Financial Summary

Dakota Lions Sight & Health
Eye and Tissue Bank

For the Year Ending December 31, 2020

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Contributions/Fundraising</td>
<td>$471,131</td>
<td>12%</td>
</tr>
<tr>
<td>Operations</td>
<td>$3,496,613</td>
<td>87%</td>
</tr>
<tr>
<td>Other Revenue</td>
<td>$41,448</td>
<td>1%</td>
</tr>
<tr>
<td>Total Support and Revenue</td>
<td>$4,009,192</td>
<td></td>
</tr>
</tbody>
</table>

Expenses

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Lab/Program Expenses</td>
<td>$3,038,483</td>
<td>83%</td>
</tr>
<tr>
<td>Administrative Expenses</td>
<td>$552,153</td>
<td>15%</td>
</tr>
<tr>
<td>Other Expenses</td>
<td>$51,146</td>
<td>2%</td>
</tr>
<tr>
<td>Total Expenses</td>
<td>$3,641,782</td>
<td></td>
</tr>
</tbody>
</table>

Increase to Net Assets:

$367,410

In the words of Helen Keller, “Life is either a daring adventure or nothing at all.” I think we can all agree that despite the highs and lows we’ve seen this year, 2020 has indeed been an adventure. Therefore, I am very pleased to share DLSH’s journey through this very challenging year with you, our partners in donation. Despite COVID-19 and six weeks of no elective surgeries, together we reached an amazing milestone of providing the gift of sight to 1082 individuals. Additionally, we saw an increase in both eye and tissue donations throughout our region. This would not have been possible without you: our partners, surgeons, dedicated staff and board of directors. Thank you all for your commitment to our mission of restoring sight and health.

Chief Executive Officer
Marcy Dimond, CEBT, CTBS

Letter from the CEO

In 2020, we have continued to navigate an ever-changing landscape by implementing virtual learning options, innovating additional patient-ready cornea transplant options, increasing recipient safety and expanding donation options.

In 2021 DLSH will reach another milestone by providing the gifts of sight and health for 30 years. I hope you will join us as we celebrate this milestone by registering to become a donor and sharing your decision with your family.

March

Cancellations of surgeries began to increase dramatically – both domestically and internationally. This trend continued and eye banks across the country began reporting 80% to 100% surgery cancellation rates. Eye banks in larger population centers began closing their offices.

By the middle of March, Dakota Lions Sight & Health discontinued recovering corneas for safety concerns and the lack of demand by surgeons. We continued recovering non-corneal tissue throughout this period to ensure availability for emergencies and other necessary uses.

At this time, we also took the precaution of closing our offices to the public and allowing our staff to work remotely when possible.

April

During April our staff began recovering cornea tissue again for emergency needs with newly implemented safety controls. We also developed live and pre-recorded informational materials to continue our educational role for healthcare providers and to encourage donation. Unfortunately, we had to cancel our in-person donor tribute events as a safety precaution. We continued to remain in contact to donor families through remote methods.

May

Dakota Lions Sight & Health returned to recovering donated ocular tissue and by the second week, we were providing corneas to U.S. surgeons at 40% pre-pandemic rates.

Dakota Lions Sight & Health continued to adhere to additional donor screening criteria, such as excluding patients with COVID-19 symptoms, people who had traveled to high COVID-19 areas, and FDA and Centers for Disease Control and Prevention guidelines. Additionally, sufficient information regarding the virus was available to start developing a return-to-work plan.

June

On June 1st our entire staff returned to all Dakota Lions Sight & Health offices. We continue to adhere to all CDC guidelines to ensure a safe working environment. Cornea donations and recovery continued to increase, as did local surgical transplants and national requests for tissue.

Because the majority of ophthalmologists within our region perform operations at surgery centers instead of hospitals, our cornea transplant rates have recovered much faster than many areas of the country.

July

In July we returned to 100% of pre-pandemic rate for corneas provided for transplantation. At this time, we anticipate no further interruption of the important services we provide.

We, along with our partners in donation, continue to monitor the global COVID-19 situation. We are prepared to act according to the needs of the healthcare community.

February

The first indication of the severity of the spreading global pandemic was seen during February. A significant drop in the number of international eye transplant procedures was noted. This reduction in transplantations quickly grew due to new logistic challenges and border closings.

At this time, we began educating and preparing our staff to ensure the safety of donor tissue, the safety of our healthcare partners, and the safety of our employees was maintained.

January

While the impact of COVID-19 was not yet known at this time, we proactively began planning for a variety of scenarios. There was increased communications from the Eye Bank Association of America and the American Association of Tissue Banks to ensure that seamless information sharing and best practices were implemented throughout the crisis. We also began screening potential donors for COVID-19 at this time.

Emerging Stronger from a difficult time

While the ongoing global pandemic has tested everyone, Dakota Lions Sight & Health has built on these challenges to strengthen our ability to ensure that healthcare professionals continue to have the materials and support they need to restore the gifts of sight and health.

Throughout this year, we were able to remain good stewards of our financial resources and were able to secure resources (such as the Paycheck Protection Program) to ensure our staff were paid throughout the shutdown period. Additionally, we did not default on any of our financial obligations despite a significant drop in revenue.

Regardless of the challenges, we continue to be a leader in the eye banking community. In this fiscal year, we developed new techniques for processing and packaging ocular tissue, achieved ten years of continuous growth, and transplanted over 1,000 corneas for the first time ever. We are excited for the future and look forward to continuing to meet our Mission each and every day.
General Contributions
The Aberdeen Lions Club
The Aberdeen Lions Club
Alamo Tissue Service
The Alcoester Lions Club
The Alexander Lions Club
Donald and Annabette Ann
The Arnegard Lions Club
Robert Audette
Automatic Building Controls
The Beach Lions Club
The Beresford Lions Club
Alan Bergeron
Wanda Bergh
The Bismarck Capital City Lions Club
The Bismarck Lion Club
The Bismarck North Star Lions Club
The Bismarck Prairie Rose Lions Club
Lucille Black
Virginia Blom
Richard Blundell
The Bowman Lions Club
Randy Bowmen
Don Bradley
Gary Brendtro
The Britton Lions Club
The Brookings Lions Club
Allen and Gloria Brown
Paul and Julie Bruffat
Mark Buehner
The Canistota Lions Club
Elva Carlson
The Carrington Lions Club
The Chaffee Lions Club
Donna Clercx
Edward Corvi
The Custer Lions Club
Bill Davis
The Dell Rapids Lions Club
Marge Dimmick
Darwin Dirks
Laurie Dreier
Tom and Connie Earley
Keith and Susan Estrem
The Elgin Lions Club
The Emerado-Arvilla Lions Club
Alce Clancy
The Eureka Lions Club
Delores Falla
The Fargo Lions Club
Rosemarie Fennern
Calvin Fercho
Marlin and Lynnette Flint
Delbert and Janell Forte
The Freeman Lions Club
Janiece Frondrichen
Myron and Bonnie Fuerst
Don and Arielle Gage
Dora Garlic
Ina Gatts
Orieen Gilchrist

2020 Contributors
Donor Opportunities
The Glenburn Lions Club
Mary Lou Gostehing
Gordon Goens
The Grand Forks Lions Club
The Grand Forks Red River Lions Club
The Grand Forks South Forks Lions Club
The Gregory Lions Club
Nancy Green
Frank and Diane Gruber
Walter Gubberman
Robert Guetter
Robert Hansen
Robert Hanson
Gary and Carol Hanson
The Harrisburg Lions Club
Clayton and Peg Hedman
Dave and Mary Hepper
Karen Hesse
The Hill City Lions Club
Vida Hiddelson
Gary Hittle
Norma Holm
The Horace Lions Club
Jerry Houlton
Donna Houtsmma
Michael Huffman
The Huron Eye Opener Lions Club
The Huron Lions Club
The Ipswich Lions Club
Bill Iverson
Jim and Cheryl Iverson
The Jamestown Lions Club
Robert Jung
Colin Keeler
Marylin Kessler
Corrine Klambude
Bob Kline
Joyce Knudson
Darlene Kolda
Henry Kosters
Delores Krizan
Dave and Mavis Kruger
The Lake Metigoshe Lions Club
The Lehi Lions Club
The Lennox Lions Club
Dorothy Liedberg
LifeCell
The Linton Lions Club
John Little
Frank and Carol Luepke
The Madison Lions Club
Mahlon's Inc.
The Mandan Dacota Lions Club
The Mandan Lions Club
The Mandan West River Lions Club
Marian Mannie
Ron Mannz
Joan Mariette
LaVaue Marquardt
Gary Marty
Vance and Shirley Masteller
Andrew Meier
Mary Menendez
The Minot Lions Club
The Minot Magic City Lions Club
The Mohrbridge Lions Club
Steven Mowinkle
Sharon Mork
Sidney Nelson
The New England Lions Club
The New Rockford Lions Club
The Newell Lions Club
Kathy Nielsen
The Noonan Lions Club
NorthDakota's Automotive, Inc.
NorthWestern Energy
Mildred Nussbaum
Paul Olson
The Onida Wheatland Lions Club
Gloria Pack
Sharon Pearson
George Pederson
Jane Petersen
Magdalene Peterson
The Piedmont Valley Lions Club
The Pierre/P. Pierre Lions Club
David Pinner
Pauline Poites
Nelva Poliema
Elizabeth Pohn
Roland and Rita Pohl
The Rapid City Downtown Lions Club
The Redfield Lions Club
Leslie and Patty Rice
Patricia Rogers
Pat Roz
Mary Rosyer
The Rugby Northern Lights Lions Club
Scheels
Scott and Gienda Schremper
Everine Schipper
Gary and Garyna Scott
The Scranton Lions Club
The Selby Lions Club
The Sioux Falls Sioux Empire Lions Club
The Sioux Falls Siouxstrue Lions Club
David Smith
The South Heart Lions Club
Doris Splichal
Eunice Sprung
The Stanley Lions Club
The Streeter Lions Club
The Taylor Lions Club
The Tea Lions Club
Dolores Thoms
Donald Tiegus
The Tulare Lions Club
Mary Tuttle
The Valley City Lions Club
Gladys Vondal
The Wahpeton Headwaters Lions Club
The Washburn Lions Club
Harry Wernisch
Tom Endres
Thomas and Nancy White
Tracy Wicklow
The Williston Korrner Lions Club
The Williston Lions Club
The Wishke Lions Club
Noma Wittersme
Sharon Wosinarowicz
The Yankton Lions Club
In Honor Contributions
Butterfield's 80th Birthday by Arlo and Doris Anderson; and by Greg Butler; and by Linda Butler
Beverly Lush's Birthday by Rita Dickenson
In Memory Contributions
All Donors by John Chormat
Paul Albers by Richard Braaten; and by Richard and Barbara Brewster; and by Julie Crawford; and by Brian and Carmen Erickson; James and Joyce McDaniell; and by Todd and Lynn Nyhus; and by Suelien Payne; and by Mike and Mary Runge; and by Dickie and Deb Sorenson; and by Colleen Stratford; and by Harold and Carrieen Timmerman; and by Ronald and Corryl Wegg
Duol Ogura by the Madison Lions Club
John Anderson by the Madison Lions Club
Alvin Berry by Dave and Mavis Kruger
Daniel Besonen by Ethan Besonen
Barbara Binnie by Marlynne Binnie
Lonny Boese by Renee and Todd Augstad
Debra Bowman by Jeff and Harla Jessopp
Leah Buhrs by Susan Mitzner
Eldred Butte by June Van Asch
Ernie Carlsson by Thomas and Paula Carlson; and by Leanne Nelson; and by Thomas and Tami Schwabach; and by Ted Thoms; and by Bob and Phyllis Wendt
Raymond Crisp by Roger and Karen Braaten
Roman Flora by Roger and Karen Braaten
Verne Foss by June Van Asch
Pat Gaikowski by Keith and Saun Estrem
Dave Gibson by Joyce Gibson
Gurt Gehring by Ed and Sybil Perrell
Gordon Goens by Janice Bren
Emily Gustaf by Roger and Karen Braaten
Patrick Gustaf by Roger and Karen Braaten
Dr. Ervin Osterman by Roger and Karen Braaten
Gates Page by Barbara Huck
Diane Price by David Price
Nile and Betty Purvis by Dennis Purvis
Pauline Roter by Vicky Logue
Vernon Sand by Marjorie Sand
Wes Shaffer by Jay and Elaine Hendrickson
Lawrence Small by Mary Ingram
Pamela Schnoint by Roger and Karen Braaten
Linda Vollmer by the Eureka Lions Club
Pamela Sych by Gary and Betty Gitz; and by Dean Hammars; and by Marlene Hartell; and by Greg Magnuson; and by Michael and Karen Pekas; and by Trish Swanson; and by Owen White; and by Ann Wilson
Lilian Willers by Roger and Karen Braaten

South Dakota
Community Foundation
Vernon and JoDean Joy

Henry Baker Memorial Fellowship
Lori Larry Eedeen
Lori Hahn
Bill Ross
Lori Ant Zambrano

To help enable the restoration of the gifts of sight and health.
By the Numbers

Thanks to the support of so many we were able to see the incredibly positive impact the gift of sight & health has throughout all our communities.

**162**
Number of Hospital & Clinical Partners

**66,000**
U.S. cornea donors each year

**95-99%**
Success rate of cornea transplants:

**884**
TOTAL Donors

**1082**
CORNEA TRANSPLANTS

**12.7**
million people

worldwide

COULD BENEFIT FROM
a cornea transplant

**1 eye and tissue donor has the potential to help over 400 people**

**Total fundraising:**
$471,131
FY2020

We are headquartered in Sioux Falls with offices in Rapid City, Bismarck and Fargo.

Dakota Lions Sight & Health
Eye and Tissue Donation

FOUNDED IN
•1991•

is the only human eye and tissue donation organization based in the Dakotas.

FUNDRAISING

• OVER 700+
community outreach meetings in 2019-2020