

LIONS EYE BANK OF WISCONSIN

FURTHERING OUR MISSION: LEBW 4th QTR FY 2016-2017 (April-June 2017)

- Served nearly 350 Donor Families
- Our transplant rate for this time period was 72% (exceeding the national average)

Our in-house Donor Support Center Is Now Up & Running (since Aug 1st):

We have hired an additional 10 people as our Donor Support staff. They speak with hospital personnel to screen potential donors for eligibility. They also have conversations with donor families and obtain proper authorization for us to legally move forward with donations. This group also manages all of our transports of eyes/corneas to and from LEBW.

We knew it would be well worth our while to bring this service in-house. After all, these are OUR partners, and OUR families. Nobody can serve them like we can. And our authorization rates show just what great care we are taking of our donor families. Even in just our first month with newly trained staff, 78% of the families we have approached to discuss donation with have authorized eye/cornea donation to move forward. We are very lucky to have this team. This is an unbelievably high authorization rate. Most recovery programs maintain a rate between 45-60%.

In August, more than 3600 calls were made and/or received through our Donor Support Center. Approx. 1/3 of these calls were to arrange transport or to handle transport issues.

New Facility.

Our due diligence is nearly completed with the purchase of the lot. It is anticipated we will be closing on the lot within the next 45 days.

DMEK Processing brought in-house October 1st.

Previously, this type of processing was being outsourced and taken care of by Iowa Lions Eye Bank. Over the past six months, our staff has been trained on DMEK processing and we have worked with Dr. Barney to complete the validation of the process, as required by the FDA and other industry regulators. This stage took many months to complete. The group has worked extremely hard to make this happen and we are proud to announce we are now ready! With

all these new developments and projects being completed and implemented...we no longer outsource any part of the eye banking process.

Kevin Corcoran, President and CEO of the Eye Bank Association of America recently visited LEBW. He was gracious enough to meet with some members of the LEBW B.O.D. to provide us with a broader range of knowledge with regards to LEBW's performance and the changing climate of eye banking. Some key points that Kevin made were:

- Compared to the national data, LEBW is one of the stronger eye banks in the nation. As a matter of fact, of more than 80 eye banks in U.S., we are the 12th strongest! And we keep getting stronger and stronger.
- Our domestic placements (placements within the U.S.) is much higher than other U.S. based eye banks. LEBW placed 86% of its corneas within the US for transplant last year. Obviously, once Wisconsin needs are met, and we've assisted with our neighboring states' needs, we then place tissue internationally as well.
- EBAA's President and CEO also talked about SightLife, the eye bank out of Seattle Washington, and the changes that are occurring in the eye banking field. He reiterated that SightLife is currently pushing into other areas to gain more of a footprint in the market share. He did say he was surprised that they had come to Wisconsin, given we are such a strong eye bank with such solid partnerships with our surgeons. SightLife's M.O. has been more geared to overtaking areas that have been underserved by their local eye banks. He also said that he was surprised that SightLife had not made more of an impact here. He had been under the impression they had gained much more of a foothold. But, he said that the fact that LEBW's leadership reacted so aggressively and had the resources to do so, in his opinion, made all the difference. And we are prepared to continue on that path...fighting for Wisconsin...our donors, their families, our surgeons, and our patients in need of corneal transplants.
 - Lions of Wisconsin – Let's not forget the reason SightLife is here in the first place. Our donor recovery partner, BloodCenter of Wisconsin invited them here to partner with them in order to compete with LEBW. I would like to take this time to remind this group that while we need to continue to support blood donations...the Lions should redirect their blood drive support to the American Red Cross as long as the BloodCenter of Wisconsin is attempting to sway hospitals from working with our eye bank.

We are looking forward to the future. We are looking toward this new facility that will enable us to be more efficient with better workflows. We are also excited that our facility will have space dedicated to training corneal transplant surgeons on new procedures. The new space will also give them the necessary avenue to perfect their skills prior to performing these procedures on their patients. Moving forward with these plans right now is exactly the

message LEBW should be sending. We are strong, and we are committed to the mission. We appreciate everyone's continued support.

Respectfully submitted, Ron Blawusch