It is truly an honor to continue to serve as the CEO of Dakota Lions Sight & Health. This has been a year focused on building capacity to preserve and strengthen our ability to fulfill our mission of Helping to Enable the Restoration of the Gifts of Sight & Health. We could not have done this without the dedication of our partners and a clear vision from our Board of Directors.

In a time of unprecedented change in industry, with the emergence of for-profit eye banks, competition and patents that restrict innovation and collaboration, DLSH has taken steps to strengthen our organization and continue to partner and collaborate with like-minded organizations.

In 2018, we were proud to offer advanced processing training to several other eye banks. Our staff has been elected and appointed to leadership roles within the Eye Bank Association of America. We continue to expand our tissue placement opportunities with new physicians and new partnerships. As a strategic initiative, we enlisted a marketing group to assist us with increasing our education and public outreach – all with the goal of amplifying the ability of our organization to meet our Mission and impact the lives of donor families and tissue recipients.

Most importantly, we met our Mission by restoring sight to 919 people and restored health and mobility to nearly 50,000 through the gifts of eye and tissue donation. We could not be more grateful to the 686 donors and their families that made this possible. Thank you!

Marcy Dimond, CEBT, CTBS
Chief Executive Officer
By The Numbers
A VISUAL LOOK AT OUR GROWTH AND THE IMPACT OF EYE & TISSUE DONATION

A Local Focus
With A Global Impact

Corneas and Non-Ocular Tissues
Recovered by DLSH were
Transplanted in over 30 Countries

Most ocular tissue is transplanted
locally or nationally.

The Power of One
One eye and tissue donor has the potential to help over 400 people

DLSH Service Area
> 1.6 Million People
> 150,000 square miles

Total Number of Eye & Tissue Donors
FYE 2013 to FYE 2018

Total Number of Transplants
FYE 2013 to FYE 2018
## Financial Highlights

### STATEMENT OF FINANCIAL POSITION

<table>
<thead>
<tr>
<th></th>
<th>6/30/2018</th>
<th>6/30/2017</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>ASSETS</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Current Assets</td>
<td></td>
<td></td>
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<tr>
<td>Cash</td>
<td>400,796</td>
<td>629,404</td>
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<tr>
<td>Investments</td>
<td>779,011</td>
<td>388,888</td>
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<td>Accounts receivable-operations</td>
<td>670,023</td>
<td>817,450</td>
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<tr>
<td>Capital Campaign Pledges (net)</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Other receivables</td>
<td>-</td>
<td>-</td>
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<tr>
<td>Prepaid expenses</td>
<td>37,714</td>
<td>36,285</td>
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<tr>
<td><strong>Total Current Assets</strong></td>
<td>1,887,544</td>
<td>1,872,027</td>
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<tr>
<td>Fixed Assets (net)</td>
<td>3,212,132</td>
<td>3,361,220</td>
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<tr>
<td>Other Assets</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Endowment Investments</td>
<td>51,033</td>
<td>33,333</td>
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<tr>
<td><strong>Total Assets</strong></td>
<td>5,130,709</td>
<td>5,266,580</td>
</tr>
</tbody>
</table>

| **LIABILITIES**          |              |              |
| Current Liabilities      |              |              |
| Accounts payable         | 54,252       | 35,431       |
| Salaries and payroll tax payable | 56,907       | 24,025       |
| Other payables           | 19,504       | 47,247       |
| Current portion of long-term liabilities | 127,163      | 111,000      |
| **Total Current Liabilities** | 257,806      | 217,703      |
| Long term liabilities    | 1,188,594    | 1,631,171    |
| **Total Liabilities**    | 1,446,400    | 1,848,874    |

| **NET ASSETS**           |              |              |
| Unrestricted (Operating) | 3,602,776    | 3,333,873    |
| Temporarily restricted   | 50,500       | 50,500       |
| Permanently Restricted   | 31,033       | 33,333       |
| **Total Net Assets**     | 3,684,309    | 3,417,706    |

| **TOTAL LIABILITIES AND NET ASSETS** | 5,130,709 | 5,266,580 |

### STATEMENT OF ACTIVITIES

<table>
<thead>
<tr>
<th></th>
<th>6/30/2018</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>SUPPORT AND REVENUE</strong></td>
<td></td>
</tr>
<tr>
<td>Capital Campaign</td>
<td>-</td>
</tr>
<tr>
<td>Contributions / Fundraising</td>
<td>108,195</td>
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<tr>
<td>Operations</td>
<td>3,679,700</td>
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<tr>
<td>Other Revenue</td>
<td>-</td>
</tr>
<tr>
<td><strong>Total Support and Revenue</strong></td>
<td>3,787,895</td>
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</tbody>
</table>

| **EXPENSES**             |           |
| Laboratory Program Expenses | 2,978,275 |
| Administrative Expenses   | 541,976   |
| Other Expenses            | 1,041     |
| **Total Expenses**        | 3,521,292 |

| Increase to Net Assets    | 266,603   |

### FINANCIAL ACCOMPLISHMENTS

- Reached Phase I of cash management goals
- Started Phase II of cash management goals (paying down long-term debt)
- Administration expenses continue to be at an excellent rate (16% of total expenses)
- Continued investment in quality and maintaining accreditations with AATB & EBAA
- Continued investment in benefits and wages for our staff
- Continued investment in equipment and vehicles to ensure quality and safety
Recipient Story

20/20 at 20: Renner Man Reflects on the Gift of Sight Two Decades After Corneal Transplant
By Alex Strauss

Mike Nieman figures he was just 14 or 15 years old when he first began to notice that his eyesight was not what it should be.

“My vision would become cloudy, like a windshield covered with snow and ice,” recalls the Huron native who now lives in Renner. “It was always worse in the morning, but it seemed to get better throughout the day. Then when I went to sleep, it would start all over again.”

His optometrist prescribed glasses and eye drops, neither of which helped. Meanwhile, Mike just “tried to make it work” as his eyesight gradually deteriorated. He got through school by sitting in the front row and struggled to play high school sports. Things worsened throughout college. By the time Mike was 29, even doing work at the computer was proving very difficult.

Things came to a head at a golf tournament in Mitchell in 1998. “It was early in the morning and my vision was very cloudy,” Mike says. “At one point early in the day, I almost stepped on my ball right at my feet. I picked it up and said ‘I can’t play today’! I hadn’t told anyone what was going on.”

Fortunately, the course’s golf pro recognized a serious vision problem and suggested that Mike see an ophthalmologist in Sioux Falls. It took just minutes to learn that he had a serious case of Fuch’s dystrophy, a hereditary condition that causes the cornea to become waterlogged.

Within days, Mike underwent penetrating keratoplasty (PK) on the first eye, a full-thickness corneal transplant procedure that was the gold standard for the treatment of corneal diseases at the time.

“I could tell right away that my vision was brighter and clearer, even though it was still blurry,” he says. Fourteen month later, in 1999, Mike had PK on his second eye and was able to see the freckles on his young son’s nose for the first time. In 2005, he underwent laser surgery on his transplanted tissue which gave him 20/20 vision without glasses or contacts.

“Nieman’s transplant is special because he is among the 71 percent of PK transplants with 20/20 vision after 15 years,” says Marcy Dimond, CEO of Dakota Lions Sight and Health, which procures and prepares tissue for transplants like Mike’s “Beyond the 15-year data point, statistics are not readily available.”

Today, 95 percent of corneal transplants taking place in Minnesota and the Dakotas are endothelial keratoplasty (EK), where only a layer of endothelial cells are transplanted. For these transplants, DLSH staff now perform advanced processing of the corneal tissue, saving the surgeon time and eliminating the risk of tissue damage from additional manipulation.

“The future is bright for Nieman,” says Dimond. “Even if his grafts begin to fail, he would not require a full thickness transplant. Today’s technologies would allow for a ‘tune-up,’ of sorts. The affected endothelial cells could be removed and a new set of donor endothelial cells could be transplanted through a 2 mm incision.”

“I did not fully appreciate at the time what it really meant to receive donor tissue,” admits Nieman, who serves on the DLSH board of directors. “It is truly a miracle that this procedure was available, that there are people here capable doing it, and that there are families with the generosity and foresight to be organ and tissue donors.”

“Without that, I would have had a very limited life. Now, I can do all the things that everyone takes for granted - watch my daughters dance, work on the computer, read, attend kids events and all of that. I respect and honor my eyes because they are literally a gift.”

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Mike Nieman (Left), pictured with his family
Mike is a member of the DLSH Board of Directors
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Henry Prasnicki by June Van Asch
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Larry Randall by Roger and Karen Braaten
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Julie Ryant by Richard and Margaret Noli
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Our Mission
To Help Enable the Restoration of the Ifts of Sight and Health

Our Vision
To be a recognized, trusted, and compassionate organization, ensuring sufficient, safe, and quality tissue for transplant and research.

Our Core Values
Commitment
Quality
Stewardship
Innovation
Communication

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