DEAR FRIENDS AND FELLOW SOUTH DAKOTA LIONS,

As the first half of my term as President of the Board of the South Dakota Lions Eye & Tissue Bank comes to a close, I have taken a few minutes to reflect on my experience serving on this board. I consider this experience as one of the greatest in my life so far. I have had the opportunity to meet and get to know some of the most dedicated and passionate people in this world. They are the staff of the South Dakota Lions Eye & Tissue Bank.

I have been blessed to spend a little time getting to know some of these incredible people while serving on this board. Listening to these amazing individuals share their stories and experiences about the gift that we all can share – the gift of eye, tissue, and organ donation! It has been so special to spend time getting to know these dedicated and passionate people who are on call 24 hours a day, 7 days a week, 365 days a year. They give so freely of their time at all hours of the day and night to make sure the gift of donation is handled carefully and respectfully on behalf of the donors and recipients of this incredible gift. I can assure you there are no more caring people in the world than the staff and board members.

It has also been so special to listen to the stories from the people and families who have donated or received donated corneas, tissue, or organs. These people have given the ultimate gift! Our donor banquets have been some of the most special and emotional experiences for me.

It has been and will continue to be a blessing for me to serve on this board and share the passion of the donor or family that made the decision to donate, the recipients, and staff! It is an amazing gift which we can all give and also receive! If you are not a donor, please consider it and give the ultimate gift…. The gift of sight, health, and life!

I want to thank the staff and Board of Directors of our South Dakota Lions Eye & Tissue Bank for this experience and I look forward to 2013 and all of the blessings to come! Thank you to all of the Lions of South Dakota also for your present and future support!

God bless all of you!!!

Kevin Martin, President
Board of Directors
South Dakota Lions Eye & Tissue Bank
Dear Friends and Partners:

As 2012 draws to a close, I look back with pride at the efforts of the dedicated staff of the South Dakota Lions Eye & Tissue Bank (SDLETB). I am overwhelmed with a sense of gratitude towards the donors and donor families who made so many miracles possible. During 2012, SDLETB provided the gift of sight to over 690 people worldwide! This includes 210 corneal transplants in South Dakota! This is a 27% increase over the 165 South Dakota corneal transplants provided in 2011. More than 5,600 people have received a bone, tendon, nerve, vein, or skin transplant through the SDLETB program this past year.

The first SDLETB Donor Memorial Quilt was completed in time to display at the SDLETB Fall Donor Memorial Luncheon held in Rapid City. The quilt is a beautiful and powerful statement of love and remembrance. SDLETB has nearly one third of the needed quilt squares to complete a second Donor Memorial Quilt. If you are a donor family, regardless of when the donation occurred, I hope you will contact SDLETB for information on creating a quilt square in memory of your loved one. The SDLETB donor family care program continues to grow with recognition events at football and basketball games. SDLETB is fiscally healthy and plans to begin construction of the Donor Memorial Walkway this summer.

The EMS training program offered by SDLETB is one of very few in the country. Over 150 emergency medical technicians, paramedics, nurses, and physicians have come to our Sioux Falls Facility to train and learn new emergency techniques. SDLETB absorbs the cost of this program. SDLETB held 32 training opportunities in Sioux Falls and another five in Rapid City, with ten different agencies receiving hands-on training in 2012.

We were challenged in 2012 to adjust to the continued increase in regulations regarding documentation of every aspect of clinical operation and training for quality control. Toward that goal, SDLETB added a second position focusing on Quality. Quality Systems will remain an integral part of SDLETB and part of our core functions.

The corneal transplant surgeons of South Dakota have been extraordinary in their support of us and in their vocal appreciation of the quality of tissue SDLETB has provided for their patients. One of these South Dakota patients who recently benefitted from a local donor’s gift of sight is a ten year old child.

The year 2013 brings challenges and opportunities. The challenges include growing non-hospital referral programs which ensure that all South Dakotans and close neighbors are given the option of donation, and that all donation wishes are honored. There are several hundred steps involved with each donation for transplant. These steps must be done flawlessly, then repeated again and again for each of our 530 plus donors. There are also many opportunities present. LifeSource, SDLETB, and the major South Dakota hospitals are partnering to:

• Educate and encourage the public to register as a donor
• Enact legislation so if a person registers as a donor when getting a driver’s license, this “opt in” for donation will remain for every renewal unless the person “opts out”
• Establish an electronic donor registry for South Dakota.

Each of these actions will play a significant role in meeting the needs of people whose sight, health, and life depends on the compassionate gift of others. To the thousands of people who have supported SDLETB and its mission, thank you from the bottom of my heart. Please help us to be stewards of these gifts for 2013 and beyond.

We Will Give You the Best of Who We Are

Jens Saakvitne
Executive Director

Giving the Best of Who We Are

DURING 2012, SDLETB PROVIDED THE GIFT OF SIGHT TO OVER 690 PEOPLE WORLDWIDE. MORE THAN 5,600 PEOPLE HAVE RECEIVED A BONE, TENDON, NERVE, VEIN OR SKIN TRANSPLANT THROUGH THE SDLETB PROGRAM THIS PAST YEAR.
Company Growth

THE SOUTH DAKOTA LIONS EYE AND TISSUE BANK CONTINUES TO GROW AS WE SET NEW RECORDS FOR CORNEAL TRANSPLANTS AND DONORS

2012 ACCOMPLISHMENTS:
• Provided corneal transplants to 698 people worldwide
• Provided tissue transplants for over 5,600 people
• Over 200 corneal transplants performed in South Dakota using SDLETB corneas
• 48 of these SDLETB corneal transplants occurred in Rapid City!
• Provided 158 gratis corneas free of charge to people who could not afford them
• New Record of 538 donors
• 37 EMS training sessions in Sioux Falls and Rapid City
• Over 150 EMTs, paramedics, nurses and physicians participated in our EMS training
• Heroes of Sight: the Aberdeen Lions Club has provided emergency transport of 4 donated corneas to Sioux Falls in 2012!
• First SDLETB Donor Memorial Quilt completed and on display
• Four SDLETB Staff members are Certified by the Eye Bank Association of America, and three staff by the American Association of Tissue Banks
• New digital telephone system
• Grew our non-hospital referral program to include EMS, Coroners, Funeral Homes and Law Enforcement which allowed us to offer the option of donation to more families

2013 OBJECTIVES:
• Provide corneal transplants for over 750 people
• Grow to 600 donors per year
• Continue to expand our EMS training program
• Increase our Service Excellence
• Increase Designated Donation registration from 55% to 60% in South Dakota
• Strengthen partnerships with Our South Dakota, Minnesota and Nebraska hospitals
• Make SDLETB The Best Place To Work!
Our Mission: “Providing the Gifts of Sight & Health”

BOARD OF DIRECTORS

Lion Kevin Martin
PRESIDENT

Lion Don Hennies
VICE PRESIDENT

Lion Colin Keeler
SECRETARY

Lion Mike Nieman
TREASURER

Lion Dennis Van Asch
VOTING MEMBER AND 2ND VDG SSE – EX OFFICIO

Lion Dave Jackson
VOTING MEMBER

Lion Chris Dunham
VOTING MEMBER

Lion Karl Koball
VOTING MEMBER

Lion Robert Gusinsky
VOTING MEMEBER

Lion Julaine Arient-Rollman
VOTING MEMBER AND 2ND VDG SWE – EX OFFICIO

Lion Robert Drabek
PAST PRESIDENT LIONS FOUNDATION – EX OFFICIO
NON-VOTING MEMBER

TALENA HEIKES
Recovery Team Lead

CODY BELITZ
Recovery Team Lead

TANELA HEIKES
Recovery Team Lead

MARIANNE KOBBELT
Administrative Assistant

NATHANIAH KOBBELT
Director of Marketing

BRONIE BODE
Director of Development

JENNY PÖPPINGA
Donor Coordinator

PAUL PÖPPINGA
Donor Coordinator

ROBERT T. DRABEK
Director of Clinical and Quality Services

MICHAEL EIDE
Medical Director

KEVIN MARTIN
Medical Director

JOHN BERDAHL
Medical Director

THOMAS WHITE
Medical Director

STEPHEN KHACHIKIAN
Medical Director

KAREN HUDSON
Director of Donor Development

MARCUS DIMOND
Director of Clinical and Quality Services

CHRIS COOK
Director of Information Technology

SUZANNE HAMMER
Medical Records Specialist

DONNA TILL
Medical Records Specialist

ALAN BERDAHL
Tissue Distribution Specialist

MARIE BOWDEN
Clinical Manager Western SD

JOAN HAMMOND
Executive Assistant

PATI AUH
Donor Care Coordinator

ANDREA KOEMES
Executive Assistant

MAYA KOBBELT
Director of Nursing

MARIE BOWDEN
Director of Nursing

Beverly Lush
Director of Accounting

Marcy Dimond
Director of Clinical and Quality Services

Karen Hudson
Director of Donor Development

Nathan Kasselder
Director of Marketing

Susan Hammer
Quality Specialist

Donna Till
Medical Records Specialist

Alan BerdaHL
Tissue Distribution Specialist

Recovery Team

Megan Goeden
Recovery Team Lead

Cody Belitz
Recovery Team Lead

Talena Heikes
Recovery Team Lead

Part Time Recovery Technicians

SDLETB has assembled an accomplished team of more than 40 full and part time staff dedicated to carrying out our mission.
Feature Story

DESCEMET’S STRIPPING AUTOMATED ENDOTHELIAL KERATOPLASTY (DSEAK)

Corneal transplant techniques have remained largely unchanged since the 1950s. However, the introduction of DSEAK in this last decade has started to change the landscape of cornea transplants.

The precise nature of DSEAK makes the corneal transplant easier on the surgeon and on the recipient. DSEAK removes only the damaged innermost (endothelial) layer of the five layered cornea, and replaces it with an ultra-thin layer of tissue cut from the back of a donor cornea. This surgery requires a much smaller incision and only minimal discomfort for the recipient. “DSEAK cuts the healing time from one year to two or three months and is much less risky than traditional full thickness cornea transplants,” says Medical Director John Berdahl, MD.

DSEAK procedures are quickly becoming the standard for corneal transplants. Associate Medical Director Michael Eide, MD says, “While full thickness transplants are still needed in certain conditions, endothelial transplants have become my first choice in surgical options for patients in need of a transplant.” South Dakota Lions Eye & Tissue Bank’s (SDLETB) role is also expanding to reflect this change by processing the corneal donor tissue, shaving a 0.1mm thick layer of the endothelium from the back side of the cornea.

On July 14, 2009, Clinical Manager Ryan Dott performed SDLETB’s first DSEAK cut for Alison Tendler, MD at Sanford Clinic Vance Thompson Vision. SDLETB now performs approximately 250 DSEAK cuts per year. The number of requests is only increasing. Most of the requests continue to come from local surgeons, but more and more precut corneas are being exported to other national eye banks.

By having SDLETB perform the precut, it saves the surgeon and the patient time spent in the operating room. It also allows for a thorough evaluation after processing the cornea but before transplantation. This provides more consistency in the quality of grafts used. Associate Medical Director Steve Khachikian, MD says “SDLETB provides the patients of SD with corneal transplant tissue of the highest quality, which helps the entire surgery process go smoothly.”
A Brief History of The South Dakota Lions Eye and Tissue Bank

1963: Discussions began to start developing a South Dakota Eye Bank

1982: South Dakota Lions Eye Bank granted membership in Eye Bank Association of America and is run out of Dr. Thomas White’s clinic in Sioux Falls

1983: Jon Soderhom of Sioux Valley Hospital offered space in their facility for an eye bank

The Eye Bank opened as a two room office in Sioux Valley

1994: Opened a satellite office in the Health Science Building at Rapid City Regional Hospital

1997: Formed a division named Spirit of the North Tissue Services which offered full tissue recovery services

1997: The ForeSight Club started to be able to provide free corneas to people in South Dakota in need of transplant

1997: The Eye Bank signed with the American Red Cross to start recovering tissue

1999: Moved to a rented facility across from Sioux Valley Hospital

1999: Began its own tissue recovery program sending heart valves to Cryolife for use by Dr. James Reynolds

2001: Signed a contract to recover tissue and started tissue recovery program

2001: Opened another satellite office in Aberdeen located at the Aberdeen Ambulance office

2006-2009: Received a second grant from HRSA to continue education and promotion of donation on six tribal colleges within the Midwest


2010: The Eye Bank and Spirit of the North Tissue Services moved to the Avera Tradition of Caring in KELOLAND

2011: The Eye Bank fully incorporated Spirit of the North Tissue Services and changed the name to the South Dakota Lions Eye & Tissue Bank

2011: Today, the South Dakota Lions Eye & Tissue Bank continues to recover and distribute tissue throughout South Dakota, the nation, and the world

2013: This grant allows SDLETB to help increase awareness about the importance of eye, tissue, and organ donation along with promoting our mission of enabling the gifts of sight and health.

Not only does donation help recipients regain the gifts of sight and health, donation can save thousands of more lives through research.

SDLETB screens and recovers research tissue in partnership with National Disease Research Interchange. NDRI then places the tissue with its research partners to further many projects including focused research on rare disease processes.

SDLETB provides donor descending thoracic aortas to Humacyte. Humacyte is developing methods of re-growing large diameter blood vessels for autologous transplant.

SDLETB provides Dr. Alexei Savenov at Sanford Research donor pancreas and blood samples to aid his Type 1 Diabetes research.

SDLETB has provided Avera and Alumend with donated femoral arteries. Avera and Alumend are developing technology to keep blood vessels open without the use of mechanical stents.

SDLETB provides the Harvard Brain Tissue Research Center, Mayo Clinic, and Autism Speaks with donated brain tissue so that they can further research Autism and other neurological conditions.

Research is a valuable part of SDLETB’s continued mission to give the gifts of sight and health and giving donor families additional opportunities to honor their loved one’s wishes and help save lives.

FIRST MEMORIAL QUILT SEWN WITH LOVE

The Donor Family Memorial Quilt program was started by the South Dakota Lions Eye & Tissue Bank (SDLETB) in 2011. This project set out to help donor families through their grieving process by sharing their loved ones’ stories. It also serves as a memorial to all of donors whose selfless legacies brought the gifts of sight and health to another.

In 2012, the first Memorial Quilt was completed by Cynde Stoakes who lives in Hartford, SD. Cynde is a member of the Sioux Falls Quilters Guild who donated her time selecting the fabric, designing, and sewing the first quilt. Her interest was first piqued when she had learned SDLETB was seeking a volunteer for the project; she had family members that were donors and one that had served on the Lions Foundation Board in the past. Thank you, Cynde, for sharing your skills and talents.

Thank you, as well, to all the donor families who have shared their quilt squares with us. We continue to encourage donor families to design and make a quilt square that memorializes their loved ones for future quits. Quilt squares may be fashioned from a picture with no quilting experience needed. Please call us to find out more: 800-245-7846.

The first quilt can be found hanging on a specially made display rack at SDLETB. It will also be taken on trips around the state to display at events in tribute of donors and their families and to promote awareness of the importance of donation.

AVERA TRADITION OF CARING IN KELOLAND PUBLIC SERVICE GRANT

The Avera Tradition of Caring in KELOLAND has given the South Dakota Lions Eye & Tissue Bank (SDLETB) a public service grant of $10,000 to run public service announcements in the KELOLAND viewing area during 2013. This grant allows SDLETB to help increase awareness about the importance of eye, tissue, and organ donation along with promoting our mission of enabling the gifts of sight and health.

Not only does donation help recipients regain the gifts of sight and health, donation can save thousands of more lives through research.

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Research is a valuable part of SDLETB’s continued mission to give the gifts of sight and health and giving donor families additional opportunities to honor their loved one’s wishes and help save lives.

www.sdletb.org
To My Donor Family:

I am so very grateful for my new gift of greater sight. My name is Jane. I have a wonderful husband, three children who have blessed us with seven wonderful grandchildren. I love to read, cook, bake, enjoy many friendships, play cards, and watch movies. I love being a wife, mother, and grandmother. I want you to know I have admired your strength in letting your donor help me. That takes great courage. I am so very grateful and feel so sad for your loss of someone that you loved.

Thank You,
Jane

My Dear Donor Family,

I am writing this morning to express my heartfelt gratitude to you. You see, I am the very blessed person who received your precious gift of sight. Though I have been blessed by a wonderful doctor and amazed by the wonder of medical science – without wonderful families such as you nothing would have been possible.

Your priceless gift of sight has restored fullness to my life in many ways. Each morning I wake to see the world more clearly. To see the radiant smiles of my sweet family is a blessing beyond compare.

So very endearing to me is that your family chose to give this gift amid your own tears of loss and sorrow. You are amazing! I can only hope to live my life worthy of your gift of love.

As Thanksgiving approaches we all become more mindful of our blessings. This is especially true for me this year.

May you always know – I will forever cherish my gift of sight and will forever remember your loving family.

In Loving Gratitude,
Gayle

“IT happened slowly. As the years passed and my daughters got older, I began losing “sight” of them. I could no longer see the unique characteristics of their faces – their bright eyes and smiles – or catch softballs they tossed to me in the backyard. I was afraid I would never “see” them grow up. As a paramedic, I was also losing the ability to see details and it was affecting my work. I had to see a doctor. I was diagnosed with Keratoconus – a disease of the cornea. The only means of regaining my sight was to have a corneal transplant in each eye. There are no words to express the amount of gratitude I feel to the donors and their families for the most meaningful gift I could ever receive – the gift of renewed sight. To this day, when I think that someone I didn’t even know gave me this gift, my clear eyes fill with tears of gratitude. While my heart breaks for the loss families experience, I hope they find comfort in knowing their loved one not only gave me the gift of sight, they gave me my life back.”

Travis Spier is the Director of the Simulation Center and the Center for Pre-Hospital Care at Sanford Health.
Dear Donor Family,

I thank you from the bottom of my heart for your generosity in donating tissue to me from your loved one. Because of your compassion, I am now able to enjoy a significantly better quality of life.

Last year I began to notice a tingling in my finger tips. After a few weeks, the tingling progressed into numbness of my fingers and palms. Then the extremity issues moved on to my feet. My footing became unstable, and I began to stumble as I walked.

A series of x-rays and MRI tests determined that the source of my problems was actually my neck. A cervical disk had compressed, and was choking off my spinal chord at the point where the nerves branched off to my limbs. My neurosurgeon told me that if left un-treated, the condition could progress to paraplegia. My ability to use my hands and to walk would be extremely impaired.

The surgical treatment involved removing my compressed cervical disk, replacing it with a small disk of bone material from your donation, and installing a small metal plate to hold everything in place.

Over time, my neck vertebra and your donated bone will fuse together and will prevent further spinal chord compression. My nerve damage was expected to gradually recover over time.

The size of your donation to me was small – only about the size of a “Tums” tablet. However, the impact of your donation on the quality of life was sizable. The numbness in my hands is now about 95 percent eliminated, and my walking is 100 percent normal.

I want you to know that I am eternally grateful to you and your loved one for your compassionate donation.

Thank you so much!

Steve
## Financial Highlights

### STATEMENT OF FINANCIAL POSITION

<table>
<thead>
<tr>
<th>ASSETS</th>
<th>6/30/2012</th>
<th>6/30/2011</th>
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</thead>
<tbody>
<tr>
<td><strong>Current Assets</strong></td>
<td></td>
<td></td>
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<tr>
<td>Cash</td>
<td>170,166</td>
<td>59,808</td>
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<tr>
<td>Investments</td>
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<td>97,452</td>
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<tr>
<td>Accounts receivable-operations</td>
<td>651,549</td>
<td>511,473</td>
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<tr>
<td>Capital Campaign Pledges (net)</td>
<td>39,068</td>
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<tr>
<td>Other receivables</td>
<td>5,360</td>
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<tr>
<td>Prepaid expenses</td>
<td>9,874</td>
<td>20,127</td>
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<tr>
<td><strong>Total Current Assets</strong></td>
<td>971,410</td>
<td>796,077</td>
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<tr>
<td><strong>Fixed Assets (net)</strong></td>
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<td>3,739,678</td>
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<tr>
<td><strong>Other Assets</strong></td>
<td></td>
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<tr>
<td>Endowment Investments</td>
<td>36,483</td>
<td>36,483</td>
</tr>
<tr>
<td><strong>Total Assets</strong></td>
<td>4,725,115</td>
<td>4,572,238</td>
</tr>
</tbody>
</table>

| LIABILITIES | | |
| **Current Liabilities** | | |
| Accounts payable | 43,059 | 138,819 |
| Salaries and payroll tax payable | 22,272 | 25,056 |
| Other payables | 16,221 | 0 |
| Current portion of long-term liabilities | 172,192 | 188,319 |
| **Total Current Liabilities** | 253,744 | 352,194 |
| **Long term liabilities** | 2,277,884 | 2,419,855 |
| **Total Liabilities** | 2,531,628 | 2,772,049 |

| NET ASSETS | | |
| **Operating** | 2,095,845 | 1,763,706 |
| Temporarily restricted | 61,159 | 0 |
| Permanently Restricted | 36,483 | 36,483 |
| **Total Net Assets** | 2,193,487 | 1,800,189 |

### STATEMENT OF ACTIVITIES

<table>
<thead>
<tr>
<th>SUPPORT AND REVENUE</th>
<th>6/30/12</th>
</tr>
</thead>
<tbody>
<tr>
<td>Capital Campaign</td>
<td>2,105</td>
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<tr>
<td>Contributions / Fundraising</td>
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<td>Non-cash in-kind donations</td>
<td>528,112</td>
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<td>Grant Revenue</td>
<td>14,024</td>
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<tr>
<td>Operations</td>
<td>2,627,487</td>
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<tr>
<td>Other Revenue</td>
<td>-2,714</td>
</tr>
<tr>
<td><strong>Total Support and Revenue</strong></td>
<td>3,315,421</td>
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</tbody>
</table>

| EXPENSES | | |
| Laboratory Program Expenses | 2,380,938 |
| Administrative Expenses | 541,185 |
| **Total Expenses** | 2,922,123 |

| Increase Net Assets | 393,298 |

### FINANCIAL ACCOMPLISHMENTS

- SDLETB’s total cash improved by $100,000 over last year
- Accounts Receivable increased by $140,000 while having a decrease in over 90 day receivables
- Capital Campaign pledges of $1.1 million only have $44,000 remaining (time to make another pledge!)
- Accounts Payable decreased by $95,000
- SDLETB purchased $132,000 of much needed equipment and vehicles
- Long term liabilities (primarily mortgage) was paid down by $158,000
INDEPENDENT AUDITORS' REPORT

To the Board of Directors
South Dakota Lions Eye and Tissue Bank, Inc.
Sioux Falls, South Dakota

We have audited the accompanying statements of financial position of South Dakota Lions Eye and Tissue Bank, Inc. (a nonprofit organization) as of June 30, 2012 and 2011, and the related statement of activities and cash flows for the years then ended. These financial statements are the responsibility of the Organization’s management. Our responsibility is to express an opinion on these financial statements based on our audit.

We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of South Dakota Lions Eye and Tissue Bank, Inc., as of June 30, 2012 and 2011, and the changes in its net assets and its cash flows for the years then ended in conformity with accounting principles generally accepted in the United States of America.

Sioux Falls, South Dakota
October 8, 2012

Members of the American Institute of Certified Public Accountants
2012 Donor Agency Report

Each of the organizations listed below, and their respective staff members, played a critical role in helping the gifts of donation occur.

<table>
<thead>
<tr>
<th>HOSPITAL</th>
<th>EYE</th>
<th>TISSUE</th>
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<tr>
<td>Antelope Memorial Hospital</td>
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<td>Avera Creighton Hospital</td>
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<td>Avera Dellks Area Hospital</td>
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<td>Avera Heart Hospital</td>
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<td>Avera McKennan Hospital &amp; University Health Center</td>
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<td>Avera Queen of Peace Hospital</td>
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<td>Brookings Health System</td>
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<td>Chadron Community Hospital and Health Center</td>
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<td>Madison Community Hospital</td>
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