A Record-Breaking Year:

Organ donation up 12%
Tissue donation up 17%
Eye donation up 128%
Donor registration up 3%
Donor families served up 35%

up







Annual Report 2019

LifeSource
ORGAN, EYE AND TISSUE DONATION

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Mercy & Unity Hospitals

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LifeSource

William Payne, MD
Medical Director, Ex-Officio,
University of Minnesota Medical Center

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CEO, Founder

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Chief Clinical Officer

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& Tissue Services

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Mayo Clinic, Saint Mary's Hospital

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Hospital Administrator,
Sanford USD Medical Center, Sioux Falls

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Transplant Surgeon,
University of Minnesota Medical Center

Nadim Koleilat, MD
Transplant Surgeon,
Sanford Medical Center, Bismarck

Bhargav Mistry, MD
Transplant Surgeon,
Sanford Medical Center, Fargo

Jennifer Myster
Donor Family Member,
Park Nicollet Methodist Hospital

Michael Puumala, MD
MD, Neuroscience, Avera McKennan

Karen Rice
Donor Family Member

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Public Member,
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Transplant Surgeon, Avera McKennan Hospital

Thavam Thambi-Pillai, MD
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Hennepin Healthcare

Judy Zier, MD
Intensive Care Representative,
Children's Minnesota

William Payne, MD
LifeSource Medical Director, University of
Minnesota Medical Center (Ex-Officio)

Transplant Centers

Abbott Northwestern Hospital
Minneapolis, Minnesota
Heart, Kidney

University of Minnesota Health Transplant Services
Minneapolis, Minnesota
Heart, Kidney, Liver, Lung, Pancreas, Intestine, Islets

Hennepin Healthcare
Minneapolis, Minnesota
Kidney

Mayo Clinic
Rochester, Minnesota
Heart, Kidney, Liver, Lung, Pancreas, Vascularized Composite Allografts (VCA)

Children's Minnesota
Minneapolis, Minnesota
Heart

Sanford Transplant Center
Bismarck, North Dakota
Kidney

Sanford Transplant Services
Fargo, North Dakota
Kidney

Avera Transplant Institute
Sioux Falls, South Dakota
Kidney, Liver, Pancreas

Sanford Transplant Program
Sioux Falls, South Dakota
Kidney

This life-saving work isn't possible without our partners:

9 Medical Examiner Offices
270 hospitals
300+ drivers license partners and hundreds of funeral homes

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

Breaking Records:

A Year Like No Other



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From the CEO and Board Chair

As we prepare this 2019 annual report socially distanced from our colleagues during the Covid-19 pandemic, the importance of collaborative relationships comes into sharp focus. And because the need for lifesaving transplants doesn't pause, LifeSource and our partners remain resolute in our mission.

2019 was a record-breaking year in every regard for this donation and transplantation community.

Still, we are reminded that there are thousands of people waiting for the lifesaving gift of a transplant. And more die waiting every day. So we'll never be satisfied with just breaking records.

Partnerships and collaboration make this work possible. And while we may be temporarily isolated from one another right now, none of us is working alone. Be well and stay safe.

Susan Gunderson
Chief Executive Officer

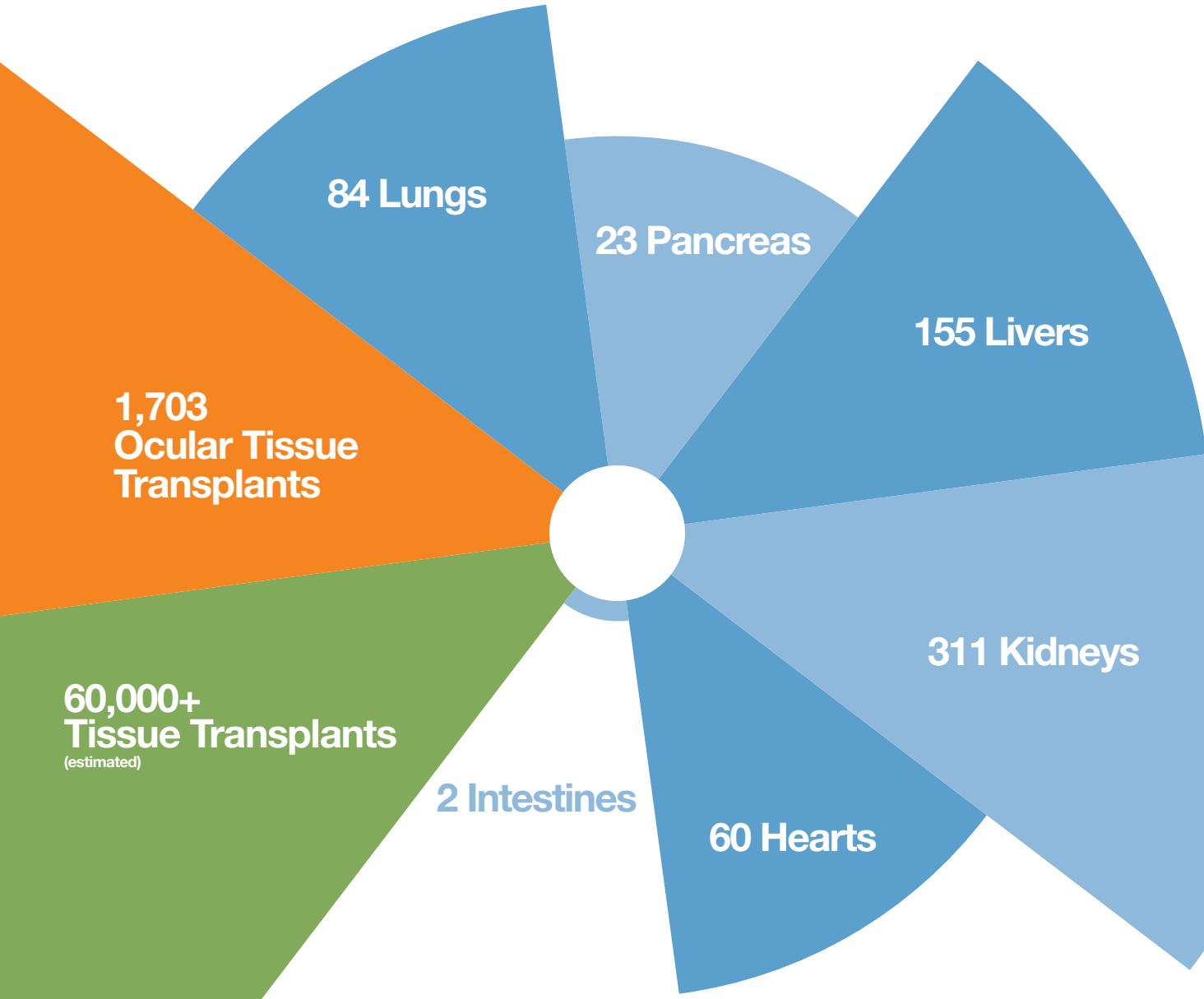
Sara Criger
Chair, Board of Directors

Partnering to Save Lives

Donation saves and heals thousands of lives each year. It's a gift that relies on the generosity of others—even with the best medicine and technology, transplantation is not possible without one person giving selflessly to another.

Up to 75 lives can be saved and healed by the single decision to be a donor, and yet it takes many organizations to make donation and transplantation happen.

Partnership powers this life-saving work.



Some donors gave the gift of organs, eyes and tissue, which means the number of organ, eye and tissue donors adds up to a sum greater than the total number of LifeSource donors.

Charted on a logarithmic scale.

A Record-Breaking 2019:

5 Million Registered Donors

throughout the region have registered to give the gift of life

70% Registered

70% in Minnesota, 72% in South Dakota and 67% in North Dakota

206 Organ Donors

up 12% over 2018

789 Tissue Donors

up 17% over 2018

567 Eye Donors

up 128% over 2018

1,221 New Donor Families

supported through aftercare programs, which have served over 17,000 families in our 30 years

Despite these record-breaking successes, 113,127 people waited for the lifesaving gift of a transplant in 2019 and each day 22 people died who were waiting for a transplant. Let's make it zero.

Achieving Milestones: Setting New Standards

The seemingly limitless energy of the donation and transplantation community was on full display throughout 2019, the 30th anniversary of LifeSource.

Medical advancements, ambassador advocacy, community events and outreach and international leadership were just some of the achievements in the Minnesota, North Dakota and South Dakota region.



Satisfying Donor Family Needs

A survey of 151 donor families conducted last summer by research firm RPG revealed that 88% were "highly satisfied" with the level of compassion, aftercare and other communications from LifeSource. **"I'm more in favor of donation now because of the support we received,"** said one respondent.



Hearing His Daughter's Heartbeat

In June, donor father Mark Little Elk listened to **the heartbeat of his daughter, Jasmine, for the first time since she passed.** Supporting these rare but powerful meetings between donor families and recipients can offer healing for both sides.



Leading International Donation Efforts

As president of ISODP (the International Society for Organ Donation and Procurement), LifeSource founder and CEO Susan Gunderson **led the organization's efforts to improve donation programs worldwide.**



Researching Cardiac Physiology

In instances when a heart is not viable for transplantation, it can be donated for research. LifeSource has a **30-year partnership with the U of M Visible Heart Lab.** Led by researcher Paul Iaizzo, PhD, the partnership with Visible Heart has led to pioneering research in cardiac physiology, patient care and medical devices.



Campaigning for Donor Registration

The "Check the Box" campaign became integrated across traditional and digital media. Along with traditional print and outdoor placements, social media and search ads drove nearly 400,000 people to the website and **resulted in nearly 31,500 clicks to register as a donor.** The campaign video reached over 2.3 million views and the publication Modern Healthcare recognized the campaign's efficacy with two awards.



Sowing a Cultural Resource

Shhh... The garden is sleeping. An indigenous medicine garden began taking form at LifeSource headquarters in 2019, and the soil is now resting and being invigorated based on traditional practices. Designed by Francis Bettelyoun of UMN Native American Medicine Gardens, **the new garden will feature plants traditionally used in medicine and ceremonies.** The garden will be a learning resource for Native American communities and foster their connection with LifeSource.

Building Legacy

With the new Legacy Circle program, recognized on the contributor wall, planned giving lets families **carry out their values and inspire a future where everyone shares the gift of life.** Nine families have designated LifeSource in their estate planning and three bequests have been received.





Supporting Donor Families

At the heart of our work is supporting the families of organ, eye and tissue donors **at the time of donation and in the months and years that follow.** In 2019, we helped 1,221 families navigate their journey of grief and healing —a 35% increase over 2018.



Raising The Bar

Regions Hospital served 29 donors in 2019, setting a new record for our three-state region since LifeSource was founded in 1989. The previous record was 27 for total donors in a single year.

Achieving Milestones:

Advancing Donation

Medical advancements have contributed to the increases in organ donation. For example, organs from donors with Hepatitis C or HIV can now be successfully transplanted thanks to effective drug treatments. And in 2019 a former three-time kidney recipient was able to donate their lungs and liver. **Regional transplant centers make these extraordinary donor and recipient matches possible.**







Bringing Organizations Together

The Donate Life Symposium, Spark, took place in October at Mystic Lake Center in Shakopee, Minnesota. The symposium brought together **over 750 attendees from donation and transplantation-related organizations around the nation** for a day of education and inspiration.



24, 1986

Fargo F-4 flies heart to infant

Recipient doing well after Lear failed

Springer

F-4 fighter jet from ...bled early Tues... ...liver a heart to ...ia after a ...led. It

part called an ign... spark plug in an ... failed.

"We're hundred... of miles from a pi... igniter, so we wer... said O'Brien, chief pi... Valley Aviation.

While mechanics tri... the second engine... made to line ... portation.

At ab... the I... a r...





...rgical teams and the Air National Guard fight the clock ...get a 5-month-old boy the new heart he needs to survive.

RACING FOR LIFE



By Joshua Korman

THE CALL CAME at 11 A.M., three days before Christmas 1986. Marguerite Brown, the donor coordinator for Stanford University Medical Center's transplant program, took it at her desk in the cardiovascular research center. The St. Paul Red Cross had received news of a crib death in Fargo, N.D. The 4-month-old infant's heart had been successfully resuscitated, but the brain had not survived. The family of the infant had given permission for transplantation as long as anonymity was maintained. An official at the Red Cross had punched the blood type, weight and age of the in... donor into the nation... puter, and Stanford... up on the scre...

Stanfo...

There are strin... teria for donor heart... fant donors are ex... rare. Organs can ... planted only when... nor's brain has per... ceased to function... majority of thes... deaths" occur ... mostly as a result... lar accidents. But... was a chance for ...

At noon, Dr. ... Shumway, the ... cardiac transp... Vaughn A. Sta... ford's transpl... Marguerite ... to discuss ... ward B. ... associa... tion ... con...



...ge Sinner,
...tol
...ck, North Dakota

...ar Governor Sinner:

On behalf of the Stanford hear... would like to thank you for your ass... the aircraft necessary to transport th... at St. Lukes Hospital in Fargo on De...

As you know we were facing a c... had no commercial flight alternati... old boy received the heart transp... well and making steady progres...

This child had been suffe... ease affecting the muscle a... ...nately pumping blood. His ...lant was measured in t... ...re are severe sh...





Pioneering Legacy:

The "Heart Flight"





An exhibit opens in Fargo to tell the story of a historic collaboration

Three years before LifeSource was founded, a series of events took place that demonstrate the generosity, tenacity and "can and will" spirit that define the donation and transplantation community today. The way in which organizations and individuals came together for the Heart Flight in 1986 set a foundation that enabled 2019 to be the best year yet for donation and transplantation.

In July, LifeSource CEO Susan Gunderson joined donor parents Karen and Steve McCann and Brigadier General Robert Becklund at the Fargo Air Museum for a ceremony to open a permanent exhibit about the historic Heart Flight.

On an icy night in December of 1986, the heart of infant donor Michael McCann was to be flown from Fargo to a waiting five-month-old recipient in San Francisco. When the Learjet and its cargo were grounded by the cold, North Dakota Governor George Sinner ordered an Air National Guard F4 fighter jet into action.

At 3:06 a.m., then-lieutenant Robert Becklund took off solo from Fargo with Michael's heart on ice in a cooler strapped into the co-pilot's seat. Just over three hours later, he touched down in San Francisco and handed the heart off to a team from Stanford.

33 years later, recipient Andrew has finished his masters' degree, traveled to 40 countries and speaks five languages—actively working to fulfill his commitment to make the most out of the life he was selflessly gifted.

Engaging the Community:

Events & Fundraising Partners

Throughout the year, dozens of events raised funds, inspired hope and increased awareness about donation and transplantation. Friendly competitions, educational opportunities, emotional tributes—all are meaningful.

In addition to events LifeSource hosted across the region, many events were hosted by the families and friends of donors or transplant recipients.





Connecting with Community

Widening the **message of donation and transplantation throughout the region** is an important part of the LifeSource mission. From outreach work with funeral directors to sponsoring weekend community events, the LifeSource team is a visible and welcoming presence.

Awarding Medals of Honor

North Dakota families whose loved ones gave the gift of life joined LifeSource and the State of North Dakota for a special recognition ceremony with Governor Bergum. **Each family was presented with a Donor Medal of Honor** after a short welcome by the Governor.



Fundraising in the Community

An annual September event, the Pull for Papa Sporting Clays Tournament brought together friends and family of donor Jim Mueller for friendly competition and to raise funds for donation and transplantation. **Community-motivated annual events like this help raise awareness of the importance of donation and transplantation**—from the Golf Classic to the Dweebs Benefit Concert to Give to the Max Day.

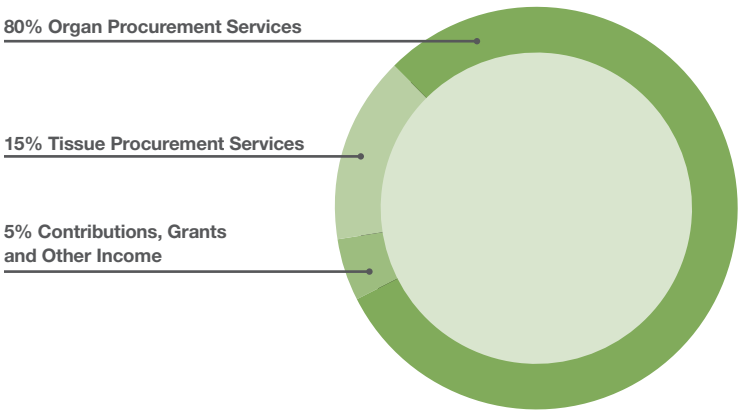


Recognizing Donor Gifts

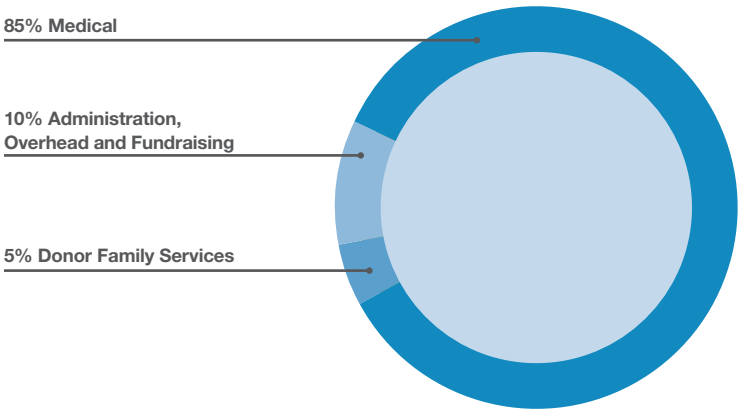
In May, **35 organ, eye and tissue donor names were added to the Memorial Wall and 2 garden benches were dedicated** during an annual Healing Garden Ceremony. The event includes a Donate Life flag-raising and is an opportunity for special recognition of donors' selfless gifts.

2019 Financial Overview:

Support & Revenue
$59,289,854



Operating Expenses
$52,827,686



$641,426
total contributions

640
total contributors

82% of contributors
were individuals

18% of contributors
were corporations

$290,763 raised
through events

16 events
by community members

$35,144 raised
on Give to the Max Day

6 commitments
to the Legacy Circle

Consolidated Statement of Financial Position

	Dec 31, 2019	Dec 31, 2018
Cash & Short-Term Investments	$10,519,962	$8,291,647
Accounts Receivable	$9,373,287	$8,926,906
Other Current Assets	$1,103,345	$740,521
Building, Land and Equipment, Net	$16,181,132	$17,124,246
Long-term Investments	$24,344,722	$19,256,837
Total Assets	**$61,522,448**	**$54,340,157**
Accounts Payable and Other Liabilities	$7,384,626	$6,301,569
Long-term Capital Bonding	$10,937,887	$11,300,822
Unrestricted Net Assets	$43,199,935	$36,737,766
Total Liabilities and Net Assets	**$61,522,448**	**$54,340,157**

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!

For More:

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
donatelifemidwest.org/mn
donatelifemidwest.org/nd
donatelifemidwest.org/sd
donatelifewisconsin.org

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

Charities Review Council
MEETS STANDARDS
smartgivers.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.

LifeSource
ORGAN, EYE AND TISSUE DONATION

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