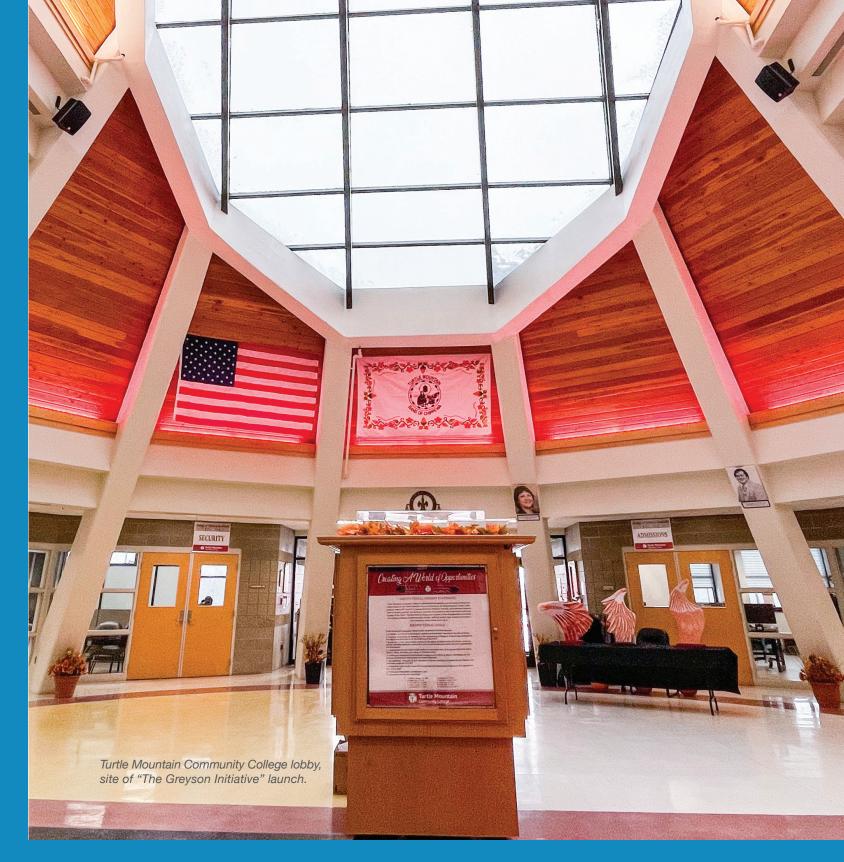
2022 ANNUAL REPORT

LifeSource

ORGAN, EYE AND TISSUE DONATION

Indigenous Land Acknowledgment

LifeSource extends respect to the 23 sovereign Indigenous Nations in our designated service area. With gratitude and respect, we acknowledge the contributions Indigenous people have made in all areas of life, and in particular their care and protection of this land. We acknowledge that the land on which the LifeSource office stands is the ancestral land of the Očhéthi Šakówiŋ (or Seven Council Fires) Dakhóta People, specifically the Wakpekute Nation. It is our hope that this acknowledgment is one step towards reconciliation and changing the culture of colonization that still exists, along with a commitment to continue finding ways to improve our service to the Indigenous community.



OUR VISION Everyone shares the gift of life.

OUR MISSION LifeSource saves lives and offers hope and healing through excellence in organ, eye and tissue donation.

> **OUR VALUES** Respect. Advocacy. Accountability. Life. Innovation.



FROM OUR CEO & BOARD CHAIR

Dear Friends.

At the core of the LifeSource mission is the very best of humanity - to give one another the gift of life.

As a community, we did that in record numbers in 2022 with more organ donors, organs transplanted and tissue donors than any other year in our history.



Despite those record numbers, we are still seeing inequities around participation in this beautiful process; and, on average, 17 people in the U.S. still die each day waiting for a lifesaving transplant. Therefore, the call to equity is critically important: to ensure that all lives - regardless of background, race, culture, sexual orientation, gender or age - can give the gift of life through organ, tissue and eye donation.

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Equity can only be achieved if we relentlessly focus on building trust with communities where it has been broken by experiences in the medical sector. As the world around us evolves and changes, we must change to remain of service to our community. We must challenge the historical ways our industry engages our communities. The path forward to achieving our goal around equity and saving lives is clear.

Thank you for your support and partnership on the journey ahead.







Kim O. Simensen Chair. Board of Directors

Meet LifeSource Chief Executive Officer **Q&A WITH KELLY WHITE**

What made you want to join LifeSource?

I truly believe so many moments big and small led me here. In the early years of my career as a bedside nurse, I supported patients who experienced life-ending injuries and went on to become organ donors. Later, I had the honor of supporting LifeSource with their first donor patient experiencing circulatory death.

Then in 2007 I lost my dad to ALS; he became an eye donor. I was on the other side of this work as a donor family member.

All those experiences prepared me to lead LifeSource. While serving in leadership roles at Hennepin Healthcare and North Memorial Health, I did some deep work around diversity, equity and inclusion. While I'm still a student focused on learning, I am relentlessly committed to the journey and feel it's both the right thing to do and imperative to our work around saving lives.

What are your reflections since you started with the organization?

I am in awe of the team at LifeSource. They are smart. They are talented. They are deeply committed.

What would we see you doing on a day off?

Cheering on my twins – my daughter is a competitive dancer, and my son is a swimmer. I also love to read and workout.

Anything else you'd like to add?

I cannot wait to meet each one of you in the coming year and I look forward to hearing your story of what connects you to this mission.

A special thank you to Peter Farstad who served as interim CEO for nine months and has been integral into my successful onboarding with the organization.

I believe some truly remarkable things lie ahead for LifeSource.

* Includes 12 pancreata recovered for research per the the Centers for Medicare & Medicaid definition.





PROGRESS TOWARDS OUR BOLD AIMS

SAVING MORE LIVES

Organ Donation

Goal: Achieve 1,000 transplants from local donors in 2027 In 2022, LifeSource achieved 760 transplants from local donors (33% increase from 2021).

Donor Hospital Standouts Record Years

Mayo Clinic, the University of Minnesota, Sanford Medical Center in Fargo, Abbott Northwestern Hospital, CHI St. Alexius Health in Bismarck, Fairview Southdale, Avera McKennan Hospital & University Health Center, Monument Health Rapid City Hospital and St. Cloud Hospital all met or exceeded any previous milestones for organ and tissue donors cared for.

Double the Impact

St. Cloud Hospital collaborated with LifeSource to care for 19 organ donors and 57 tissue donors, nearly doubling any previous milestone year.

First-Time Donor Hospitals First ever organ donations occurred at Maple Grove Hospital and Grand Itasca Clinic and Hospital.



760

.000

Transplants from local donors

Honoring the Wishes of Covid+ Donors

Advances in science and medicine made it possible for us to honor the wishes of 31 patients who were also COVID positive at the time of their death; 69 organs were transplanted from those donors.

Tissue Donation

Goal: Recover gifts from 1,000 tissue donors in 2022.

On December 19, 2022, LifeSource raised the Donate Life Flag (pictured below) to honor a historic milestone: fulfilling the wishes of more than 1,000 tissue donors in a single year - a record since our tissue program began in 1999. The total tissue donors for 2022 was 1,058.



"This amazing accomplishment requires a tremendous amount of effort, skill, collaboration and dedication. But reaching this milestone was only possible because of the generosity of our community – those 1,000 people and their families had to say 'yes' to giving the gift of life." - Kyle Kinsey, Director of Tissue & Donor Services Center

EQUITY

Goal: Workforce which reflects our community by 2025 In 2022, 14% of our team members were people of color compared to 9% in 2019.

We expanded employee benefits with equity in mind, including adding Martin Luther King Jr. Day as a paid holiday.

Goal: Achieve equity in communities of color saying "yes" to donation by 2030

LifeSource cared for 121 organ, eye and tissue donors of color, in 2022, and 22% of organ donors were people of color.



within the community and facilitated the unveiling of portraits of health heroes drawn by artist Benny Roberts.





The HUE-MAN Partnership, a collaboration of local organizations (including LifeSource), aims at reducing health disparities among men in communities of color. In November, LifeSource hosted a conversation on heart health and diabetes

WAASIZO GICHIANONG NINGAABII'ANONG SHINING BIG STAR IN THE WEST



G reyson Lawrence Parisien was a sweet, silly little boy. His big sister, Parker, was so proud to show him off. Born with a congenital heart defect (Tetralogy of Fallot), Greyson's family learned that he would need surgery. Before he was even six months old, Greyson and his family made the nine-hour trip from the Turtle Mountain Reservation in Belcourt, North Dakota to the Mayo Clinic in Rochester, Minnesota.

Greyson underwent a 13-hour surgery to fix his little heart; but, a few days later, Greyson went into cardiac arrest. While doctors were able to stabilize him with CPR and life supporting measures, his heart could not recover from the event. Next, he was put on a Berlin Heart (external heart) that would keep him alive until he could receive a heart transplant.

For 12 months Greyson would remain in the hospital awaiting a heart with his parents, Reeanne and Ridge, by his side. Through all his hardships, Greyson kept his smile. He was a happy little guy who loved music and the sound of ripping paper. His happiness was infectious, and he brought a smile to all his doctors and nurses.

The Support of Family

During this time, Greyson's entire family did what they could to support him and each other. Greyson's sister Parker would visit every other week with Grandma (Joan) and Grandpa (Keith). Parker was only six years old, but she seemed to know how sick her brother was and prayed every day for him to get a new heart.

On Thanksgiving Joan broke the wishbone off the turkey and she and Parker made a wish on it. Parker couldn't keep her wish a secret and told Joan that she wished for a new heart for her brother.

A New Heart for Greyson

In April of 2019, Greyson received the gift he and his family had so patiently waited for – a new heart. The entire family was overjoyed that he would have a chance to live a healthy life. Parker was especially excited because her Thanksgiving wish had come true.

The Mayo Clinic staff provided the caring and loving support the family needed during this time and had become like family. They threw Greyson a huge going away party when he was discharged in spring 2019 – exactly one year after he was admitted. Greyson and his family remained in Rochester for a few months so he could be monitored for complications and rejection.



Joan Azure is wrapped in a star quilt made by a family member of a transplant recipient.

So when you check the box, remember the little boy with the black-rimmed glasses who smiled through every hardship," said Joan Azure to her fellow tribal members. "By doing this, we're honoring him."

Homecoming

Two months later, Greyson was officially on his way back home to the Turtle Mountains. A huge homecoming event welcomed the little hero home including a police escort, numerous speakers (a LifeSource team member spoke to the audience about organ donation), a meal and traditional music. Hundreds of community members were in attendance.

The next few months consisted of family time, doctors' appointments and getting reacquainted with the community he had left 14 months earlier.

Greyson Gets His Name



Greyson, and his sister Parker, after returning home from his transplant surgery at The Mayo Clinic.

One day in September Greyson didn't seem to be feeling well. He had molars coming in and Reeanne thought he was simply teething. She brought him in to see the pediatric cardiologist for an echocardiogram just to make sure everything was okay. His tests looked fine, and the echo results looked great. A few days later his health deteriorated, and his family learned he had pneumonia. At just 21 months old, Greyson passed away from complications of the illness.

Shortly after his death, an elder in the community gave him his traditional name: *Waasizo Gichi Anong Ningaabii' Anong*, which translated means "Shining big star in the west."

It was a sad day in the community when little Greyson "went to be with the angels." Joan recalls driving through town early in the morning after the day of his passing. It felt like there was a dark cloud over the entire reservation and everyone was crying. Roads that were usually busy with traffic were empty and there was an overwhelming feeling of sadness.

Later that day as the drums played to help Greyson on his journey, the eagles appeared to help family and friends with their sadness and grief. The fire and drums went for three days and nights and could be heard from miles away – hundreds, maybe even thousands, of people paid their respect to this little boy, who brought love, laughter and unity to a community in his short time on earth.



A LifeSource team member and Turtle Mountain drummer embrace at the Greyson Initiative launch event.



Drummers play a healing song during the Greyson Initiative launch event.

Advocacy in Honor of Greyson

Right now, the primary way people register as an organ, eye and tissue donor is on a driver's license or state ID.

After seeing a heat map of registration rates across North Dakota – with the lowest rates corresponding with tribal lands – Joan Azure had the idea around adding the option to tribal identification documents. This could provide the opportunity for Turtle Mountain Band of Chippewa tribal members who don't have a state ID.

On June 7, 2022, the Tribal Council of Turtle Mountain adopted "The Greyson Initiative," a law to add organ, eye and tissue donor registration on tribal identification documents. The Turtle Mountain Band of Chippewa are the first to say "yes" to offering this option for their members.

Right now, the need for more organs, especially kidneys, is great. There are nearly 3,000 people across Minnesota and North and South Dakota waiting for a life-saving transplant. Of those, 142 identify as American Indian/Alaska Native, Non-Hispanic. There currently aren't enough organ donors to meet the need. All too often, our loved ones die waiting.

The need is great, yet only 19% of people from tribal communities or who identify as American Indian/Alaska Native say "yes" to donation when approached in the hospital compared to 60 percent of people who identify as white. While race and ethnicity aren't required to match for successful transplantation, it can help. And the bigger pool of donors we have, the more lives can be saved.

Greyson's Legacy

Greyson's family and community carry on his legacy in other ways. Joan and Reeanne advocate for organ donation and use Greyson's story to encourage more people to check the box. Greyson's grandfather Keith visits his grave daily – even when it's -30° in North Dakota – to pray with him and ask him to watch over everyone.

Events are held in Greyson's honor throughout the year.

Right: Joan Azure holds up a sample tribal identification card with the word "DONOR" indicated.



Tribal identification (ID) cards are federally recognized forms of ID.



Federally recognized sovereign Tribal Nations exist in the United States.



Tribal Nations are not required to have a state ID.



ENGAGEMENT & OUTREACH



Donate Life Night with the Pierre Trappers June 28, 2022, was Donate Life Night for this minor league baseball team, inspired by transplant recipient and general manager, John Hunt.





Lumberjack Days Outreach Booth LifeSource staff and ambassadors were eager to be back out in the community at this first major outreach event since the pandemic began. Held in Stillwater, MN, this three-day event in July fostered hundreds of conversations about organ, eye and tissue donation. In 2021, Stillwater became the first "Donate Life City" in the country.



Transplant Games of America

In July, athletes from across Minnesota, North Dakota and South Dakota came together as "Team MN-DAK" to participate in the Transplant Games of America. This competition attracting recipient athletes worldwide, demonstrates what is possible thanks to the the generosity of organ donation. Team MN-DAK took home 60 medals in the 2022 Transplant Games.



Wellness Block Party Fosters **Trusted Relationships**

On Saturday, August 20, LifeSource team members gathered with fellow members of the North Minneapolis community members for this inaugural "Live Your Healthy Lyfe" event designed to empower the community to build trusting relationships with health and wellness experts. Lyfe is spelled with a 'y' to highlight that this event is about asking questions like 'why' and finding answers.



National Donate Life Month

National Donate Life Month is a time to honor those who have given the gift of life through organ, eye and tissue donation; to celebrate those who have received a transplant and to encourage more people to say yes to donation.

Throughout April, our community worked together to share the message of donation with over 40 flag raising ceremonies, visits by 50+ ambassadors to DMVs and hospital tabling events. Over 800,000 people were reached through organic digital media.

New Minnesota Department of Motor Vehicle Materials

LifeSource. American Donor Services and Lions Gift of Sight rolled out new materials for Department of Motor Vehicle customers.

Checking the DONOR Box YES A person receives "I registered to save lives" sticker



Leaving the DONOR box blank A person receives additional information about donation





LifeSource Golf Classic

The 27th LifeSource Golf Classic (September 12) was a festive day to raise funds for donor family programs and outreach for high school students and the community. More than \$194,000 was raised. Recognized for 20 years of sponsorship support were: Scandia – Marine Lions Club; North Risk Partners (Bruce and Neil Fink); RSM US; Thompson Insurance (Kim Thompson); and Peter Farstad and Paul Mellblom. Our partners in donation, Lions Gift of Sight, joined us this year. Thanks to all involved!

These materials were made possible by contributions through the You & \$2 giving program.

WHO WE SERVE



7.56 **MILLION** people served in three states (234,889 square miles)

Partnership makes this lifesaving work possible.



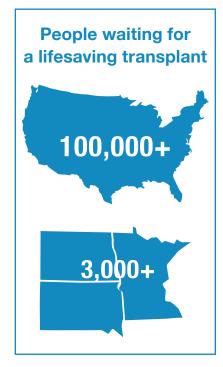
Transplant Centers



270+ Hospital Partners



9 Medical Examiner Offices Hundreds of Funeral Homes



2022 **Financial Overview**

Support & Revenue \$79,244,073

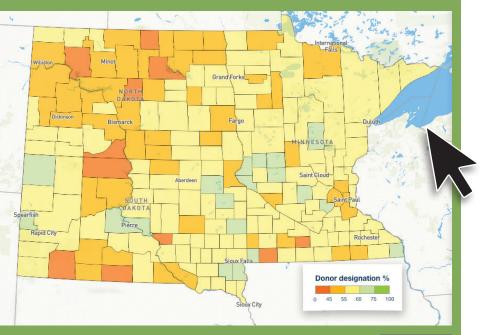
Accounts Receivable Other Current Assets Long-term Investments **Total Assets** Net Assets

TRACK YOUR COUNTY: INTERACTIVE DONOR DESIGNATION MAP NOW AVAILABLE

In 2022, LifeSource launched a new interactive map that tracks the donor designation rate of our service area.

Support for organ, eye and tissue donation is strong in the Upper Midwest, but we need to do more. Thousands of men, women and children are still waiting for a life-saving transplant.

Is your county's registration rate low? We'd love your support with local advocacy and education. Send an email to info@life-source.org.



Scan the QR code to access the Donor Designation Map and see real time data by county.

\$80,706,531

Operating Expenses

\$568,820 total contributions

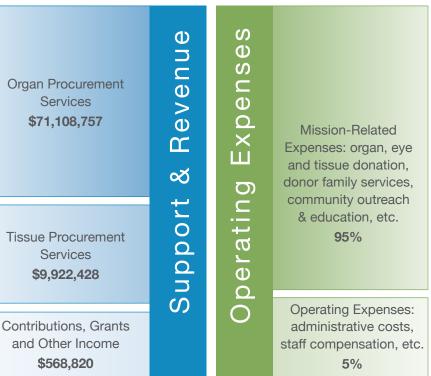
826 total contributors

88% of contributors were individuals

12% of contributors were corporations

\$243,308 raised through events

35 events by community members



Consolidated Statement of Financial Position

Cash & Short-Term Investments Building, Land and Equipment, Net

Accounts Payable and Other Liabilities Long-term Capital Bonding

Total Liabilities and Net Assets

Dec 31, 2022

\$10.785.667 \$15,820,729 \$953,378 \$14,704,330 \$27,414,942 \$69,679,046 \$8,583,979 \$9,765,333 \$51,329,734 \$69,679,046

Dec 31, 2021 \$18.022.556 \$12,360,532 \$1,510,568

\$15,248,028 \$22,948,471 \$70,090,155 \$7,427,150 \$9,767,433 \$52,895,572 \$70,090,155

Through generous gifts, philanthropic partners support public education about organ, eye and tissue donation so that more people in the community say "yes" to donation and provide resources to offer support and healing to donor families. Thank you for your generosity!

Contributors

LifeSource

ORGAN, EYE AND TISSUE DONATION

LifeSource Legacy Circle

Anonymous (6) Tim and Bonnie Bjork Paul* and Sandy Cimmerer Joseph M. and Jean E. Flake Robert A. Huellet Estate * Vernon Jackson and Kathleen Hallinan Estate * Gary Rux Trust * Maureen Swan Shirley Wikner

\$50,000+

27th LifeSource Golf Classic Minnesota Department of Public Safety Lois & William Stevens

\$15,000+

Aviation Charter Highland Bank Scott Houle Golf Classic Thomas A. Costello Legacy Foundation

\$5,000+

The Ament Group at Morgan Stanley Wealth Management Anonymous (2) Mark Bolander Bridge To Life, Ltd. Carl Bolander & Sons Castillejos Family Giving Fund Charter First Shirlev Clare Peter Farstad & Paul Mellblom **Greiner Construction** Susan Gunderson & Dan Raether Linda Houle JustGiving M Health Fairview University of Minnesota Medical Center Mayer Family Charitable Fund Mayo Foundation for MER Nationwide Organ Recovery Alliance Organ Recovery Systems Pull for Papa Alison & James Robertson Stinson LLP Kelly & Shaun White

\$2,500+

Allina Health System Arthur J. Gallagher & Co. Randy & Marcy Betcher Tim & Bonnie Bjork Crazy Fresh Eurofins - Donor & Product Testing Fink Family Fund of the Minneapolis Foundation ΠΔΝΛ Kiefer Wealth Management David & Jackie McFarland North Risk Partners River Siren Brewing Company LLC RTI Donor Services SFM Mutual Insurance Company Shellev Shutes South Dakota Community Foundation -Gift of Life Fund Sunshine Fest in Memory of Van Johnson Thoracic Donor Consultants Trinity Air Medical Mvlvnn & Jerrod Tufte Twin Cities Trade Service UnitedHealth Group W & P of Sioux Falls, LLC Steve & Priscilla Williams

\$1000+

Dan & Linda Ament Jeff & Kari Ament Anonymous Artivion. Inc. Katherine Bauer David Benning Donnis Bergman Berwald Roofing Company Inc. Blytheco Jav & Ann Boekhoff Linda & Andrew Caruthers, Sr. CDW Choice Financial Julie & Chad Cornelius Family Gretchen Dahlberg The Dodge Company Faegre Drinker Biddle & Reath LLP ForwardByChoice Adam & Bethnay Gamble GEORGE: Purpose, People, Performance, Ltd. Global Transplant Solutions Inc. Tom & Mary Gorzycki David & Juanita Griffin

Hue-MAN Partnership Laurel & Jackie Kaddatz Dean & Pat Johnson Julie & Jeff Kemink Kurt Koehler & Lara Stahr-Koehler Susan Mau Larson & Dan Larson Julie Larson The Leadership Development Group Jerry & Annette L. Lee LifeNet Health Lions Gift of Sight Kate Mahigan & Michael Meyer Marilvn Mahowald Jeff & Gina Meacham Mentair Group Pro, LLC Miromatrix Medical, Inc. MTF Musculoskeletal Transplant Foundation Nichols Kaster, PLLP Nottingham Development OlympiaTech Corie & Fane Opperman American Endowment Foundation -Jane Page Fund QuickSTAT Global Life Science Logistics Hunter Quinn Jason & Anne Ripple Rosenbaum-Gilbert Family Foundation RSM US **RSP** Architects Sanford Health Schadegg Mechanical Lori & Marc Seal Hans & Karen Siefker Signature Flight Support, STP Kimberly & John Simensen Stablish Foundation - FBO John A. & Karen J. Meslow Charitable Fund Patti Stowers SUCCESS Computer Consulting SullivanCotter Dr. Beniamin Sun & Dr. Mabel Wong-Sun TGK Automotive Thompson Insurance Agency Thoresen Diaby Helle Condon & Dodge, Inc. The Transplant Foundation TSC Inc. Greg & Lacey Veenendaal Versique Wings Insurance Agency Joe & Patty Wirth

\$500+

Ameriprise Financial

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Aviation Charter GEORGE: Purpose, People, Performance, Ltd. Julie Larson Organ Recovery Systems, Inc.

Up to \$499

3M Foundation Abbott Laboratories AbbVie F. Kenneth Ackerman Christine Aerts Robin Ahlman AlG Doug and Sarah Greene All Pro Powder Coating Inc. Beth Allysen Joseph & Marion Altendorfer Craig & Suzanne Altendorfer Jodi Altenhofen Amazon Smile Foundation Kathleen Ames

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- Transplant Surgeon, Sanford Medical Center Fargo
- Hospital Administrator, Monument Health Hospital
- Tissue Bank Representative, LifeNet Health
- Transplant Surgeon, Mayo Clinic
- MD/PhD, Histocompatibility, Sanford Hospital Fargo
- Avera McKennan Hospital and University Health Center Intensive Care
- Transplant Surgeon, University of Minnesota
- Transplant Surgeon, Sanford Bismarck
- Hospital Administrator, Park Nicollet Methodist Hospital
- Transplant Surgeon, Children's Minnesota
- LifeSource Medical Director (Ex-Officio)
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- Donor Family Member
- Transplant Surgeon, Avera McKennan
- Voluntary Health Organization, Hennepin Healthcare Research Institute
- Transplant Surgeon, Sanford USD Medical Center Sioux Falls
- Emergency Department Representative, Hennepin Healthcare
- Transplant Surgeon, Abbott Northwestern

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Resources and Information

LifeSource is most effective when people and partnerships come together to further the mission of donation and transplantation.

Register to be a Donor Life-Source.org/Register

Giving

From financial contributions to memorial gifts, there are many ways to support this organization and its partnerships: Life-Source.org/giving/

LifeSource Legacy Circle

Planned giving that provides an opportunity to carry forward your values through a bequest in your estate planning: Life-Source.org/giving/legacy-circle

Gallery of Hope

A place for donor families, transplant recipients and people awaiting transplants to share their story:

LifeSourceGalleryofHope.org

Talk Donation A campaign to engage Native American communities throughout our region in the gift of donation:

Talkdonation.org



The Meets Standards[®] seal from the Charities Review Council is a visual marker of nonprofit dedication to practices that go beyond legal and regulatory requirements.

An organization that receives this distinction demonstrates a balance of promising practices, public expectations and community impact.



family at the Greyson Initiative launch event.

Traditional ribbon skirts featuring the "Donate Life" green ribbon worn by Greyson's



The Greyson Initiative provides the opportunity for Turtle Mountain Band of Chippewa tribal members—who don't have a state ID—to register as an organ, eye and tissue donor. Many lives will be saved because of Greyson's legacy and his grandmother, Joan's, passionate advocacy.



ORGAN, EYE AND TISSUE DONATION

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