ANNUAL REPORT 2021



THE FOUNDATION OF LIFESOURCE IS STRONG, STABLE AND ENDURING.





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 Respect. Advocacy. Accountability. Life. Innovation.





Dear Friends,

Strengthened by the challenges of 2020, the LifeSource team approached 2021 with renewed focus and energy around achieving the two Bold Aims we've set for our future:





These goals are ambitious, but our solid foundation – consisting of strong partnerships from donor hospitals to funeral homes to community organizations – has allowed us to make significant progress towards our Bold Aims in 2021.

We completely re-imagined how to work alongside hospitals' care teams on donation cases. We also made several advancements around our Equity, Diversity & Inclusion (EDI) work, including hiring a EDI director, Nichole Salaam, and forming both an internal EDI committee and external Community Advisory Council. In 2021 we also reached new milestones for both tissue and eye donation and had our second strongest year for organ donation.

Looking ahead to 2022, LifeSource will experience the selection of our second Chief Executive Officer (CEO) in the organization's 33-year history. During the search process, we are pleased that Peter Farstad, current LifeSource Chief Administrative Officer (CAO), is serving as Interim CEO. Peter has served as CAO at LifeSource for more than 20 years and has earned great respect from team members, partners and the Organ Procurement industry.

Thanks to you – our partners and supporters – the foundation of LifeSource remains strong and stable, affording us the ability to make transformative changes to achieve our Bold Aims.

The future is bright.



Susan Gunderson Chief Executive Officer

Tim Biork

Tim Bjork Chair, Board of Directors

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Left: Peter Farstad, Right: Susan Gunderson

"I intentionally picked March 4, 2022 as my last day as CEO of LifeSource because it's the only date on the calendar that serves as a command. Friends and colleagues – you're ready for this moment. March forth confidently, with compassion and excellence. You've got it from here." – *Susan Gunderson*

2021 NUMBERS

Local Donors 572 Organs Transplanted **862** Tissue Donors **64,650** Potential Lives Healed

> 579 Eye Donors 738 Lives Healed

Together, we made 2021 a remarkable year, including increasing local organ donors by 10 percent, and achieving a record number of both tissue and eye donors.

- 203 Organ Donors: That's a 10 percent increase from 2020 and the second highest number in our history.
- 862 Tissue Donors: Tissue donors were at an all-time high at 862, healing more than 64,650 lives – a 34 percent increase from 2020.
- 579 Eye Donors: Eye donors increased by 20 percent with 579 local individuals giving the gift of sight.
- Most People Ever Registered as Donors: As of December 2021, more than 3.8 million people throughout Minnesota, North Dakota, South Dakota and Western Wisconsin have checked the "DONOR" box at their local driver's license office.

To everyone involved in this lifesaving work, thank you from the bottom of our hearts.

"We are incredibly proud of how many organ, eye and tissue donors' wishes we were able to honor in 2021 and how many lives were saved and healed." — Susan Gunderson



Partnership makes this lifesaving work possible.



9 Medical Examiner Offices Hundreds of Funeral Homes

NEW Donor Designation Rate (DDR):
percentage of individuals who register as donors at the DMV (annual average).

58% 2020: 59%

Donor Designation Share (DDS): percentage of the adult population

registered as donors.



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 lifesaving transplant.



"Walking the halls of LifeSource and reading the stories of donors and recipients still stirs intense emotions within me. This work is so important for donor families in search of healing and recipients in pursuit of hope." — Peter Farstad

INNOVATIONS & ADVANCEMENTS

MissionGO & Minnesota Team Transports World's First Human Pancreas via Unmanned Aircraft

LifeSource, MissionGO and Mercy Hospital (part of the Allina Health system), conducted the first-ever test flight carrying a human pancreas via an Unmanned Aircraft System (UAS) on May 5, 2021.

Following a moment of silence led by Lead Pilot Ryan Henderson to honor the donor hero, this historic flight transported a research pancreas from Mercy Hospital in Coon Rapids, flew a 10-mile circuit over the Mississippi River, then returned to Mercy Hospital.



LifeSource Joins Biostasis Research Institute to Initiate Human "Organ Bank"

The University of Minnesota became one of two institutions in the United States to host a new center established by the Biostasis Research Institute (BRI) aimed at creating human organ banks through the cryogenic storage of organs donated for transplantation. This initiative aims to reduce time on the waiting list for future transplant recipients and would allow many others to become organ donors – a rare opportunity due to current medical criteria. This incredible work will advance the LifeSource mission to honor the heroism of every organ donor by maximizing the impact of their lifesaving gifts.



Real-Time Organ Tracking Technology

In late 2021, LifeSource implemented the new United Network for Organ Sharing (UNOS) Organ Tracking Service utilizing GEGO tracking technology. Seamless integration with DonorNet® and DonorNet MobileSM allows Organ Procurement Organizations and transplant hospitals to view the shipment on a map in real time.



PHOTO COURTESY OF GEGO

2021 MILESTONES



5,000 Organ Donors

In May, LifeSource honored the wishes of our 5,000th organ donor since official reporting began in 1990.



Annual Eye Donor Record

On December 23, LifeSource exceeded our highest annual eye donors since the program began in 2016 (previous was 569).



38 Donors at Hennepin Healthcare

Hennepin Healthcare honored the wishes of 38 generous organ donors, a one-year high for total donors at any hospital in the LifeSource 3-state service area (previous highest annual total was 29).



10,000 Tissue Donors

On November 4, LifeSource honored the wishes of our 10,000th tissue donor since the program began in 1999.

During the tissue recovery process, LifeSource team members take extra care to honor donors by playing the donor's favorite music and conducting other special tributes based on input from the family.

"One tissue donor can heal more than 75 people. Since our program began, heroes from the Upper Midwest have helped more than a million people across the world." — *Julie Kemink, Chief Operations Officer, Tissue Program Founder*

PROGRESS TOWARDS OUR BOLD AIMS



More Lives

Achieving 1,000 transplants from local donors in 2027.

New Hospital Collaboration Model

As a key initiative in achieving our Bold Aim of saving 1,000 lives in 2027, LifeSource completely reimagined how we provide support to hospitals across our service area.

The new model was established to further collaboration between LifeSource and hospitals. LifeSource team members are on-site regularly – daily at many hospitals – to support care teams with both existing and potential donation referrals.

This new model adds value to our relationships with hospitals because it saves their teams time and provides an in-person resource right when they need it. Our increased presence has allowed us to assess family dynamics before donation conversations, allowing us to better support families in crisis.



EQUITY

Equity

Reflecting the diversity of our community by 2025 and achieving equity in "yes" to organ, eye and tissue donation by 2030.

Advancing Equity at LifeSource

LifeSource made significant strides towards a more inclusive organizational culture in 2021.

Team member feedback guided our work and resulted in gender-neutral bathrooms at the LifeSource Headquarters and an inclusive dress policy for all team members. The Equity, Diversity and Inclusion (EDI) committee held listening sessions for team members to share concerns; adding inclusion questions to interviews and engagement surveys are a few ways we're infusing equitable practices into our processes.

Hiring LifeSource's first Equity, Diversity & Inclusion Director has meant a thoughtful and focused approach to education and change in this area.

ENGAGEMENT & OUTREACH

"Check the Box" Campaign Builds on Its Success

LifeSource kicked off 2021 with a fresh new photoshoot for our multi-channel advocacy campaign. The ad series featured bright colors and community representation from across our service area to communicate that everyone can register as a donor - no matter their age, ethnic background or religion.

Stillwater Becomes First Donate Life City in the Nation

On July 20, the Stillwater City Council adopted a resolution to designate the City of Stillwater as a Donate LifeSM City. Stillwater, Minnesota is the first city in the nation to affirm its community-wide commitment to organ, eye and tissue donation by being designated as a Donate Life City.

LifeSource Ads Appear at MN State Fair & On Truck Sides

In addition to focusing on digital advertising, LifeSource explored new ways to encourage people to register as organ, eye and tissue donors, including Minnesota State Fair ads and truck-side billboards traveling throughout Minnesota and the Dakotas.







New Youth Education Program

Every year, thousands of young people participate in driver's education and have their first opportunity to register as an organ, eye and tissue donor – a decision that can save and heal more than 75 lives. Minnesota law requires that all drivers' education programs (public, private and commercial) include 30 minutes of instruction on organ, eye and tissue donation. Thanks to the generous support of Minnesota's "You & \$2" grant, LifeSource, American Donor Services and Lions Gift of Sight partnered to create a fresh youth education program based on student and instructor feedback.

The new digital tool kit features:

- Interactive games and quizzes
- A video testing their peers' knowledge and viewpoints about organ donation
- Stories of young people impacted by donation and transplantation

Explore this Easy Toolkit to Customize Your Curriculum

From video content to games, quizzes and more – this easy-to-use toolkit of resources provides rich and fun activities for students that can be catered to any educational setting. Whether you prefer a digital platform or printable activities, we've got your classroom covered with a quick menu of options to easily pick and choose from.

If you have any questions or need materials or assistance while planning your curriculum, please feel free to contact Teresa Turner at tturner@life-source.org. We can help provide you with printouts, DVDs for videos, or any other materials you may need – free of charge.



Video Content Library

90% of instructors agree that video content is a useful tool for education.

ENGAGING WITH COMMUNITIES OF COLOR

Earning the trust of the communities we serve is always at the center of our engagement work. Translating donor family materials into Spanish, Somali and Hmong is part of creating more transparency and understanding for all families considering donation. LifeSource also created a podcast with the Minnesota Chapter of Black Nurses Rock, giving Black nurses in Minnesota more education about donation. LifeSource also re-engaged with barbers in Minneapolis to share the message of donation.

Knowing that true engagement requires input from those we serve, LifeSource formed a Community Advisory Council Chaired by Stella Whitney-West, CEO of NorthPoint Health & Wellness Center. The council provides valuable input to LifeSource to support the development of effective and sustainable equity programs.



Melvin Giles

"It can be fearful for people who haven't thought about it before. However, once people realize the power that they have, the power that they can contribute, I think it helps to change their minds and attitudes, and more so, helps to change their hearts." — *Melvin Giles, Donor Family Member, Community Advocate*

20 Year Community Partner Reunion

In February, LifeSource held a virtual reunion for our valued friends and community partners spanning over 20 years.

Official community engagement began with Dr. Connie Price, who served on the LifeSource Board of Directors, and community health activist, Clarence Jones. The work was then elevated with a federal grant program to educate and engage the African American community in organ, eye and tissue donation. In 2008, LifeSource created "Barbershop Conversations" in partnership with Southside Community Health Services to train barbers in Black neighborhoods to talk with their customers about health issues and organ donation. In 2016, we launched "Talk Donation" in partnership with Hennepin County Medical Center and the Native American Community.

The reunion connected friends and partners we've worked with to overcome medical mistrust and donation misinformation in communities of color.



"Our relationship with LifeSource has lasted over 20 years. You have consistently shown a willingness to enter the bi-directional Public Health conversation between community and organ donation." — *Clarence Jones, hue-MAN Partnership, Community Health Advocate*

FUNDRAISING HEROES

\$25K Raised by Scott Houle Golf Classic

Since 2010, the family and friends of Scott Houle have gathered at Oneka Ridge Golf Club near White Bear Lake, MN to share stories, tears and laughter about a man who touched their lives in many ways.

With a full slate of teams on hand for the golf tournament, and family and friends arriving from across the country, the inspiring event was held July 10, 2021. Scott's heart recipient, Pam Tredway, and her family were even present at the tournament.

Several tributes and special messages were shared during a program at the end of the day. The most poignant and emotion-filled was the presentation of stuffed bears, created by Pam, using cloth from some of Scott's prized KISS shirts. Inside each bear was a recording of Scott's heartbeat, which lives on in Pam.

The tournament generated \$25,000 for LifeSource—to inspire others to check the box and be a donor, just as Scott had done many years ago. As Scott would say, "Rock on!"



Photo Credit: Teri Bodine-Koher

Chris George Runs 50K Ultramarathon for 50th Birthday to Support Local Organizations

Rosemount resident Chris George turned 50 in 2021. Instead of throwing a giant party or taking a trip to Las Vegas, he ran a 50K (33 miles). His goal was to raise \$25,000 for the five organizations, including LifeSource, who helped him and his family through their darkest days.

Chris' son, Mason, was born with Alagille's syndrome, a condition that primarily impacts liver function. At age 12, Mason went from running around a basketball court to requiring a walker to navigate the house.

Mason received a transplant in April 2018 and is now a healthy, thriving 10th grader.

"This is for all the organizations who made my journey so much lighter," Chris said.



Photo Credit: Chris George

2021 **Financial Overview**

Support & Revenue **\$73,498,458**

Operating Expenses **\$68,387,006**

\$596,090 total contributions

887 total contributors

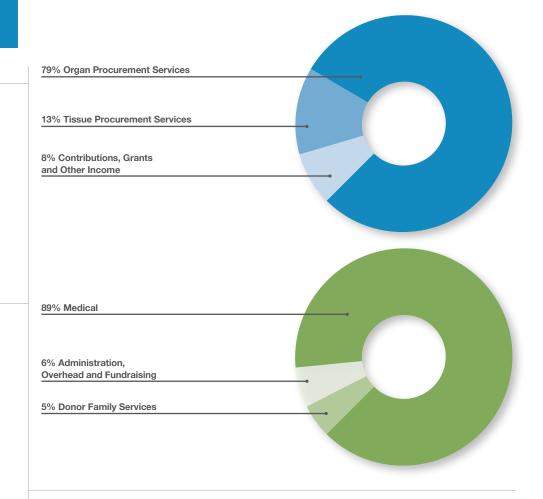
86% of contributors were individuals

14% of contributors were corporations

\$247,326 raised through events

27 events by community members

\$59,716 raised on Give to the Max Day



Consolidated Statement of Financial Position

	Dec 31, 2021	Dec 31, 2020
Cash & Short-Term Investments	\$18,022,556	\$21,909,436
Accounts Receivable	\$12,360,532	\$8,817,816
Other Current Assets	\$1,510,568	\$1,659,847
Building, Land and Equipment, Net	\$15,248,028	\$15,709,284
Long-term Investments	\$22,948,471	\$20,262,993
Total Assets	\$70,090,155	\$68,359,376
Accounts Payable and Other Liabilities	\$7,427,150	\$10,398,499
Long-term Capital Bonding	\$9,767,433	\$10,173,285
Net Assets	\$52,895,572	\$47,787,592
Total Liabilities and Net Assets	\$70,090,155	\$68,359,376

Dec 31 2021

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!

Dec 31 2020

Board of Directors

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Sara Criger, Immediate Past Chair Allina Health Operations and Mercy & Unity Hospitals

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Craig Broman, Secretary/Treasurer St. Cloud Hospital; Retired

Gretchen Dahlberg Northrop Grumman; Donor Family Member

Scott Davis Sanford Health

Frazier Eales, MD Abbott Northwestern Hospital; Retired

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Alex Hill, PhD Medtronic

Jerry Lee Lee Financial Group; Living Donor

Reuben Moore Minnesota Community Care

William Payne, MD LifeSource Medical Director (Ex-Officio)

Tim Pruett, MD University of Minnesota Medical Center

Megan Remark Regions Hospital

Tom Schwab, MD Mayo Clinic

Mylynn Tufte Optum Advisory Services

Executive Team

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Peter Farstad Chief Administrative Officer

Julie Kemink Chief Operations Officer

Susan Mau Larson Chief Strategy Officer

Meg Rogers Director of Transplant Center Relations

Brenda Welsch Director of Quality and Regulatory Affairs

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

Martha Anderson Tissue Bank Representative, Musculoskeletal Transplant Foundation/Voluntary Health Association

Wendy Burt Public Member, Minnesota Hospital Association

Richard Daly, MD Transplant Surgeon, Mayo Clinic

Patrick Dean, MD Transplant Surgeon, Mayo Clinic

Smaroula Dilioglou, PhD MD/PhD Histocompatibility, Sanford Hospital Fargo

Mark Hill, MD Transplant Surgeon, Hennepin Healthcare

Monica Huber Public Member

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Nadim Koleilat, MD Transplant Surgeon, Sanford Bismarck

Jennifer Myster Hospital Administrator, Park Nicollet Methodist Hospital

William Payne, MD LifeSource Medical Director

Karen Rice Donor Family Member

Sujit Sakpal, MD Transplant Surgeon, Avera McKennan

Jon Snyder, PhD Public Member, Hennepin Healthcare Research Institute

Thavam Thambi-Pillai, MD Transplant Surgeon, Sanford USD Medical Center Sioux Falls

Thomas Wyatt, MD Emergency Department Representative, Hennepin Healthcare

Judy Zier, MD Intensive Care, Children's MN

Transplant Centers

Abbott Northwestern Hospital Minneapolis, Minnesota Heart, Kidney

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

Children's Minnesota Minneapolis, Minnesota Heart

Hennepin Healthcare Minneapolis, Minnesota Kidney

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

Sanford Transplant Center Bismarck, North Dakota Kidney

Sanford Transplant Program Sioux Falls, South Dakota Kidney

Sanford Transplant Services Fargo, North Dakota Kidney

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

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

9 Medical Examiner Offices 270+ Hospitals 300+ Drivers License Partners 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

Contributors

LifeSource

ORGAN, EYE AND TISSUE DONATION

LifeSource Legacy Circle

Tim and Bonnie Bjork Paul* and Sandy Cimmerer Joseph M. and Jean E. Flake Robert A. Huellet Estate * Vernon Jackson and Kathleen Hallinan Estate * Anonymous (5) Gary Rux Trust * Maureen Swan Shirley Wikner

\$50,000+

26th LifeSource Golf Classic Anonymous Minnesota Department of Public Safety

\$15,000+

Aviation Charter, Inc. Linda Houle & Family Weasel - JLC Memorial Golf Tournament

\$5,000+

The Ament Group at Morgan Stanley Wealth Management Anonymous Abigail & Carl R. Bergguist, III Carl Bolander & Sons Charter First Shirley Clare Peter Farstad & Paul Mellblom Greiner Construction Highland Bank Hogan Lovells US LLP Helene Houle Iron Warriors MC Anne Kiefer Nationwide Organ Recovery Alliance Kirk & Brigitte Otteson Pull for Papa Stinson LLP Patti Stowers The Transplant Foundation Mylynn & Jerod Tufte Shirley Wikner

\$2,5000+

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\$1,000+

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\$500+

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In-Kind \$1000+

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Tributes

A tribute gift honoring the distinguished CEO Susan Gunderson and her career. Jay Beyer-Kropuenske Tim Bjork Julie Castle Sandy Cimmerer Jamie Cunningham Dedicated to Grace Chris Duffy Jeni Ewaskowitz Sarah Fisher Chris George 50 for 50 Susan Gunderson Jim Haigh Peter and Marilyn Hegg Sandy Henry Kathleen Herron Robb Mark Hunziker In honor of the LifeSource Donor Families Brittany Johnson Heather Johnson Julie Kemink on her retirement Bethanv Krom Bethany Krom and John Nick Christy Kolojeski Lamminen Leah Marie Tausha Martinson-Bright My friend Sandra Nerison Patience O'Connell Jim and Marilyn Opp Cindy Nelson Paredes Catie Clover Patrick Gould Dean Rogers' 14th transplant anniversary Tom and Kathy Schwab

Gina Hanson Spencer Tyler Stevens Ten Ta Team MN-DAK Jackie Tiegs Karleen Van Dyke Elie Vavrosky Tescia Veldhouse-Jackson Jenny Appel Vold Sally Waldor Gwen Minnick-Wright and LifeSource team members

Memorials

Whitney Jean Anderson Dorothy Bennett Alan Berens Adelia (Dee) Bergman Don Boxmeyer Bianca Nicole Sekenski Brown John Burke Joleen Mary Byrnes Paul Cimmerer Waunita Clare Paula Marie Clay Andrew James Cook David Michael Costello Jim Dovle Daniel Drewlo John Eidmann Constance J. Fix Scott Flor Jane Galbraith Kelsev Gerlach Joel Glass David Michael Gross Herbert Helgeson Steve Hoag Alex Holt In memory of Jim and Judy Boysen In memory of Mari Stelton Ochs In memory of my sister Mari Pat Ronald A. Jablinske Richard (Dick) Johnson Nick Jollv Robert Koehs Emily Rose Koopman Adam Mertesdorf Lori Miller Jim Mueller My donor John E. Nelson Chelsev Nielson Frank Olson Jackson Pahr **Richard Anton Prazak** Martin Allen Rediske Fred Rengstorf Wes Rolfing Kari Seeker **Bob Shutes** Kellen Sieben Taylor Tolle Tom Sangillo Jacob Christopher Waege Cindy Walsh Cristopher Ryan Wechsler Amv Park Williams

Up to \$500

The James R and Mary W Adair Trust **Christine Aerts** Michele & Tyler San Agustin Robin Ahlman AIG All Pro Powder Coating Inc. Charles Allen & Darlene Brenizer-Allen Linney Quinn-Allen Alpine Cabinetry, LLC Al's Ornamental Iron & Welding Inc. Amazon Smile Foundation American Cementing Ameriprise Financial Steven & Annette Anderson Kevin Anderson Eric & Julie Anderson Donna Anderson Danese Anderson John & Pam Anderson Mary & Greg Kopel-Anderson Anonymous (75) Jenny Appel Vold Maureen Arend & Colleen Seeger Fr. David Arnoldt Gerri Ashley Randy & Kathy Asman Spencer Austing Carla Baglien Katelyn Baker Carly Baker Becki Baker James & Pamela Barklind Jerry Barnum Ramona & Martin Barrett Nancy Bason David Beattie Maureen Bazinet Beck Eileen & John Becker, II Christa Becker Theresa Behrens Judi Belzer & Jerry Waldman Betty Bennett Kathryn & Ed Bennett Jim & Mary Berg Marlin & Sheree Bergman Abbey Berry & Tim Shutes Jordyn Berwald Kelsey Berwald Jennifer & Chris Beumer Susan Bloomquist Laura Bollia Sue & Dick Bonin Jeff & Diane Boos Rose Bortnick **Boston Scientific** Tim Bot Spencer Bowen Naomi Bowman Scott Bracke Dave Brandt Janis Brandvold Darwin & Nancy Brinkman Chris Bristow Steven & Lynette Bryant William Buckingham, Trust Christine Buetow Mary Jo Burgdorf

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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

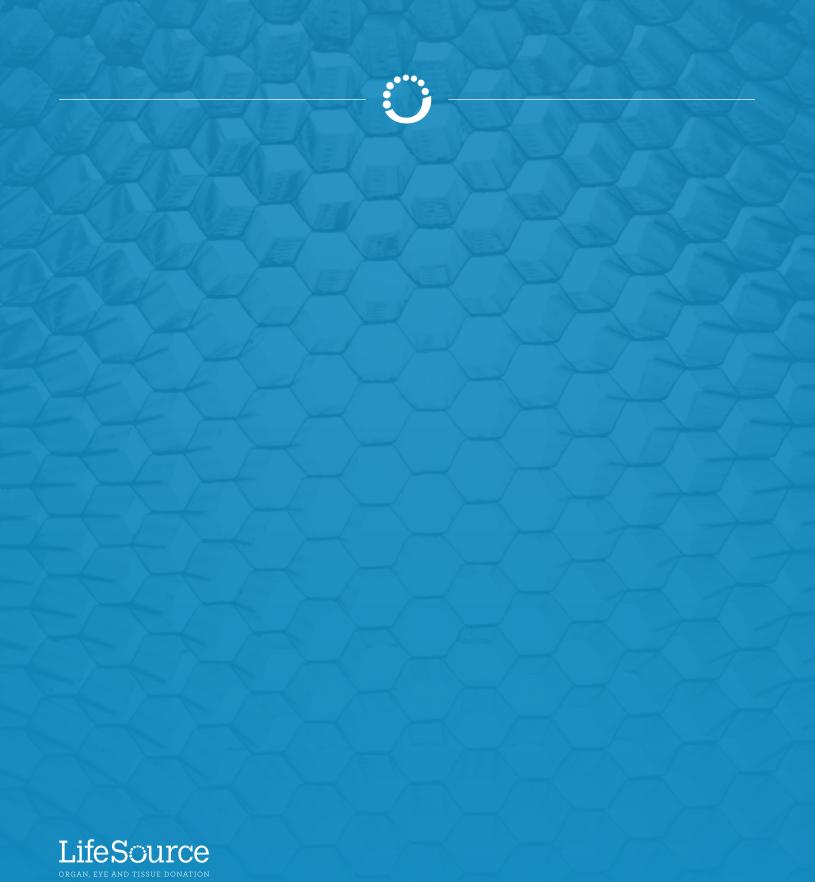
Gallery of Hope A place for donor families, transplant recipients and people awaiting transplants to share their story: LifeSourceGalleryofHope.org

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.

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