



# ANNUAL REPORT FYE 2018



Dakota Lions Sight & Health  
Eye and Tissue Donation

# Message from the CEO



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OCULAR TISSUE

# 686

TOTAL DONORS

686 Eye/Cornea Donors

150 Tissue Donors

40 Research/EMS Donors

# 909

CORNEAL TRANSPLANTS

268 Local Transplants

519 National Transplants

340 International Transplants

49 Gratis Transplants

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, CEPT, CTBS**  
Chief Executive Officer

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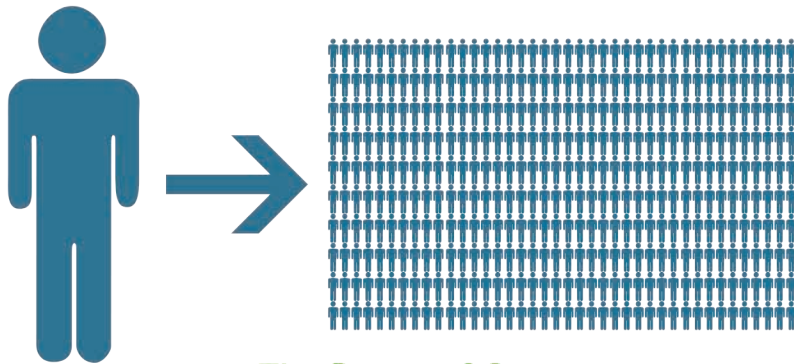
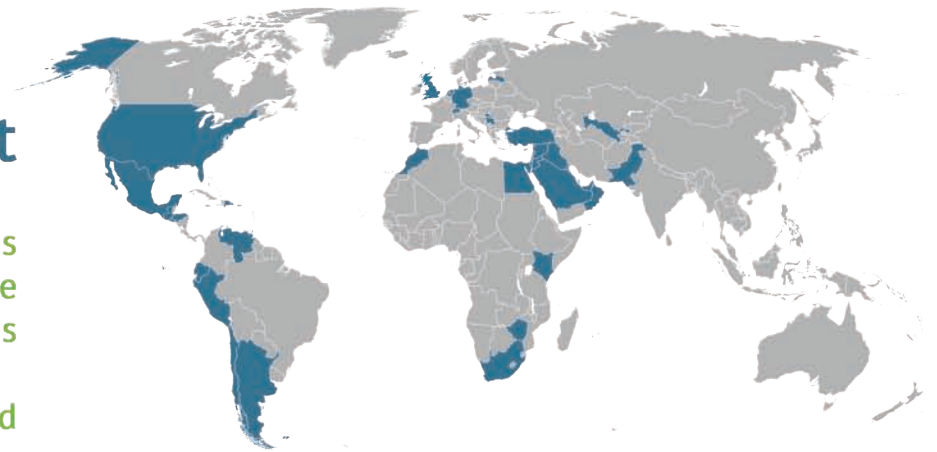
# By The Numbers

A VISUAL LOOK AT OUR GROWTH AND THE IMPACT OF EYE & TISSUE DONATION

## A Local Focus With A Global Impact

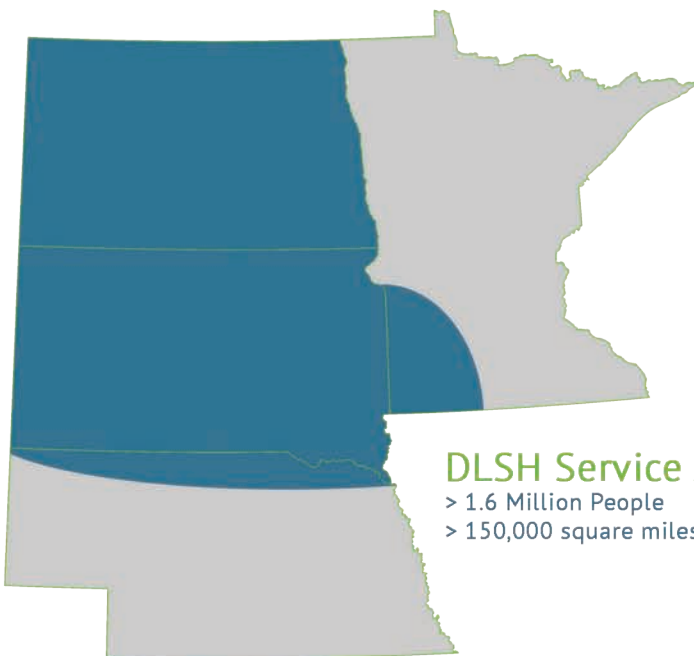
Corneas and Non-Ocular Tissues  
Recovered by DLSH were  
Transplanted in over 30 Countries

Most ocular tissue is transplanted  
locally or nationally.



### The Power of One

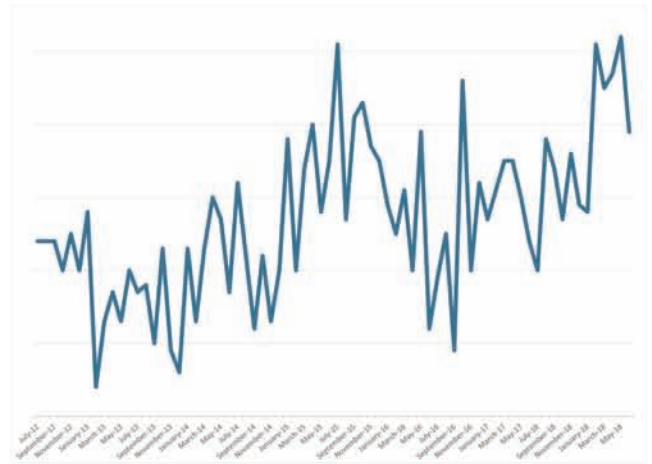
One eye and tissue donor has the potential to help over 400 people



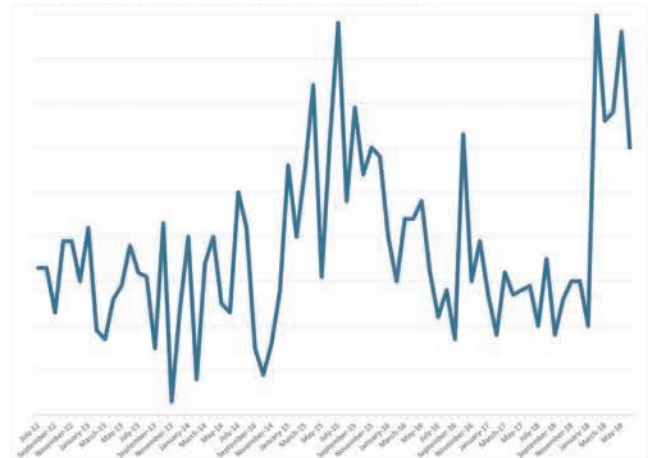
### DLSH Service Area

> 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

	6/30/2018	6/30/2017
<b>ASSETS</b>		
<b>Current Assets</b>		
Cash	400,796	629,404
Investments	779,011	388,888
Accounts receivable-operations	670,023	817,450
Capital Campaign Pledges (net)	-	-
Other receivables	-	-
Prepaid expenses	37,714	36,285
<b>Total Current Assets</b>	<b>1,887,544</b>	<b>1,872,027</b>
<b>Fixed Assets (net)</b>	<b>3,212,132</b>	<b>3,361,220</b>
<b>Other Assets</b>		
Endowment Investments	31,033	33,333
<b>Total Assets</b>	<b>5,130,709</b>	<b>5,266,580</b>
<b>LIABILITIES</b>		
<b>Current Liabilities</b>		
Accounts payable	54,232	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
<b>Total Current Liabilities</b>	<b>257,806</b>	<b>217,703</b>
<b>Long term liabilities</b>	<b>1,188,594</b>	<b>1,631,171</b>
<b>Total Liabilities</b>	<b>1,446,400</b>	<b>1,848,874</b>
<b>NET ASSETS</b>		
Unrestricted (Operating)	3,602,776	3,333,873
Temporarily restricted	50,500	50,500
Permanently Restricted	31,033	33,333
<b>Total Net Assets</b>	<b>3,684,309</b>	<b>3,417,706</b>
<b>TOTAL LIABILITIES AND NET ASSETS</b>	<b>5,130,709</b>	<b>5,266,580</b>

## STATEMENT OF ACTIVITIES

	6/30/2018
<b>SUPPORT AND REVENUE</b>	
Capital Campaign	-
Contributions / Fundraising	108,195
Operations	3,679,700
Other Revenue	-
<b>Total Support and Revenue</b>	<b>3,787,895</b>
<b>EXPENSES</b>	
Laboratory Program Expenses	2,978,275
Administrative Expenses	541,976
Other Expenses	1,041
<b>Total Expenses</b>	<b>3,521,292</b>
<b>Increase to Net Assets</b>	<b>266,603</b>

## 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 months 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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*If you would like to help us in our Mission, please consider making a contribution or monthly pledge at our website:*

[www.dakotasight.org/give](http://www.dakotasight.org/give)

*You may also give by calling our toll free number, 800-245-7846, or email [accounting@dakotasight.org](mailto:accounting@dakotasight.org)*

#### 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*



# Dakota Lions Sight & Health

Eye and Tissue Donation

-  (800) 245-7846
-  (605) 373-1008
-  [info@dakotasight.org](mailto:info@dakotasight.org)
-  [www.dakotasight.org](http://www.dakotasight.org)
-  [facebook.com/dakotasight](https://facebook.com/dakotasight)

## **Main Office:**

4501 West 61<sup>st</sup> Street North  
Sioux Falls, SD 57107

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Rapid City, SD  
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