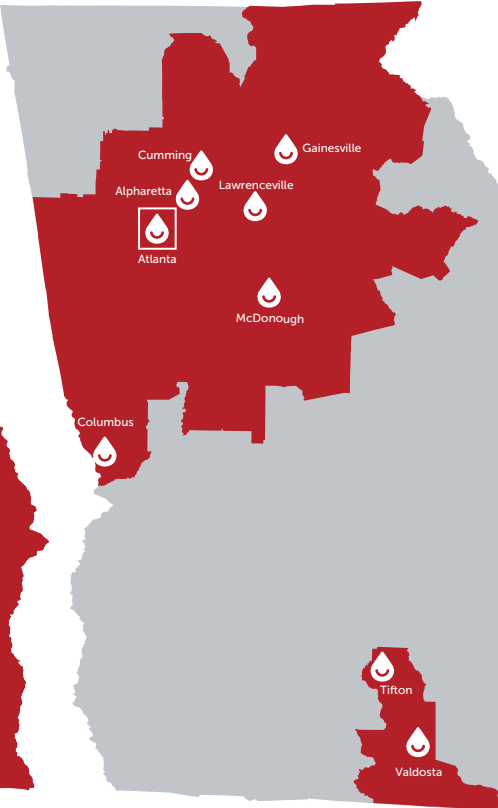
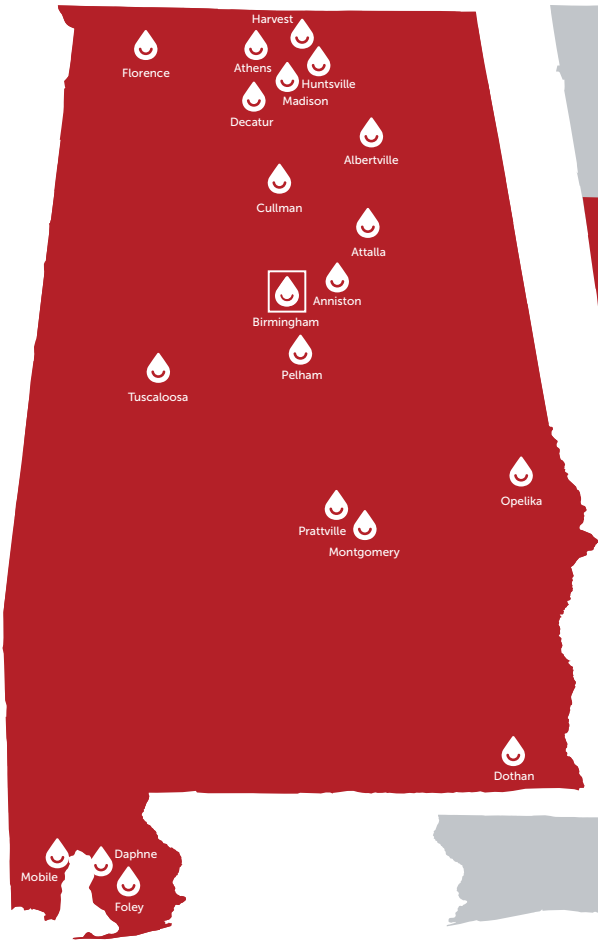
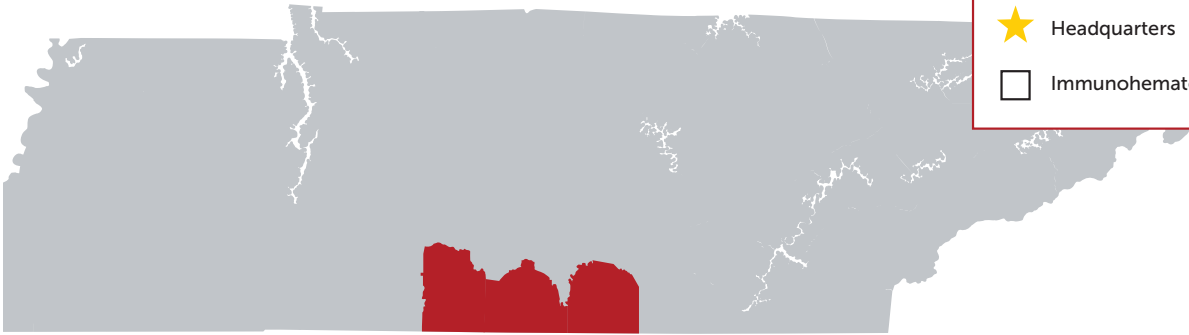
- City of Oxford Healthcare Authority
- Cullman EMS
- Enterprise Fire and Rescue
- Jacksonville Fire and Rescue
- Lawrence County EMS
- St. John's County EMS
- The Villages Public Safety Department
- Tuscaloosa Fire and Rescue

LIFESOUTH COMMUNITIES

LifeSouth Communities

Headquarters

Immunohematology Reference Lab



Alabama Locations

Albertville	Cullman	Foley	Montgomery
Anniston	Daphne	Harvest	Opelika
Athens	Decatur	Huntsville	Pelham
Atalla	Dothan	Madison	Prattville
Birmingham	Florence	Mobile	Tuscaloosa

Florida Locations

Alachua	Inverness	Lecanto	St. Augustine
Brooksville	Jacksonville	Ocala	Tampa
Chiefland	Jonesville	Palatka	The Villages
Fleming Island	Julington Creek	Spring Hill	
Gainesville	Lake City		

Georgia Locations

Alpharetta	Columbus	McDonough
Atlanta	Gainesville	Tifton
Cumming	Lawrenceville	Valdosta

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

PAST

For 50 years, LifeSouth has grown at the request of hospitals in need of a dedicated community blood supplier.

In 1974, hospitals were in critical need of volunteer blood donors after the FDA curtailed the practice of paying donors for blood donations. Gainesville, Fla. hospitals (Alachua General Hospital, UF Health Shands Hospital and Malcom Randall VA Medical Center) all agreed that a non-profit community blood center was the answer and made an appeal to all local civic organizations. The Gainesville Civitan Club was the only organization that agreed to take on this task. Members backed a loan with their own money to start what they called Civitan Regional Blood Center - today known as LifeSouth Community Blood Centers.



At the request of local hospitals, the 1980s brought expansion through North Central Florida in the Lake City, Palatka, Crystal River, Brooksville and Ocala communities. In 1994, LifeSouth began serving Alabama with our first center in Birmingham, followed by Atlanta, Ga. in 1995. Significant growth continued in Alabama, with LifeSouth opening districts in Montgomery in 1997, Huntsville in 2002 and Mobile in 2007. In 2018, LifeSouth opened its newest district in Jacksonville, Fla.

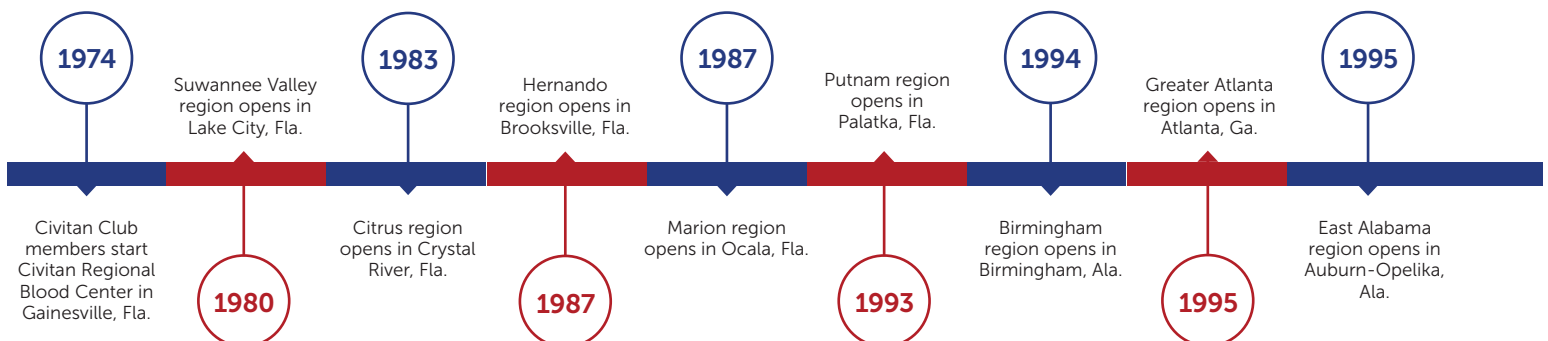
50 years later, LifeSouth has over 1,000 employees and operates in 51 locations with 68 bloodmobiles, two planes and is a proud partner of over 150 hospitals in Florida, Alabama, Georgia, Mississippi and Tennessee.

CELEBRATING AVIS MARIE CRAIG'S DEDICATED SERVICE

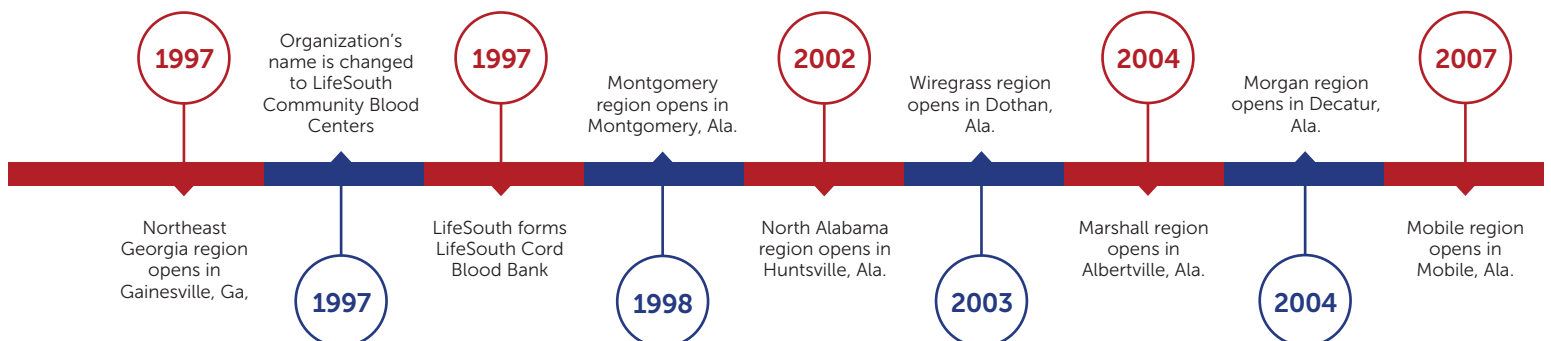
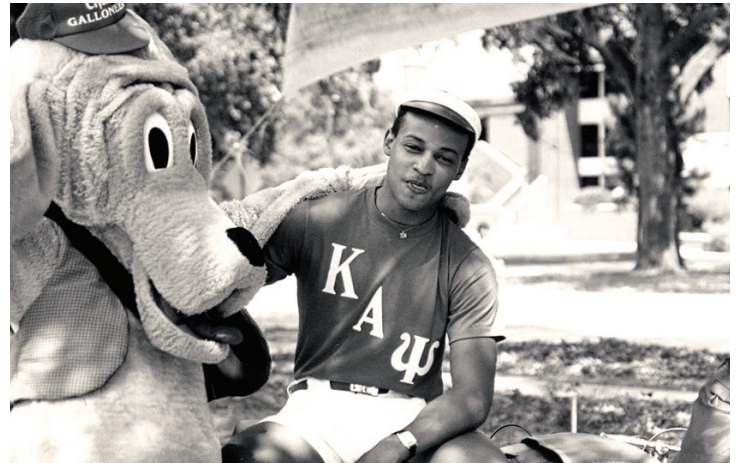
Avis Craig's relationship with LifeSouth started as a blood donor when she made her first donation in 1984. Avis's commitment to civic duty led her to serve on the local LifeSouth Citrus Advisory Board for 15 years before joining the LifeSouth Board in 2005, where she has served on the Growth and Development, Nominating and Executive Committees.

Avis has a heart for her community. She has spent a lifetime serving various non-profit and community-based organizations. Avis's parting words to the Nominating Committee was "never forget the donors!" Her dedication to community has helped shape our organization and will continue to have a lifesaving impact as we embark on our next 50 years.

We appreciate Avis's 34 years of service to LifeSouth and her community. We know Avis will always be a champion for LifeSouth and its mission.



PAST



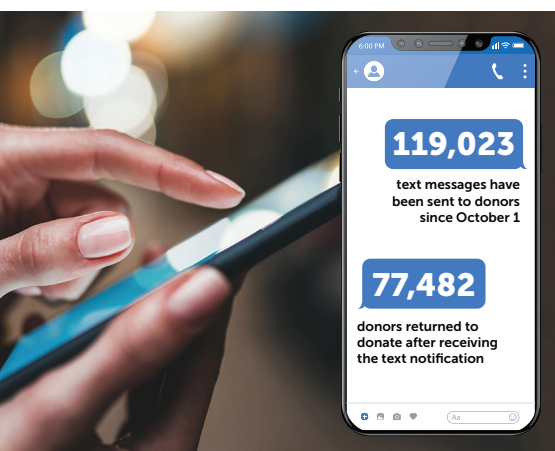


PRESENT

In 2023, LifeSouth celebrated 20 years of saving lives at Dragon Con, a multimedia pop culture convention held over labor day weekend in Atlanta, Ga. and our largest blood drive of the year. The drive collected our fifty-thousandth Dragon Con blood donor.

The Northeast Georgia region opened in 1997, and in September 2023, LifeSouth welcomed donors to the newly renovated Gainesville, Ga. facility. After nearly thirty years, the region received a refresh to enhance the experience for donors and operational efficiencies for staff.

On October 1, LifeSouth donors who opted into text messages began receiving notifications when the blood they donated was shipped to a hospital, letting them know that their blood was on its way to save a life. Since then, more than 119,023 notifications have been sent to donors. The messages also serve as a reminder of the importance of their lifesaving gift, prompting more than 77,842 recipients to return for their next blood donation appointment.

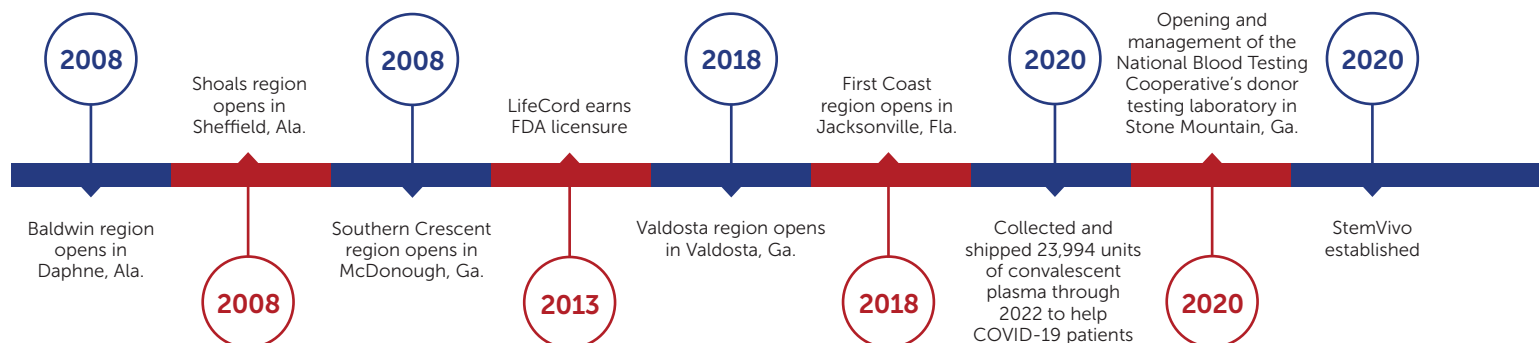


In November 2023, LifeSouth's Citrus region celebrated its 40th anniversary in Lecanto, Fla. with a ribbon cutting to showcase a newly renovated donor center. The region opened in 1983, when hospitals in Citrus County asked LifeSouth to supply blood for their patients. Board of Directors member and Citrus County resident Avis Craig spoke to the crowd, which included staff and many longtime blood donors from the community.

LifeSouth kicked off its 50th anniversary with a ribbon cutting ceremony at its corporate headquarters building in Gainesville, Fla. in March 2024. The event showcased an updated donor center and new space dedicated to research donations. We have commemorated our 50th anniversary throughout the year with gifts for donors and employees as well as a birthday celebration on May 30 in honor of "Founders Day," the day LifeSouth was founded with the state of Florida in 1974.



LifeSouth is a part of more than 20 community blood centers in the Blood Emergency Readiness Corps or BERC. This program allows community blood centers like LifeSouth to assist in times of crisis by providing blood. In May 2024, LifeSouth was called upon to provide blood to Dallas, Tx. to treat patients injured by tornadoes, marking the first time we have been activated for a national emergency since joining BERC in 2022.



PRESENT

In the last year, LifeSouth expanded its operational footprint, opening new donor centers in Harvest, Ala., Pelham, Ala., Ocala, Fla. and Tifton, Ga., providing convenient locations for donors to save lives. We also upgraded to new donor center locations in Cullman, Ala. and Alpharetta, Ga. New regions were formed in Columbus, Ga., St. Augustine, Fla. and Tampa, Fla.

This year, LifeSouth began supplying pre-hospital blood for transfusions on ambulances to four new EMS services: City of Oxford Healthcare Authority in Oxford, Ala., St. John's County EMS in St. Augustine, Fla., The Villages Public Safety Department in The Villages, Fla. and Tuscaloosa Fire and Rescue in Tuscaloosa, Ala.

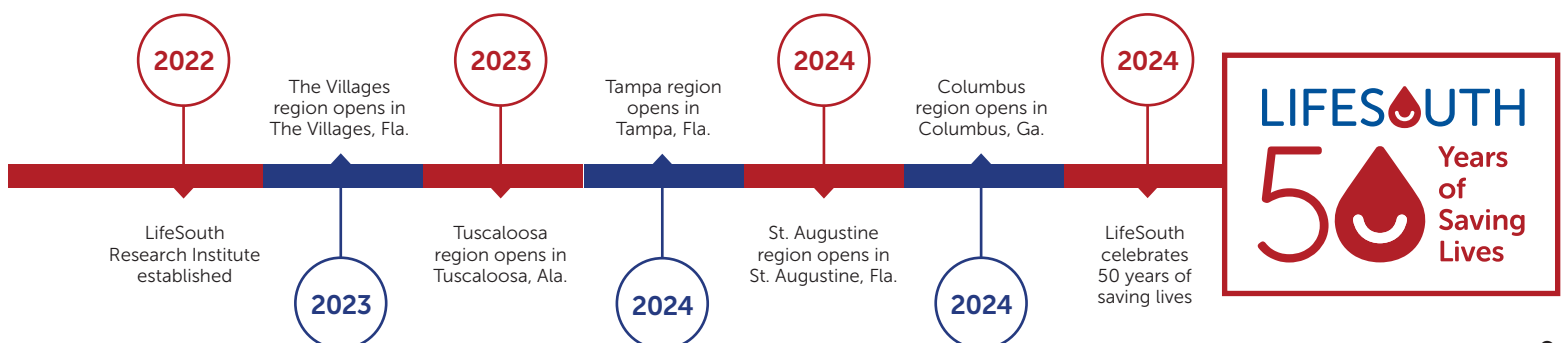
This past year, LifeSouth began serving several new hospitals, including Southeast Georgia Health System in Brunswick, Ga. in April 2024 and its Camden Campus in St. Mary's, Ga. in July 2024. Also in July, we began providing Wellstar Cobb Medical Center in Austell, Ga. In July 2023, we began providing Moffitt McKinley Hospital in Tampa, Fla.

A new addition to LifeSouth's fleet is helping donors make giving blood part of their daily life. Mobile donation centers (MDCs) are trailers renovated into a beautiful donor room. MDCs are used for long-term blood drives and can be parked for several weeks at a time, providing convenient locations for blood donation, offering comfort for donors and staff and providing a more environmentally friendly solution along with fuel cost savings.

In November 2023, LifeSouth implemented a new 403(b) retirement plan program through Voya Financial to help employees grow their retirement savings. New hires are auto-enrolled in the program, which directs 3% of each paycheck into a pre-tax retirement account, increasing by 1% each year until a 15% deduction is reached. Staff may choose to opt out or make changes to their plan. In 2024, the new 403(b) plan has resulted in over \$1.3 million in employee contributions to their retirement savings.

This year, LifeSouth implemented HemoFlow mixing scale technology in most Florida and Georgia locations, which allows for optimization of whole blood donations by targeting the optimal volume for each donor. The HemoFlow ensures proper mixture of the blood and anticoagulant, with a visual display to allow staff to monitor collection and audio alerts to signify when targeting volume is met.

In fiscal year 2024, LifeSouth increased blood collections by 1% and provided 8% more blood components than the previous year. LifeSouth therapeutic apheresis procedures increased by 8.5% and laboratory services revenues increased by 11% over the previous fiscal year.





The Villages Public Safety Department



The Villages Public Safety Department



LifeSouth Staff with AirMethods Flight Crew



Birmingham IRL



Birmingham IRL

FUTURE

In an emergency rescue, a whole blood transfusion en route to the hospital could mean the difference between life and death. Studies have shown that transfusion of blood products before arriving at the hospital significantly improves patient survival. Pre-hospital blood has long been deployed by the military to successfully treat injuries and trauma in the battlefield. However, most locations in the US do not have access to pre-hospital blood transfusions.

In 2014, LifeSouth began serving life flight helicopters throughout the Southeastern United States and today we service 33 flight facilities in Tennessee, South Carolina, Alabama, Georgia and Florida. In 2022, we began providing ambulances with blood. Today, LifeSouth partners with eight EMS ambulance providers as part of a growing initiative to make pre-hospital transfusions available for patients nationwide. These emergency vehicles stock type O red blood cells and plasma to treat many injuries and conditions while patients are transported, greatly improving the chance of patient survival.

As advocacy and implementation of pre-hospital blood increases, LifeSouth continues to get requests for service from our communities' EMS programs. LifeSouth will continue to grow this program, allowing us to ensure lifesaving blood products for our EMS partners and the communities we serve.

In March 2024, LifeSouth made the decision to transition away from our homegrown Blood Establishment Computer System (BECS) called IBBIS to a third-party platform called ForLife™ by Blood Bank Computer Systems (BBCS). The BECS is an important factor in maintaining the safety and quality of the blood supply and is considered a medical device by the Food and Drug Administration because it touches all aspects of the blood donation process from donor eligibility and collections to manufacturing, testing and distribution. Complete implementation of the new software is expected to take approximately two years.

Renovations on LifeSouth's headquarters in Gainesville, Fla. that began in October 2023 will be completed in late 2024 or early 2025. The remodeled facility includes renovated space expanding cellular therapy services, a new building that includes four clean rooms, a warehouse and storage for cryopreserved cellular therapies. The newly renovated space will also provide dedicated space for our Medical Technologist training program and a research and development laboratory. A second new building will also be finished which will accommodate the components laboratory and hospital services departments, currently located at LifeSouth's 13th Street Gainesville building. Bringing components and manufacturing under the same roof as our reference and quality laboratories will improve efficiencies, reduce turnaround times and provide a more collaborative environment for our technical, quality and medical staff.

On October 1, LifeSouth will officially open a new immunohematology laboratory in Birmingham, Ala. The space was built out last year as a part of the larger renovation project at our district facility. Over the years, we've had many Alabama hospitals request these specialized patient services closer to their facilities to improve turnaround times and patient care. We're excited to provide much-needed patient services to the surrounding areas.

FUTURE

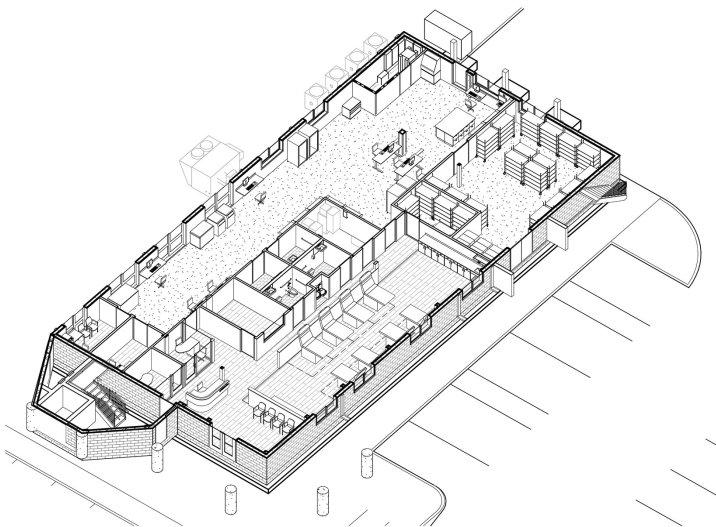
During fiscal year 2025, LifeSouth will begin providing blood products and services for several Wellstar facilities in the Greater Atlanta area. LifeSouth originally came to Atlanta in 1995 because of our partnership with the Atlanta Medical Center, eventually a part of the Wellstar Health System. Today, we provide five Wellstar facilities including Cobb Medical Center, which we began providing in July 2024. We will provide three additional facilities including: Douglas Medical Center, Paulding Medical Center, and Kennestone Medical Center before the end of the fiscal year.

Our growth in the Greater Atlanta area will be significant this fiscal year as LifeSouth is expected to begin providing blood for the Children's Healthcare of Atlanta's new facility, the Arthur M. Blank Hospital, in September 2024. Because of the significant growth expected in Georgia over the next year, we've begun due diligence on needed enhancements and operational expansion of our Atlanta location in Dunwoody, Ga.

In 2022, we celebrated our 35th anniversary serving Hernando County, Fla. After over 35 years, our Brooksville, Fla. facility will undergo much-needed renovations to upgrade the donor experience, improve efficiency and update infrastructure, including the parking lot and septic system. During the renovation, LifeSouth will relocate the donor room to a nearby facility to maintain donor collections. The renovated facility is expected to open in the spring of 2025.

In early 2025, LifeSouth Cord Blood Bank will begin cord blood collections at Jackson Health System in Miami, Fla. During the pandemic, collections at the facility ceased, and we're excited to continue our successful partnership collecting cord blood for our public bank with the hospital system.

LifeSouth and Baptist MD Anderson Cancer Center in Jacksonville, Fla. are partnering to provide stem cell therapy to patients. LifeSouth will process and cryopreserve peripheral stem cells from patients and donors to be used by Baptist MD Anderson for innovative and lifesaving therapies. Both parties will work together for accreditation from the Foundation for the Accreditation of Cellular Therapy (FACT) to ensure the highest quality and safety for the therapies. We expect to begin work on this exciting partnership in late 2024.



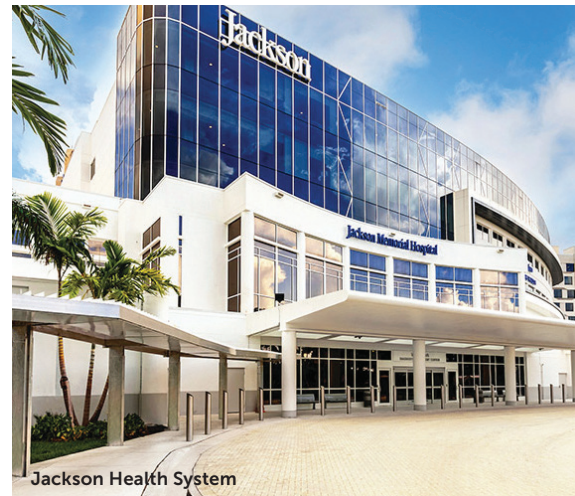
Brooksville Remodel



CHOA Arthur M. Blank Hospital



Baptist MD Anderson Cancer Center



Jackson Health System



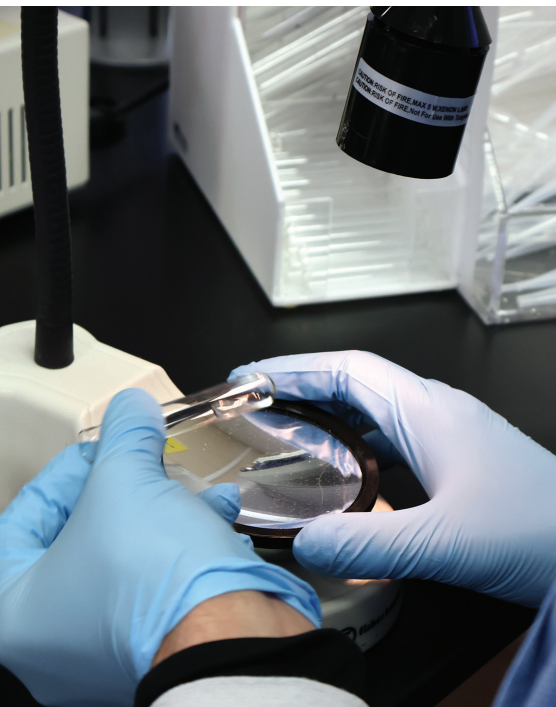
Wellstar Kennestone



LIFESOUTH RESEARCH INSTITUTE

Many willing donors are unable to give blood for transfusion due to previous deferrals, health and travel histories, medications and more. The LifeSouth Research Institute (LSRI) was created to allow these donors to save lives by participating in medical research focused on discovering lifesaving treatments for patients with cancer, autoimmune disorders and other chronic diseases rather than direct patient transfusion.

In 2024, the LifeSouth Research Institute began collecting leukopak or mononuclear cells. These white blood cells and other blood components are donated via a process called leukapheresis, which is similar to a typical platelet donation. Some donors are contributing to specific disease research, as we collect from donors diagnosed with autoimmune disorders such as lupus, rheumatoid arthritis and Crohn's disease. We send these products to researchers affiliated with several of our academic and research hospitals.



The LifeSouth Research Institute partnered with All of Us, a research program supported by the National Institute of Health to build a diverse national database that can inform thousands of studies on a variety of health conditions rather than a specific targeted study of a smaller number of participants. The goal is to enroll one million participants who reflect the diversity of the US and to drive discoveries that will improve overall health.

LABORATORIES

Treating patients with cancer, sickle cell disease and blood disorders requires 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 special antigen units a year to hospitals in Florida, Georgia, Alabama, Mississippi and Tennessee. This year, LifeSouth also expanded HLA typing service and now performs sample testing for five other blood centers.

LifeSouth's immunohematology reference laboratories (IRLs) continue to grow. Since fiscal year 2020, revenue from LifeSouth's IRLs have increased over 70%. This growth is a result of an increase in the number of hospitals we provide but also an investment in our laboratories' technical capabilities and expertise. In 2020, we added molecular testing capabilities and in 2023 we became one of eight AABB-accredited molecular testing laboratories in the world.

Since FY 2020, our molecular testing (phenotyping) revenue has increased 1,254%. We've also seen a significant rise in HLA typing, with a 329% increase over that same timeframe. Since 2020, we have experienced an increase in revenue of nearly 500% from outside testing for other blood centers and additional third parties. This growth demonstrates the value of our investment in LifeSouth's capabilities and expertise, which are now relied upon by other blood centers across the nation.

LifeSouth continues developing laboratory scientists for the future with its investment in our Medical Technologist Training Program and Specialist in Blood Banking program.



CELLULAR THERAPIES

In January 2024, LifeSouth partnered with a pharmaceutical company to help produce a groundbreaking new treatment for multiple myeloma, a cancer affecting cells in the bone marrow. LifeSouth cryopreserves cells donated via hematopoietic progenitor cell apheresis, a procedure that collects stem cells from the patient. The cryopreserved cells are then delivered to the pharmaceutical company where they undergo further manufacturing to be used for patient infusion. The resulting product is a chimeric antigen receptor T-cell (CAR-T) therapy. As of August 2024, 173 patient samples have been processed and cryopreserved.

In February 2024, cellular therapies expanded into a newly renovated space that was previously a large conference room. Cellular therapies gained new processing facilities, administrative space and a product and supply management room.



LIFESOUTH CORD BLOOD BANK

A transplant of stem cells, which remain in the umbilical cord and placenta after a baby is born, can treat diseases like leukemia and sickle cell disease. LifeSouth collects cord blood from 18 hospitals across our footprint, placing eligible units on a public, international registry. In fiscal year 2024, LifeSouth placed 296 units on the cord blood registry and shipped nine units for transplant. To date, LifeSouth has shipped 303 cord blood units for transplant worldwide.



Cord blood units can also serve as a source material for manufacturing emerging cell and gene therapies. The field, although early in development, holds tremendous promise for the treatment of many diseases. In 2024, LifeSouth joined the NMDP BioTherapies Cord Blood Bank Alliance (CBBA). The CBBA is a partnership with nine public cord blood banks working together to make cord blood units available for this purpose. The ability to identify and supply these units leverages the more than 200,000 cord blood units in the CBBA inventory, allowing NMDP Biotherapies to rapidly locate and access cells that meet their specific requirements, helping advance medical science and improving outcomes for patients.

In November 2023, LifeSouth's cellular therapies department went live with a biotherapies laboratory management system that helps collect, process, label and track cord blood units. The move from paper to a cloud-based system will allow the cellular therapies program to grow efficiently to meet the biotherapy needs of patients and researchers while improving the safety and quality of the clinical cord blood units and other research products we provide.





THE LASTING IMPACT OF DONATION: LifeSouth Patient Story Updates

Elena Howard was diagnosed with leukemia when she was only two. When chemotherapy complications left her fighting for her life in the pediatric ICU, Elena relied on blood transfusions to survive. She received over thirty blood product transfusions during her leukemia treatment, including packed red blood cells, platelets, fresh frozen plasma and IVIG. "Those transfusions saved her life so she could survive the harsh side effects of chemotherapy. I remain forever grateful to blood donors. They are absolute heroes," said Elena's mom Haley.

Elena finished her chemotherapy in May 2024 and got to 'ring the bell' celebrating the end of her 855 days of cancer treatment.

Today, Elena is four years old and started pre-K this fall, for her first ever school experience. "I'm so glad she gets to interact with other children her age now, after spending so much time isolated," said Haley. "She has been feeling great and enjoying life to the fullest. She plays with boundless energy, which is the most beautiful sight. She loves to swim and play outside. My heart overflows with gratitude watching her experience the joy of childhood!"



Elijah Cook has sickle cell disease, which causes crescent moon-shaped red blood cells. These cells block blood vessels, causing swelling and severe pain in an event known as a sickle cell crisis.

Elijah's mom, Shareika, said he's been in the hospital more than 20 times and has received multiple blood transfusions to fight the effects of the disease. "Once you get it [blood transfusion], it's life-changing," she said. "He'll go from zero to 100 in minutes. It's a huge difference."

Shareika said Elijah, now 13 years old and in seventh grade, is thriving since beginning apheresis therapy three years ago. Prior to that, he made frequent trips to the hospital and required many transfusions. "After his transfusions, he's like a different person - more energetic and clear-headed. He's also not complaining of pain as much, and we're able to manage it at home," said Shareika. Elijah loves playing video games and playing and watching soccer. He's excited about the upcoming World Cup.

Shareika wishes more people understood the impact of donating blood. "It has truly transformed Elijah's life," she said. "He went from constant pain and frequent hospital visits to only needing to go for his transfusions. Blood donations have given my baby a life he wouldn't have had without donors like you. We are forever grateful."

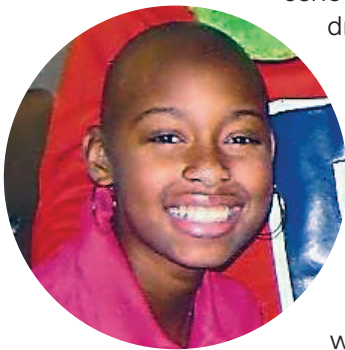


THE LASTING IMPACT OF DONATION:

LifeSouth Patient Story Updates

When Devon was about to enter middle school, she was diagnosed with leukemia. Chemotherapy allowed her to go into remission, but in her sophomore year of high school, the leukemia returned. Devon's doctors said she needed a marrow transplant. As an African-American, she faced uphill odds of finding a match. A shared ethnic or racial background increase the chances that a donor and recipient will match, but there is a scarcity of minorities who have volunteered to be on the National Marrow Donor Program (NMDP) registry.

Fortunately, she had another option available: cord blood can be used as an alternative to a marrow transplant. Devon received a cord blood transplant that allowed her to become cancer-free and graduate high school and college. It enabled her to achieve her dream of attending law school and becoming an attorney. She has been able to spend many happy, healthy years with her loved ones and got married in 2022.



Devon will always be thankful for the anonymous cord blood donor who saved her life. "I would love to have the opportunity to thank the mother and child who donated cord blood," she said.



Three-year-old Corder Bouffard was born 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.

Last May, on the way to a checkup with his doctor at Children's Hospital of Alabama, he went into cardiac arrest. His mom Madysen performed CPR until he was transported by AirEvac to Birmingham. After seven months in the hospital, a second heart surgery and numerous blood and platelet transfusions, Corder was well enough to return home.

Corder continues to see his doctors and will soon undergo the last of three heart surgeries, which will allow him to reach his teenage years before he receives a heart transplant. Thanks to blood donors, Corder is able to enjoy playing with his family and has just started preschool.

He loves police officers: for his third birthday party, he took an invitation to the Athens, Ala. police department, who showed up in three cars with sirens to celebrate with him. He had a great time playing in the police cars and pressing all the buttons. Corder also now has a little brother, James, who is 20 months old, and they spend hours playing toy cars together. His family is grateful for the blood donors who made his recovery possible.



STATEMENT OF OPERATIONAL ACTIVITIES

(in Thousands of Dollars)

Revenues Relative To:

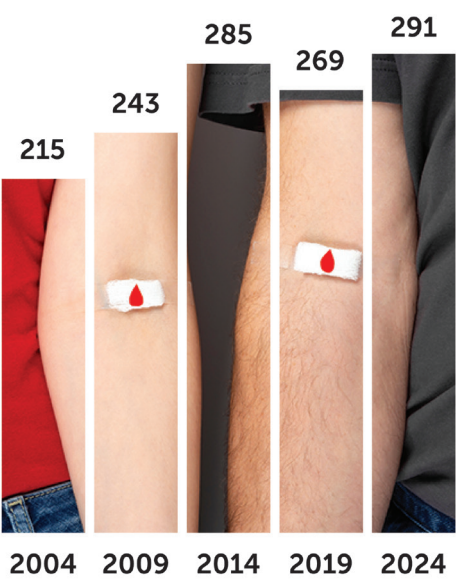
Blood Components & Services	\$	136,409	96%
Other Income		5,141	4%
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Total Revenue	\$	141,550	100%

Expenses Relative To:

Donor Recruitment	\$	7,182	5%
Blood Collection & Distribution		56,682	42%
Laboratory		20,244	15%
General & Administrative		45,467	34%
Depreciation & Amortization		5,383	4%
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Total Expenses	\$	134,958	100%

Total Donations

(in 000s)



STATEMENT OF FINANCIAL POSITION

(in Thousands of Dollars)

Assets:

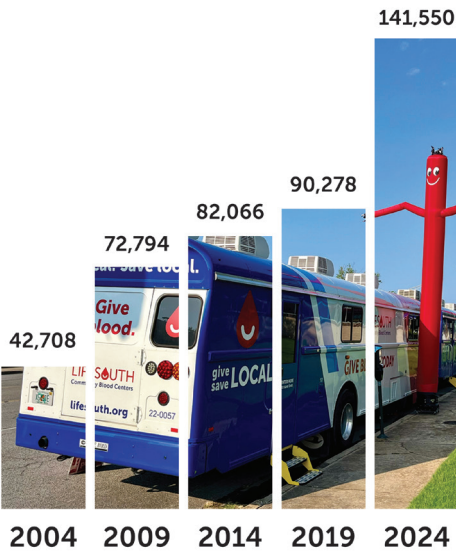
Current Assets	\$	38,266	35%
Long Term Assets		51,098	47%
Other Assets		19,760	18%
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Total Assets	\$	109,124	100%

Liabilities & Net Assets

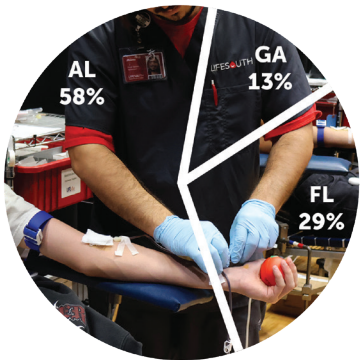
Current Liabilities	\$	13,412	12%
Long Term Debt		14,493	13%
Net Assets		81,219	75%
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Total Liabilities & Net Assets	\$	109,124	100%

Revenue

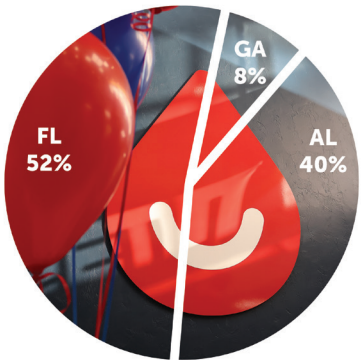
(in 000s)



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

