

What You Made Possible

ANNUAL REPORT 2015



Dedicated to the 548 organ and tissue donors
and their families who so generously shared
the gift of life in 2015.

LifeSource
ORGAN, EYE AND TISSUE DONATION

Financial Summary



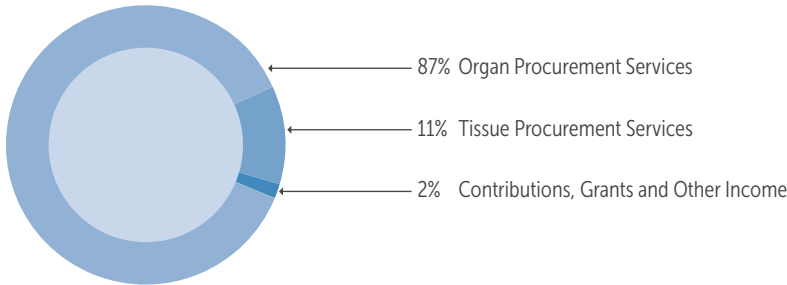
The Charities Review Council's Meets Standards® seal is a visual marker of nonprofit dedication to practices that go beyond legal and regulatory requirements.

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

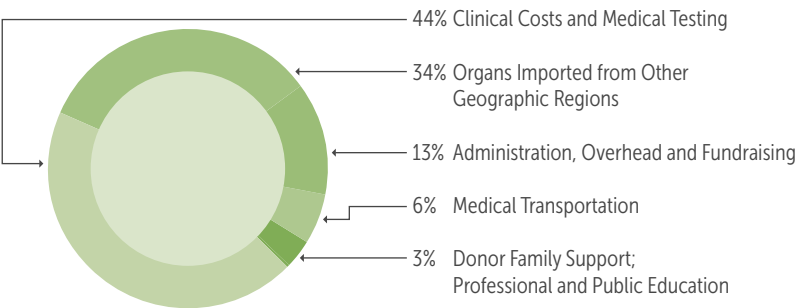
Golf Classic Celebrates 20 Years

The LifeSource Golf Classic in Memory of Terri Opp is our annual fundraising event, raising more than \$1.5 million for public education about organ, eye and tissue donation since it began. In 2015 we celebrated the 20th anniversary of this important event, where more than 200 people golfed and attended our dinner and silent auction. In total, we raised over \$161,000 in individual and corporate support. Join us this year on Monday, September 12th at Majestic Oaks Golf Club in Ham Lake, Minnesota. Find more information online at www.life-source.org/golfclassic.

SUPPORT & REVENUE: \$41,300,643



OPERATING EXPENSES: \$39,444,548



CONSOLIDATED STATEMENT OF FINANCIAL POSITION

	Dec 31, 2014	Dec 31, 2015
Cash and Short-Term Investments	\$10,517,678	\$6,251,686
Accounts Receivable	\$5,939,747	\$7,750,012
Other Current Assets	\$3,745,441	\$654,663
Building, Land and Equipment, net	\$19,434,526	\$18,888,878
Long-Term Investments	\$4,852,179	\$10,258,828
Total Assets	\$44,489,571	\$43,804,067
Accounts Payable and Other Liabilities	\$7,496,684	\$5,386,519
Long-Term Capital Bonding	\$12,326,729	\$11,993,795
Unrestricted Net Assets	\$24,429,658	\$26,285,753
Temporarily Restricted Assets, net	\$236,500	\$138,000
Total Liabilities and Net Assets	\$44,489,571	\$43,804,067

The Power of Possible
FROM OUR CEO AND BOARD CHAIR

The past year was filled with possibilities which were met with remarkable accomplishments. We were reminded daily of the power of possibility as we settled into our new riverfront campus and welcomed donor families, transplant recipients and the communities we serve into our home. Among the many things we accomplished in 2015, we were able to:

- Begin on-site tissue recovery in our state-of-the-art clinical suite, allowing us to better serve donors, donor families and partners
- Expand our tissue donation program to include bone marrow recovery, allowing bone and bone marrow to be transplanted together for stronger, faster healing
- Successfully host our fourth Donate Life Symposium, attracting 700 healthcare professionals from across the Upper Midwest for a day of learning and inspiration
- Launch new legacy opportunities for donor families, including our Gallery of Hope and Memorial Wall.

These accomplishments, along with others noted in this report, would not have been possible without the support of our generous contributors. We are tremendously grateful for support of both families that give and individuals who receive the gift of life. Each contribution helps us further our mission to save lives and offer hope and healing through excellence in organ and tissue donation.

This report reflects much that was made possible this year and, as we continue to serve families that share an immeasurable gift, offers a tangible reminder of the impact of our work and your contributions.

As we look back on 2015, we are reminded of all that we accomplished. As we look forward to 2016, we are reminded of all that remains possible.

Susan Gunderson

Susan Gunderson
Chief Executive Officer

Gail Hagerty

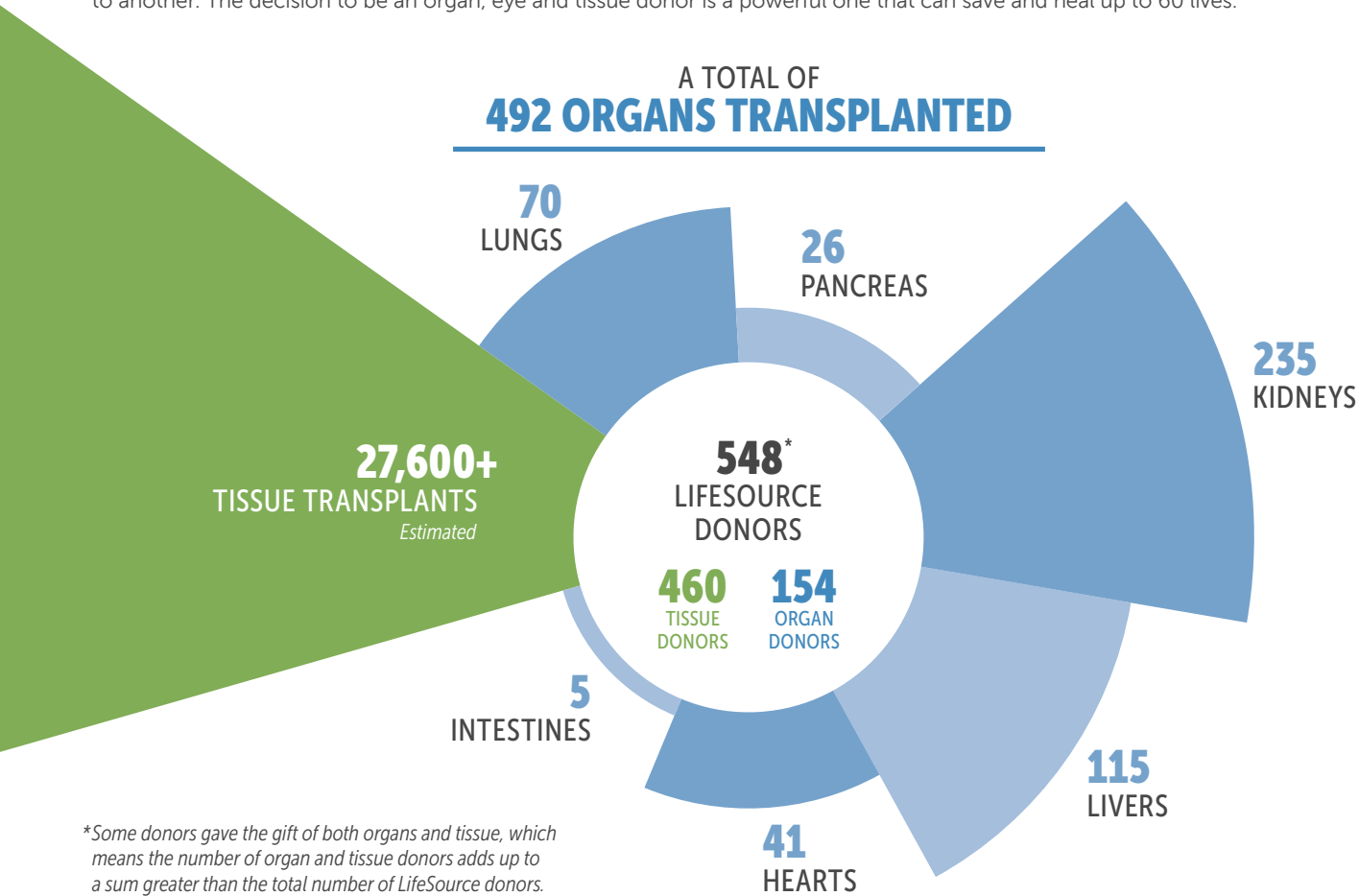
Honorable Gail Hagerty
Chair, Board of Directors



Learn more at www.life-source.org/annualreport.

2015 Snapshot: A Year of Possibility and Accomplishment

Organ, eye and tissue donation is a gift that saves and heals thousands of lives each year. It's a gift that relies on the generosity of others – even with the best in medicine and technology, transplantation is not possible without one person giving selflessly to another. The decision to be an organ, eye and tissue donor is a powerful one that can save and heal up to 60 lives.



In addition to saving lives by placing generously donated organs, eyes and tissues with people waiting for a transplant, we also educate about the life-saving process of donation, support the families of donors following their loved one's death and help people document their decision to save lives by registering as a donor.

WE SERVE
7.1 MILLION PEOPLE
in three states.



WE COVER
234,889 SQUARE MILES
the second largest geographic service area in the nation.

WE HAVE
3,332,293 REGISTERED DONORS
that's enough to fill the new Vikings stadium for 45 games.



THAT'S
62% OF ADULTS
in Minnesota, North Dakota and South Dakota.

WE PARTNER WITH
270+ HOSPITALS
that's about 5% of all AHA-registered hospitals nationwide.



AND
EIGHT TRANSPLANT CENTERS
throughout our region.

RECOGNITION & SUPPORT: Donor Family Services

Since 1989 we have been privileged to support more than 8,900 families whose lives have been devastatingly transformed and were able to see through their grief and offer a gift to others.

IN 2015
750 FAMILY MEMBERS
attended Donor Family Gatherings in three states.

Legacy Opportunities

To recognize the selfless act of donation, we are proud to offer opportunities for donor families and friends to honor their loved one's legacy including our [Memorial Wall](#), [Garden Benches](#), [Gallery of Hope](#) and [Donor Family Quilt](#).

A Look Back: Major Accomplishments in 2015

In the first year at our [new River Road headquarters](#), we proudly hosted events and meetings for partners and the public, including an open house, garden dedication, driver's license staff training, Donate Life Ambassador programs, artist forums and healthcare partner tours and education.

More than [200 Donate Life Ambassadors](#) contributed over 1,600 hours of their time and energy to advocate for organ, eye and tissue donation. They spoke at health fairs, community events, hospital trainings and 350 driver's education classes.

Over 99% of people who register to be a donor do so when applying for their driver's license or state ID card. We reached more than [700 driver's license professionals](#) with education and resources to increase their comfort and capability in answering customer questions about donor registration.

We launched the [#TalkDonation](#) campaign to increase support for donation in the Twin Cities African American community. The community-generated campaign includes art and storytelling as a means to engage people in the mission of donation.

33,345 Minnesotans contributed \$2 to the state's [You & \\$2 fund](#) to support education about organ, eye and tissue donation. An optional contribution when Minnesotans renew their license, ID or vehicle, You & \$2 is part of our partnership with the Minnesota Department of Public Safety.

We created the [Gallery of Hope](#), a website and iPad app that enables donor families, living donors, transplant recipients and those awaiting transplant to share and commemorate their stories and experiences. See it at www.lifesourcegalleryofhope.org.



Nicholas Janzen

Tissue donor, Minnesota

Saint Paul kindergartner "Nicky" loved to play soccer with his dad and read stories with his mom. A gregarious and loving boy, he began studying violin at age four and piano at age five. When Nicholas was a baby, his grandfather's life was saved by organ donation. Nicky's outgoing nature, kind heart and talents endeared him to people everywhere he went.

Part of our [#TalkDonation](#) campaign, learn about Nicholas and his impact through donation by watching the loving story his mom, Hawona, shared on YouTube: bit.ly/nicholas-janzen

A Look Ahead: Major Goals for 2016

Expand donation services to include [eye donation in North Dakota](#), in partnership with Minnesota Lions Eye Bank.

Partner with Mayo Clinic on a [VCA program](#) (Vascularized Composite Allograft) to meet the needs of patients waiting for a face transplant.

Increase our presence in [diverse and underrepresented communities](#), including sustaining the [#TalkDonation](#) campaign in the Twin Cities African American community.

Implement a Minnesota Department of Health grant to increase support for [donation in the Native American community](#) in partnership with Hennepin County Medical Center.

Launch e-learning capabilities to [train driver's license professionals](#) throughout Minnesota, North Dakota and South Dakota.

Lead Team MN-DAK's participation in the [2016 Transplant Games of America](#), a multi-sport festival event for individuals who have undergone life-saving and healing transplant surgeries.

PARTNER TRANSPLANT PROGRAMS

Abbott Northwestern Hospital
Minneapolis, Minnesota
[Heart, Kidney](#)

University of Minnesota Health Transplant Services
Minneapolis, Minnesota
[Heart, Lung, Kidney, Liver, Pancreas, Intestine, Islets](#)

Hennepin County Medical Center - Transplant Program
Minneapolis, Minnesota
[Kidney](#)

Mayo Clinic
Rochester, Minnesota
[Heart, Lung, Kidney, Liver, Pancreas, Vascularized Composite Allografts](#)

Sanford Bismark Transplant Center
Bismarck, North Dakota
[Kidney](#)

Sanford Fargo Transplant Services
Fargo, North Dakota
[Kidney, Pancreas](#)

Avera McKennan Transplant Institute
Sioux Falls, South Dakota
[Kidney, Pancreas](#)

Sanford Transplant Center
Sioux Falls, South Dakota
[Kidney](#)

LifeSource is a private, nonprofit organization and all charitable contributions are tax-deductible.

We graciously thank the financial contributors who help us save lives and offer hope and healing. Money raised supports public education about organ, eye and tissue donation so that more people in our communities say yes to donation.

Contributions can be made by check or online with a credit card.

Thank you for your support!

Federal Tax ID 36-3584029

BOARD OF DIRECTORS

Honorable Gail Hagerty, Chair
North Dakota District Judge

Bruce King, Vice-Chair
St. Olaf College;
Transplant Recipient

Sara Criger, Secretary/Treasurer
Mercy Hospital with Allina Health

Scott Anderson, Immediate Past Chair
Mirabelle Management, LLC

Craig Broman
St. Cloud Hospital

Marsha Shotley
Second Harvest Heartland;
Recipient Family Member

Brock Nelson
Regions Hospital (retired)

Tim Bjork
Transplant Recipient

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LifeSource