ANNUAL REPORT 2020

2020
Challenged Us, Compelled Us & Transformed Us
OUR MISSION:
LifeSource saves lives and offers hope and healing through excellence in organ, eye and tissue donation.

OUR VISION:
Everyone shares the gift of life.

OUR VALUES:

CORE COMPETENCIES:
Dear Friends of LifeSource,

This past year challenged, compelled and transformed us in countless ways. After a record-breaking 2019, LifeSource entered 2020 energized and ready to continue that momentum.

Then, March arrived; and with it, the dark clouds of COVID-19. The pandemic impacted every part of our work. We saw DMV offices close, events canceled, tissue and eye donation paused and in-hospital work adjusted. Yet, our mission had to continue. The transplant wait list was growing; more men, women and children counted on us for a second chance.

So, this dedicated team found a path forward:

• We tested every potential donor for COVID-19; active positive results immediately disqualified them, yet we kept our donation rate high.

• Our partners offered N-95 masks so we could continue being on the ground in donor hospitals.

• We supported more than 1,000 grieving donor families over the phone and on Zoom when meeting in-person wasn’t possible.

• We advocated in different ways through virtual events, videos and digital media.

When so much felt out of our control, when the days and circumstances left us discouraged and overwhelmed, saving and healing lives through organ, eye and tissue donation served as a bright spot – a respite from the rain.

We couldn’t stop the storm of COVID-19. But like an umbrella, each one of you – our partners and supporters – allowed us to move through the rain and achieve near record numbers.

What Lies Ahead: LifeSource Bold Aims

The challenges of 2020 demonstrated that the LifeSource team can do hard things, overcome obstacles and achieve the impossible.

With that, we’ve set two Bold Aims for LifeSource moving forward:

1,000 transplants from local donors in 2027

Reflecting the diversity of our community by 2025. Achieving equity in communities of color saying “yes” to donation by 2030.

We’ve identified a host of strategies to reach these Bold Aims, but much of the path forward has yet to be paved. Committing to these without that clear pathway will drive innovation, new ways of thinking and systems to achieve them.

Lives are at stake and legacies hang in the balance. With your support, we can achieve our Bold Aims.

Susan Gunderson
Chief Executive Officer

Tim Bjork
Chair, Board of Directors

A Message
From the CEO & Board Chair

Our Commitment to the Community

For more than 30 years, our LifeSource family has worked with our region’s diverse communities to break down barriers to donation and transplantation. We are proud that, in 2014, we intentionally decided to relocate to North Minneapolis to create a home for donation and a space where we could be part of the community and share the gift of life to North Minneapolis.

Our work at LifeSource lives in the space between life and death. We value and respect life and believe that all life is a gift.

After the murder of George Floyd in May 2020, the LifeSource community was compelled to take further action to combat racial injustice and support our neighbors and community. These commitments include:

• DONATE RESOURCES and support to our neighbors dedicated to eradicating racism and rebuilding our community. Our first step is to make a significant contribution to West Broadway Business and Area Coalition, whose mission is to transform the Northside into a thriving economic community.

• EXAMINE OUR POLICIES, recruitment, programs and initiatives with a more equitable and inclusive lens.

• PROVIDE A PLATFORM and space for listening, learning and action.

• COMMUNICATE REGULARLY with our team and increase our equity and inclusion education and professional development opportunities and resources.

• OUR PURSUIT OF EQUITY will continue to be a focus in the years ahead.

MORE LIVES

INCLUSION

Reflecting the diversity of our community by 2025. Achieving equity in communities of color saying “yes” to donation by 2030.

1,000 transplants from local donors in 2027

Susan Gunderson
Chief Executive Officer

Tim Bjork
Chair, Board of Directors
Like many organizations, LifeSource experienced a variety of challenges due to the pandemic. We did see the total number of potential donors decline, especially during the stay-at-home orders. Eye donation also significantly decreased while elective surgeries were on hold.

Beginning in summer 2020, we saw donation activity slowly return to more normal levels. Despite every conceivable obstacle, the number of organ donations and transplants hit near-record levels in the Upper Midwest in 2020: 185 donors and 603 lives saved.

Eye donation was paused for a portion of 2020 due to COVID-19.
PIVOTING EVENTS FROM IN-PERSON TO ONLINE

25th Annual LifeSource Golf Classic

The special 25th anniversary of the LifeSource Golf Classic honored the legacy of Terri Opp and the inspiration of her family and friends to work towards a day where no one dies waiting for a life-saving transplant.

This year’s event was not like any other. No one could have foreseen the 25th anniversary would take place in the middle of a pandemic.

The planning team quickly pivoted; after countless Zoom calls and some “COVID creativity” the event included a socially distanced golf tournament in the afternoon, and a virtual LifeSource “par-tee” program that attendees could watch from home.

$179,388 was raised to power our education and donor family support programs.

Virtual National Donate Life Month

INVITATIONS WERE PRINTED and ready to be mailed for our annual Donate Life Day Celebration, when the realities of COVID-19 set in. Instead of in-person events, we celebrated virtually through a #ShareYourHeart challenge; we filled the month with online challenges and activities, including spotlight a hero day and a Blue & Green Day photo challenge.

283,394+ people were reached thanks to sharing and engagement in the campaign.

Online Donation Partner Workshop

AN ALL-DAY EDUCATION SESSION inspired, empowered and engaged front line hospital staff in the organ donation process. These seminars provided clinical education for nurses, as well as an in-depth overview of the donation process from referral identification to donor management.

Attendees left as “Certified Donation Partners” – armed with accurate clinical information to improve referrals and donor outcomes for their units.

Virtual Donor Family Gathering

“Thank you LifeSource for a touching tribute to our loved ones...”

OVER 200 FAMILIES GATHERED from across Minnesota, North Dakota and South Dakota to honor their loved ones during this first-of-its-kind virtual Donor Family Gathering. The unique experience included donor tributes and photos, a candle lighting poem and a message from Chris Lillehei, chaplain at Children’s Minnesota.
Advocating Virtually

LifeSource Launched New Website

LifeSource launched a new website in January 2020 with an improved user experience, a video to explain how donation works and a flexible blog platform to tell our own stories. We had no idea at the time how valuable that tool would become as we shifted to online events and electronic community engagement throughout 2020.

New Videos:
Donor & Recipients’ Stories

Storytelling is a powerful tool to shape hearts and minds. In 2020, LifeSource developed six new video stories to encourage our community to register as organ, eye and tissue donors and strengthen community support for organ, eye and tissue donation. These videos were made possible, in part, through the generous 2020 grant support of the Richard M. Schulze Family Foundation.

That’s one of the struggles [having end of life discussions], particularly in the African American community. Don’t leave that decision to the person who survives. It didn’t take me a year to come to the decision that the decision I made was the wrong one. It was literally days.

— Angel Uddin, video participant who said “no” to donation and regrets the decision

“I see a world with most people being organ donors.”

— Greg McFarlane, kidney recipient & video participant

96 NEW BLOG POSTS told stories of donors and recipients and offered education to hospital partners.

90% INCREASE in website traffic compared to 2019

99,898 VISITORS to website in 2020

52,691 VISITORS to website in 2019
HEN WE THINK ABOUT the journey to adulthood – getting a driver’s license is a key milestone.

Wyatt, a Minnesota teen, waited until he turned 18 to get his first license. But, like everything else, the pandemic delayed his road test. In late July 2020, Wyatt finally sat behind the wheel.

“I was holding my breath,” said his grandmother, Jan. “But he passed.”

Just two months after getting his license, in September 2020, then 19-year-old Wyatt was lying in the hospital with non-survivable injuries. Hospital staff did all they could to save Wyatt’s life. When there was nothing left, they called LifeSource.

LifeSource conducted medical assessments and checked the organ donor registry. Wyatt had checked the “donor” box when he got his license just two months earlier.

Due to the way Wyatt passed away, typically donation of his heart wouldn’t have been possible. But Wyatt had a unique opportunity. He became the first person in the upper Midwest to donate a heart as part of a U.S. trial of the TransMedics Organ Care System (OCS). This technology can increase the number of hearts available for transplant and offer more families the chance to give the gift of their loved one’s organs.

The OCS is transformative technology, nourishing organs in a state that mimics the human body. OCS can give transplant teams the potential to improve post-transplant outcomes and save more lives. Hearts placed on the Organ Care System have been transplanted after as long as sixteen hours. With a traditional transplant, the recovered heart is chilled and unable to pump oxygenated blood, leaving it more prone to deterioration or damage. These hearts remain viable for only six hours.

In this country, more than 3,500 people are on the waiting list for a new heart. But because of a shortage of suitable donor hearts, fewer than half will receive a heart transplant. However, an emerging technique, known as Donation After Circulatory Death (DCD), may help address that gap in the coming years.

Wyatt’s family has found healing in knowing Wyatt’s legacy of helping others lives on.

“He would have loved knowing he’s a hero in someone’s story,” said Jan.

Without this technology, Wyatt’s heart donation would not have been possible.

About the DCD Heart Clinical Trials & Organ Care System

In this country, more than 3,500 people are on the waiting list for a new heart. But because of a shortage of suitable donor hearts, fewer than half will receive a heart transplant. However, an emerging technique, known as Donation After Circulatory Death (DCD), may help address that gap in the coming years.

25 heart transplant centers throughout the U.S. are part of the clinical trial of Donation After Circulatory Death (DCD) heart transplants.

Donation After Brain Death vs. Circulatory Death (DCD)

Historically, hearts and other organs used in transplants have come from people who experience a serious trauma, such as a car accident, gunshot wound, or massive stroke. If they have no detectable brain activity, they are considered brain dead.

Others in similar circumstances may not meet the strict criteria for brain death; they have a devastating brain injury with no chance of recovery but may still have some involuntary reflexes. If the person’s family decides to withdraw life-sustaining measures, and the person’s heart stops beating within a certain window of time, death is declared. Donors may then have their organs recovered, known as donation after circulatory death (or DCD). But hearts are particularly vulnerable to injury, so they don’t function reliably well after conventional DCD. The new Organ Care System helps solve that problem.

TransMedics: The Organ Care System (OCS™) designed by the Massachusetts-based company, is a revolutionary technology for preserving organs.

The OCS acts as a miniature intensive care unit that keeps organs alive and healthy by preserving them in a natural state that mimics the human body, so organs can remain viable for transplant along the way to recipients.
Two Honor Walks Held at the LifeSource Office
In January 2020, LifeSource staff had two opportunities to line our sidewalk and honor service members who healed lives through tissue and eye donation. First a police officer, then a fire chief were escorted from the LifeSource recovery facility to a funeral home.

Moments that Compelled Us
In a year filled with challenge, the strength of the LifeSource team — and their commitment to those they serve — was revealed in new ways.

CEO Susan Gunderson Honored for Her Leadership
In 2020, LifeSource CEO and Founder, Susan Gunderson, was selected as one of Minnesota’s Top 500 Business Leaders for her impact to our workplace, industry and the community. We are so proud and grateful for her continued strength and leadership during 2020 especially.

LifeSource Collected Items & Monetary Donations for Our Neighbor – The Lucy Laney School

LifeSource Partner Support Liaison, Kelley Romanowski, began making masks with her daughter as a service project to support her colleagues in funeral service. Kelly’s LifeSource co-workers and community volunteers joined in and donated over 800 homemade masks.

Staff Stitched Support for Funeral Home Partners

Team Members Served in the Community
LifeSource Team members were offered paid volunteer time after the civil unrest that followed the murder of George Floyd. Donor Family Advocate, Ashley Bredeson, and Graphic Designer, Mike Hutto, collected food donations and supported clean-up efforts.
2020 Financial Overview:

Support & Revenue
$57,219,282

Operating Expenses
$52,454,822

$385,509 total contributions
573 total contributors
86% of contributors were individuals
14% of contributors were corporations
$187,618 raised through events
11 events by community members
$36,448 raised on Give to the Max Day

Overview:

$57,219,282
Operating Expenses

$52,454,822
Support & Revenue

Overview:

2020

5% Donor Family Services
Overhead and Fundraising
12% Administration,
83% Medical
and Other Income
5% Contributions, Grants
and Other Income
81% Organ Procurement Services
14% Tissue Procurement Services

Cash & Short-Term Investments
$20,619,850
Accounts Receivable
$8,956,112
Other Current Assets
$1,216,745
Building, Land and Equipment, Net
$16,196,441
Long-term Investments
$21,503,738
Total Assets
$68,492,886

Accounts Payable and Other Liabilities
$9,066,457
Other Total Liabilities
$47,064,284
Total Liabilities and Net Assets
$68,492,886

Consolidated Statement of Financial Position

Dec 31, 2020
Dec 31, 2019

$20,619,850
$10,519,982
$8,956,112
$10,436,653
$1,216,745
$1,103,345
$16,196,441
$16,812,903
$21,503,738
$24,344,722
$68,492,886
$63,218,585
$9,066,457
$8,017,397
$47,064,284
$44,263,301
$68,492,886
$63,218,585

Through generous gifts, philanthropic supporters, and charitable contributions are tax deductible. LifeSource supports public education about organ, eye, and tissue donation so that more people in our communities say yes to donation. Contributions can be tracked by checking or online with a credit card.

Thank you for your support:
Federal tax ID: 36-3584029

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Transplant Recipient
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CEOAsturd, Founder
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Chief Clinical Officer
Sasian Max Larson
Director of Partner and Community Relations
Mag Rogitz
Director of Transplant Center Relations
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Transplant Surgeon, Mayo Clinic
Jennifer Myer
Hospital Administrator, Park Nicollet Methodist Hospital
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Transplant Surgeon, Avera McKennan

Transplant Centers

Abbott Northwestern Hospital
Minneapolis, Minnesota
Heart, Kidney
University of Minnesota Health Transplant Services
Minneapolis, Minnesota
Heart, Kidney, Liver, Lung, Pancreas, Intestine, Kidney
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

LifeSource is a private, nonprofit organization and all charitable contributions are tax deductible. LifeSource supports public education about organ, eye, and tissue donation so that more people in our communities say yes to donation. Contributions can be tracked by checking or online with a credit card.

Thank you for your support:
Federal tax ID: 36-3584029

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

Target Community Outreach:
300+ drivers license partners
9 Medical Examiner Offices
270+ hospitals
Benson Transplant Institute

Ballpark:
Kidney
Liver, Pancreas
Marrow and Blood stem Cells
Heart
Vascularized Composite Allografts (VCA)
Sioux Falls
Kidney
Sioux Falls
Kidney
Sioux Falls
Kidney
Kidney
Sioux Falls
Kidney
Sioux Falls
Kidney
Sioux Falls
Kidney
Sioux Falls
Kidney
Sioux Falls
Kidney
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.
Contributors (cont.)

$50,000+

25th Annual LifeSource Golf Classic honoring the Jim & Marilyn Opp Family

Tributes
All of the LifeSource Staff
Logan Bushaw
David Charles Costello
Dedicated to the many generous organ donors and their families
Donor Families
Bill Hanna
Gina Hanson Spencer
Peter Hopp
Mark and Nancy Hurdschild
In honor of the amazing donor families that I have been inspired by throughout my career.
Joshua, Duyen and Nancy Johnson
Brett Johnson
Iby Joshy
John & Pam Kelly
Dedicated to Annette L. Lee & the transplant team at Mayo
Alex Lo Guidice
Yoran Marchionesi 57th birthday
Matthew Webster & Patrick McHae
Gwen Minnick-Wright
Scott and Donna Olson
Julien Pasztarnack
Bill and Sue Payne
Mark Peterson
John Rease
Bob Shutes
Sally Waldor
Memorials
Samatha Jean Adler
Ben Anderson
Bryan Arendse
Theoas Aursitin
Alexander Barons
Donovan Boy
Don Botvintser
Mr. and Mrs. Jim Boyson
Steven Brice Bremo
John Paul Burke
Leslie “Lisa” Burt
Mark Carims
Andresia Kristin Carlson, MD
Waisnia Clare
Sheml Ciassan
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Rachel Danberg
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Claire Marie Eekel
Marin Elks
Bruce Eilde
Yolanda Elsa
Dylan Roy Falling
Rachel Elisabeth Florin
Sara Olson
Brian & Carol Oleson
Dr. William & Suzanne Payne
Pull for Papa
Quick Specialized Healthcare Logistics
James & Anne Roole
James & Allison Robertson
Meg & Joe Rogers
RISM US
RSP Architects
Mark Ryan and Julie Kemp
Scheidig Mechanical
Dr. Thomas & Kathy Schwab
Hans & Karen Siefker
Signature Flight Support, STP
John & Kimberly Simensen
Jon & Karl Snyder
Kurt Koehler & Lara Stahl-Koehler
SUCCESS Computer Consulting
Tim & Beth Sullivan
Dr. Benjamin Sun and Dr. Mabel Wong-Sun
Joe & Laura Svoboda
Thompson Insurance Agency
Thoreau Daley Condon & Dodge, Inc.
Total Transportation
Trinity Air Medical
TSC Inc.
Twin Cities Trade Service
Vanda Partners
Curt & Sue Wease
Wings Insurance Agency
Joe & Patty Wirth
Dr. Thomas Wyatt

$2,500+

Alina Health Management
Anonymous
Anchorage Funeral Director Association
Arthur J. Gallagher & Co.
Ronald & Mason Batcher
Tim & Bonnie Blork
Bremier Insurance
Bridge To Life, Ltd.
Global Transplant Solutions Inc.
Daniel Larson and Susan Laur Larson
Dough & Bith Mahrforth
Organ Recovery Systems
Recycle Yourself SK
David & Karen Rice
RTI Donor Services
Bob & Shively Shutes
Stinson LLC
Patti Slowers
WPL - Eustis

$1,000+

The Amerit Group at Morgan Stanley Wealth Management
Anonymous
Cari Bolander & Sons
Charter First
Greathen Dahlgren
Peter Farstad & Paul Mietz
Greiner Construction
Susan Gunderson & Daniel Raether
Highland Bank
Helena Hoyle
Minnstate Department of Public Safety
Nationally Organized Recovery Alliance
UPF Foundation, Inc.
$15,000+
Aviation Charter, Inc

Richard R. Michalek Foundation

Colton Halverson
Don Hanson
Jeffrey Hanson
Mary Lee Hanson
Kaden Matthew Hart
Hans Hulder
Hebi Halgass
Steve Hoag
Scott Houles
In honor of All donors and donor families who boldly choose generosity
Nick Judy
Janelle Kay Joneson
Shirley Kyley
Joel Kelly OSB
Ron Kays
Emily Rose Koppman
Brian K. Kopperud
Steven L. Kopperud
Allan Lind
Isaac Lockinger
Margaret Nodell
Keith Lundell
Jenny Lux
Gary Madison
Ralph Paul Madison
William Bill Frank Martha
Tobin Miller
Rogger Moe
Flemming Moes
James Mueller
Judy Nelson
Nelson Cheylo
Mai Pol Ochs
Kevin O'Regan
Frank Olson
Terr Oppe
Jackson Palmer
Taryn Paul
Tommy T. Paterson
Vyrith Gene Pikkanareen
Dwright & Dan Powell
Rudolph Naschaffen Prudhomme
Curtis Puncocber
Sandra Prueger
Tom Sangklo
Mary Ann Scherman
Shielle A. Schilden
Scott Shurtleff
Steve Shurtleff

$50,000+

In-Kind Gifts Related to COVID-19: CentersCare Incident Command Center
Children's Hospital and Clinics - Minneapolis
Children's Hospital and Clinics - St. Paul
Coneys Construction
HealthPartners - Methodist Hospital
HealthPartners - Regions Hospital
Hennepin Healthcare Research Institute:
Chronic Disease Research Group
Mayo Clinic
Organ Recovery Systems
RSP Architects
Sanford North - Fargo
Sanford USD Medical Center and Hospital - Sioux Falls
Stinson LLC
United Healthcare
Numerous LifeSource team members and community members who made masks for funeral home partners
In-Kind Gifts $1,000+
Anonymous
Sue GEORGE: Purpose, People, Performance Ltd.
Susan Gunderson & Daniel Raether
United Health Group
YYES
*designates organ, eye or tissue donor

2020 Contributors

Barwald Roofing Company Inc.
Bast & Flanagan
Joy & Ann Boeckhoff
Craig & Karen Broman
C Change Surgical LLC
Andrew & Louis Cardinelli
CDW
Choice Banks
Shirley Clare
Crisa Partners
The Dodge Company
Bob & Gayle Garrison

Avtex Solutions LLC
David Benning

Anonymous (3)
Connie Amundson
Mike & Brenda Welsch
Dr. Thav & Abi Thambi-Pillai
Charles & Carol Tentinger
Steven & Susan Schmitt

Elizabeth Rowe
T.S. Palmer Family Charitable Fund
Cindy Michalak & Barb Beckstead
Mayo Foundation
Max's
Rosemary Manthe
Judith Kopperud
Tom Lovdahl & Laura Kelly Lovdahl
Travis & Carolyn Karlin
Don and Lyn Holmes

Dr. Frazier Eales
Complete Wedding + Events
James Chafoulias
Blytheco
Scott & Jennifer Anderson
Kristen Adams

$500+

SUCCESS Computer Consulting
Kurt Koehler & Lara Stahr-Koehler
John & Kimberly Simensen
Hans & Karen Siefker
Schadegg Mechanical
James & Alison Robertson
Jason & Anne Ripple
Pull for Papa
Brian & Carole Olson
Sara Olson
Dr. Bhargav Mistry & Dr. Bhanu Odedra-Mistry
Steve & Linette Meyer
Mentair Group Pro, LLC
Sara Maslow and Paul Vahil
Steve & Linette Meyer
The Leadership Development Group
Jerry & Annette L. Lee
Logan Park Wealth Management
Tina Matter
Katie Mickle & Matthew Webster
Michael Swan
Medfriend Pro, LLC
Sara Maslow and Paul Vahil

$1,000+

Taryn Paul
Steve Wilczak and his family
Mick Wigen
Steve Witzel and his family
Henry Joseph Wills

Partners in Fundraising - Friends and Family of:
Carla Baglien
Backy Bankle
Sam Foltz
Carla Hiler
Scott Hoekstra
Brittany Johnson
Pull for Papa - Jim Mueller
Recycle Yourself SK
Jackie Tiegs
Edwin Walker
Gwen Minnick - Wright

www.life-source.org