

LifeShare Blood Centers and Affiliates

**Consolidated Financial Statements
June 30, 2003 and 2002**

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Consolidated Financial Statements

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Lifeline Blood Centers and Affiliates
Shreveport, Louisiana

Consolidated Statements of Financial Position
June 30, 2003 and 2002

| | <u>2003</u> | <u>2002</u> |
|---|-----------------------------|-----------------------------|
| Assets | | |
| Current assets: | | |
| Cash and cash equivalents | \$ 6,443,470 | \$ 4,680,370 |
| Investments | 1,125,010 | 1,123,284 |
| Receivables | 3,244,773 | 3,375,680 |
| Inventory | 1,873,680 | 1,323,774 |
| Prepaid expenses | 186,823 | 348,331 |
| Total current assets | <u>14,529,227</u> | <u>11,879,379</u> |
| Limited use cash | 508,715 | 453,862 |
| Property and equipment, net | 11,408,850 | 11,548,601 |
| Other assets: | | |
| Other assets | 360,168 | 358,515 |
| Certificates of deposit | 125,000 | 125,000 |
| Total other assets | <u>585,168</u> | <u>583,515</u> |
| Total assets | <u>\$ 28,040,770</u> | <u>\$ 23,547,728</u> |
| Liabilities and Net Assets | | |
| Current liabilities: | | |
| Accounts payable | \$ 1,427,287 | \$ 1,694,480 |
| Accrued expenses | 1,212,585 | 826,679 |
| Bonds payable, current portion | 305,630 | 305,630 |
| Accrued loss contingency | 400,830 | 400,830 |
| Total current liabilities | <u>3,346,332</u> | <u>3,227,619</u> |
| Long term liabilities: | | |
| Bonds payable | 5,453,028 | 5,703,028 |
| Total liabilities | <u>8,799,360</u> | <u>8,930,647</u> |
| Net assets: | | |
| Unrestricted | 16,280,638 | 14,620,084 |
| Temporarily restricted | - | - |
| Total net assets | <u>16,280,638</u> | <u>14,620,084</u> |
| Total liabilities and net assets | <u>\$ 25,079,998</u> | <u>\$ 23,547,731</u> |

See independent auditor's report and the accompanying notes to consolidated financial statements.

Louisiana Blood Centers and Affiliates
Shreveport, Louisiana

Consolidated Statements of Activities
For the years ended June 30, 2000 and 2002

| | 2000 | 2002 |
|---|----------------------|----------------------|
| Change in unrestricted net assets: | | |
| Operating revenue | | |
| Apophysis income | \$ 5,304,591 | \$ 4,802,858 |
| Blood service fees | 19,182,208 | 18,193,819 |
| Bulk deliveries | 2,627,707 | 2,421,733 |
| Components | 1,480,157 | 1,327,287 |
| Lab fees | 1,888,719 | 1,893,885 |
| Total operating revenue | <u>30,753,382</u> | <u>28,639,582</u> |
| Operating expenses: | | |
| Salaries | 7,955,813 | 7,283,797 |
| Apophysis fee | 1,228,704 | 1,431,080 |
| Laboratory supplies | 1,718,858 | 980,084 |
| Bugs | 708,713 | 677,620 |
| Test kits | 101,335 | 80,591 |
| Outsource contract testing | 4,893,980 | 3,695,007 |
| Public relations, advertising and recruiting | 848,588 | 581,325 |
| Depreciation and amortization | 1,205,044 | 1,125,408 |
| Other operating | 8,238,130 | 7,675,828 |
| Total operating expenses | <u>28,628,182</u> | <u>25,481,259</u> |
| Other revenue (expense): | | |
| Contributions | 8,602 | 7,800 |
| Interest income | 71,114 | 58,443 |
| Supply sales | 85,837 | 78,412 |
| Realized gain (loss) on sale of assets | - | (47,089) |
| Fund raising expenses | (158,828) | (188,083) |
| Interest expense | (192,827) | (155,579) |
| Miscellaneous income | 183,388 | 285,546 |
| Total other revenue (expense) | <u>(77,860)</u> | <u>(77,939)</u> |
| Net assets released from restrictions | 148,933 | 182,818 |
| Increase in unrestricted net assets | 3,577,074 | 1,986,214 |
| Change in temporarily restricted net assets: | | |
| Contributions | 148,933 | 182,818 |
| Net assets released from restrictions | (148,933) | (182,818) |
| Increase in temporarily restricted net assets | - | - |
| Change in net assets | <u>3,577,074</u> | <u>1,986,074</u> |
| Net assets at beginning of year | 14,833,808 | 12,827,480 |
| Net assets at end of year | <u>\$ 18,410,882</u> | <u>\$ 14,813,554</u> |

See independent auditor's report and the accompanying notes to consolidated financial statements.

LifeShare Blood Centers and Affiliates
Shreveport, Louisiana

Consolidated Statements of Cash Flows
For the years ended June 30, 2003 and 2002

| | <u>2003</u> | <u>2002</u> |
|---|---------------------|---------------------|
| Cash flows from operating activities: | | |
| Change in net assets | \$ 3,677,074 | \$ 1,664,674 |
| Adjustments to reconcile change in net assets to | | |
| Net cash provided by operating activities: | | |
| Depreciation and amortization | 1,205,644 | 1,125,400 |
| (Gain) Loss on sale of assets | 50,558 | (47,559) |
| (Increase) decrease in: | | |
| Receivables | 130,015 | (684,886) |
| Inventory | (290,084) | (408,234) |
| Prepaid expenses | 209,418 | (95,804) |
| Other assets | (55,208) | (157,875) |
| (Decrease) increase in: | | |
| Accounts payable | (98,617) | 467,827 |
| Retainage payable | - | (138,937) |
| Accrued expenses | 292,888 | 183,402 |
| Total adjustments | <u>1,407,612</u> | <u>268,134</u> |
| Net cash provided by operating activities | <u>4,934,686</u> | <u>2,279,208</u> |
| Cash flows from investing activities: | | |
| Proceeds from sale of assets | 53,378 | 437,720 |
| Redemption of treasury bills | 395,795 | 500,900 |
| Decrease (increase) in limited use cash | (48,883) | 2,283,377 |
| Purchase of treasury bills | (398,580) | (386,986) |
| Purchase of fixed assets and construction in progress | (1,074,284) | (3,042,901) |
| Net cash used in investing activities | <u>(1,068,584)</u> | <u>(273,890)</u> |
| Cash flows from financing activities: | | |
| Payments of long-term debt | (300,000) | - |
| Net cash provided by (used in) financing activities | <u>(300,000)</u> | <u>-</u> |
| Net increase (decrease) in cash and cash equivalents | 3,666,102 | 2,005,318 |
| Cash and cash equivalents-beginning of year | 4,358,373 | 2,789,256 |
| Cash and cash equivalents-end of year | <u>\$ 8,024,475</u> | <u>\$ 4,832,373</u> |
| Interest Paid | <u>\$ 150,525</u> | <u>\$ 180,946</u> |

See independent auditor's report and the accompanying notes to consolidated financial statements.

LifeShare Blood Centers and Affiliates

Notes to Consolidated Financial Statements
June 30, 2003 and 2002

Note 1 - Nature of Business

LifeShare Blood Centers (the "Center") is engaged in the procurement of blood donations, processing those donations and supplying the donated blood and related components to hospitals and other healthcare facilities. The Center has facilities located in Shreveport, Bossier City, Monroe, Natchitoches, Alexandria and Lake Charles, Louisiana; and in Beaumont, Texas.

During the year ended June 30, 2003, the board of directors and members approved a plan of reorganization. Under this plan of reorganization, the Center transferred all of its real property to Blood Center Properties, Inc. ("Properties"). Properties then leased the transferred facilities to the Center. Also under this plan of reorganization, another entity, LifeShare Blood Centers Foundation ("Foundation"), was formed. It is currently inactive. The three entities are operated under common management. The boards of Properties and Foundation consist of five members who are also on the board of the Center.

The Center and its affiliates, Properties and Foundation, will be collectively referred to as the "Organization".

Note 2 - Summary of Significant Accounting Principles

Financial statement presentation: The Organization has adopted Statement of Financial Accounting Standards (SFAS) No. 117, "Financial Statements of Not-for-Profit Organizations." Under SFAS No. 117, the Organization is required to report information regarding financial position and activities based on the absence or existence of donor-imposed restrictions. Accordingly, net assets of the Organization and changes therein are classified and reported as follows:

Unrestricted net assets - Net assets that are not subject to donor-imposed stipulations. Some unrestricted net assets may be designated by the Board for specific purposes.

Temporarily restricted net assets - Net assets subject to donor-imposed stipulations that may or will be met by actions of the Organization, and/or by the passage of time. Changes in temporarily restricted net assets represent the Organization's recognition of the donation of donor restricted assets and the release of the restriction imposed once the asset has been used as directed.

Permanently restricted net assets - Net assets subject to donor-imposed stipulations that they be maintained permanently by the Organization. Generally, donors permit all or part of the income earned on these assets to be used for general or specific purposes. There are no permanently restricted net assets.

Consolidation: The financial statements as of and for the years ended June 30, 2003 and 2002 include the accounts of LifeShare Blood Centers, Blood Center Properties, Inc., and LifeShare Blood Centers Foundation. All intercompany transactions have been eliminated in the consolidated financial statements.

Income taxes The Center is engaged in the processing of donated blood and blood components to patients primarily through area hospitals. The Center is exempt from federal income taxes under Section 501(c)(3) of the Internal Revenue Code. Properties and Foundation are also exempt from income taxes under Section 509(c)(3) of the Internal Revenue Code.

Bad debts Management believes all accounts receivable are collectible. Therefore, the Organization has not included a provision for uncollectible accounts. Any accounts deemed to be uncollectible are charged to expense when that determination is made.

Inventory Inventory consists of supplies held for use and blood products. Supplies inventory is recorded at the lower of cost (first-in, first-out) or market (net realizable value). Donated blood inventory is valued using the estimated cost to collect and process blood and platelet products.

Property and Equipment The Organization capitalizes the cost of land, buildings and equipment in excess of \$2,000. Improvements are capitalized when they extend an asset's useful life or increase its value. Otherwise, they are charged to operations. Depreciation of property and equipment are recorded at their fair value at the date of the gift.

Depreciation The Organization uses the straight-line method of depreciation with estimated useful lives of three to five years for automobiles and trucks, five to ten years for furniture, fixtures and equipment, thirty-five to forty years for buildings and five to fifteen years for building improvements. The one-half year convention is used in the year of acquisition and disposition.

Investments Under the provisions of Statement of Financial Accounting Standards No. 124, "Accounting for Certain Investments Held by Not-for-Profit Organizations" (FASB No. 124), investments in marketable securities with readily determinable fair values and all investments in debt securities are reported at their fair values in the statement of financial position. Unrealized gains and losses are included in the change in net assets. Gains or losses on the sale of securities are recognized on a specific identification method.

Estimates The preparation of financial statements in conformity with U. S. generally accepted accounting principles requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimated.

Cash equivalents For purposes of the statement of cash flows, the Organization considers all highly liquid investments purchased with maturities of three months or less to be cash equivalents.

Note 3 - Reclassifications

Certain balances and amounts presented in the 2002 financial statements have been reclassified to conform to the 2003 presentation. These reclassifications have no effect on change in net activities.

Note 4 - Investments

At June 30, 2003 and 2002, investments, cost approximates fair market value, consisted of the following:

| | 2003 | 2002 |
|---------------------------------|--------------|--------------|
| U. S. Treasury Bills, at market | \$ 198,808 | \$ 105,287 |
| Certificates of deposit | 623,021 | 825,031 |
| Common stocks | 3,078 | 1,591 |
| | \$ 1,125,018 | \$ 1,223,204 |

Note 5 - Inventory

At June 30, 2003 and 2002, inventories consisted of the following:

| | 2003 | 2002 |
|------------------------------|---------------------|---------------------|
| Supplies | \$ 903,873 | \$ 649,303 |
| Blood and apheresis products | 573,885 | 474,473 |
| | <u>\$ 1,577,858</u> | <u>\$ 1,323,776</u> |

Note 6 - Receivables

At June 30, 2003 and 2002, receivables consisted of the following:

| | 2003 | 2002 |
|--------------------------|---------------------|---------------------|
| Due for blood processing | \$ 3,185,327 | \$ 3,364,748 |
| Interest income | 3,983 | 2,883 |
| Other | 52,952 | 5,047 |
| | <u>\$ 3,242,262</u> | <u>\$ 3,372,678</u> |

Note 7 - Limited use cash

These cash balances are deposited in the bond escrow fund and the excess cash contribution fund, based on the amounts required to be deposited as described in Note 11. The use of these funds is dedicated to the purposes specified in the related bond agreement (payment of the principal) and is therefore limited as to use.

Note 8 - Property and Equipment

At June 30, 2003 and 2002, property and equipment consisted of the following:

| | 2003 | 2002 |
|--------------------------------|----------------------|----------------------|
| Land | \$ 1,372,454 | \$ 1,373,329 |
| Buildings and improvements | 6,279,999 | 6,923,523 |
| Vehicles | 2,431,375 | 1,840,684 |
| Equipment | 4,654,151 | 4,992,387 |
| Furniture and fixtures | 551,213 | 519,176 |
| Projects in progress | 651,637 | 655,826 |
| | <u>18,930,829</u> | <u>18,284,825</u> |
| Less: Accumulated depreciation | (8,061,652) | (7,443,329) |
| | <u>\$ 11,469,177</u> | <u>\$ 11,541,496</u> |

Note 9 - Other assets

At June 30, 2003 and 2002, investments and other assets consisted of the following:

| | 2003 | 2002 |
|--|-------------------|-------------------|
| Capital contribution and allocated profits with Community Blood Centers' Exchange (A) | \$ 228,503 | \$ 295,981 |
| Bond issue costs, net (B) | 145,908 | 152,076 |
| Letter of credit fees, net (C) | 5,371 | 5,737 |
| Deposits | 706 | 2,641 |
| | <u>\$ 380,488</u> | <u>\$ 356,435</u> |

- A. During 1993, the Board of Trustees approved a capital contribution of \$100,007 to the Community Blood Centers' Exchange to form a captive professional liability insurance company to be owned and operated by blood center members. Subsequent to the initial contribution, the Center received cumulative profit allocations which total \$125,067 and \$132,404 as of June 30, 2000 and June 30, 2002, respectively. These profit allocations, plus interest will be paid to the Center by the Exchange as its board of directors and the Indiana Department of Insurance direct.
- B. As of June 30, 2000 and 2002, other assets consist of bond issue costs of \$145,900 and \$152,976, respectively, which are net of accumulated amortization of \$20,504 and \$15,484 and net of credit fees of \$6,371 and \$6,797, which are net of accumulated amortization of \$58,080 and \$70,772, respectively, and various deposits made in the ordinary course of business.

Note 10 - Certificates of deposit

As of June 30, 2000 and 2002, \$125,000 of certificates of deposit was held by the Louisiana State Treasurer as part of the Louisiana Patient's Compensation Fund for self-insurance.

Note 11 - Bonds Payable

In July 2000, Properties entered into an agreement with the Louisiana Public Facilities Authority, a Louisiana public trust, to issue \$8,000,000 in variable rate industrial development bonds. The proceeds of these bonds were then loaned to Properties. Under the terms of the agreement, which is dated July 27, 2000, interest is payable monthly on a variable basis, which adjusts weekly. The interest rate as of June 30, 2001 was 2.82%. Subsequently, Properties locked in the interest rate at 4.24% for \$4,000,000 of the bonds with the remainder under variable rates. Properties is required to make monthly deposits into a Payment Escrow of \$25,000 beginning July 2001 to fund the scheduled redemption of bonds beginning July 1, 2012 of \$368,000 annually. The bond requires annual principal payments of \$306,000 beginning June 30, 2002.

The bond issue is enhanced by a letter of credit from Bank One in the amount of \$5,770,273, which matures April 15, 2004. Blood Center Properties, Inc., LifeShare Blood Centers, and LifeShare Blood Centers Foundation guarantee the letter of credit. The letter of credit is secured by mortgages on Properties' real estate and fixtures in Shreveport, Lake Charles, and Alexandria. Additionally, the letter of credit is secured by a security interest in all of the Organization's equipment.

The amounts due under this bond payable as of June 30, 2000 are as follows:

| | |
|--------------------------|---------------------|
| Balance of Bonds Payable | \$ 8,700,000 |
| Less current maturities | <u>300,000</u> |
| Long-term portion | <u>\$ 8,400,000</u> |

Following is a schedule of the bond sinking fund requirements for the next five fiscal years and the current deposit for the fiscal years ending June 30:

| | |
|------------|---------------------|
| 2004 | \$ 300,000 |
| 2005 | 300,000 |
| 2006 | 300,000 |
| 2007 | 300,000 |
| 2008 | 300,000 |
| 2009 | 300,000 |
| Thereafter | <u>3,600,000</u> |
| | <u>\$ 5,700,000</u> |

Beginning October 31, 2001 and annually thereafter, Properties will make additional principal payments equal to 25% of net free cash flow. Net free cash flow is calculated on a combined basis for Flood Center Properties, Inc., Lifeshare Flood Centers, and Lifeshare Flood Centers Foundation and is defined as: change in unrestricted net assets for the preceding fiscal year plus amortization and depreciation expense less amortization of capital leases; principal reductions on term loans and bonds; and capital expenditures not financed externally. This requirement was waived for the payment due October 2001. In October 2002, Bank One and Properties entered into an amendment of this agreement which modified the provision herein to require the lesser of \$200,000 or 25% of Net Free Cash Flow for the fiscal year most recently ended to be deposited into an interest bearing account of Bank One in the name of Properties or as a deposit into a payment escrow account. In accordance with this provision, Properties deposited \$200,000 into a Bank One interest bearing account designated for this purpose. This deposit is reflected in the accompanying financial statements included in the balance of Limited Use Cash, see Note 7.

During 2002 and 2003, the Center incurred interest associated with the bond payable of \$702,748 and \$126,007, respectively, of which \$-0- and \$41,008, respectively, was capitalized.

Bond issuance costs of \$169,441 are being amortized over the bond term of twenty-one years, see Note 9. The revenue bond indentures place limits on the incurrence of additional borrowings. The various bond agreements also require the Organization to meet certain covenants. As of June 30, 2003, the Organization is in compliance. Annual letters of credit fees of \$84,400 and \$80,479 for 2003 and 2002, respectively, associated with obtaining the letter of credit are being amortized over one year.

Note 12 - Employer' Retirement Plan

Lifeshare Flood Centers amended its retirement plan to include a 401(k) option as of January 1, 1997. It covers all employees of the Center, who have one year of participant service and have reached the age of twenty-one. Under the terms of the Plan, the Center has elected to make contributions to the Plan based on employee compensation. Such contributions are six percent of employee compensation. Employees may make additional contributions to the Plan. Such contributions cannot be less than one percent nor more than ten percent of monthly employee compensation. Other operating expenses for 2003 and 2002 include approximately \$361,004 and \$327,723, respectively, of contributions to the Plan.

Note 13 - Operating Leases

The Center leases various office and lab equipment, storage space and office space used in its operations. In addition, the Center has entered into an "agreement of lease" with P161 Plastereria Corporation. Under such agreements, the Center may lease vehicles with terms extending greater than twelve (usually approximating sixty months) or twelve-month terms with certain renewal options. As of June 30, 2003, fourteen (14) vehicles were leased with initial terms in excess of twelve months, which are included in the following future lease payments. In addition, the Center leases seventeen (17) vehicles on a month-to-month basis after the initial twelve-month term has expired.

Future minimum lease payments for the next five years are presented below:

| Year ending June 30, | |
|----------------------|---------------------|
| 2004 | \$ 514,200 |
| 2005 | 564,850 |
| 2006 | 482,474 |
| 2007 | 144,150 |
| 2008 | 57,545 |
| Thereafter | <u>18,250</u> |
| Total | \$ <u>1,762,874</u> |

Operating expenses include rent expense for the years ended June 30, 2003 and 2002 of \$695,125 and \$248,280, respectively.

Note 14 - Commitments and Contingencies

The Center provides its employees health insurance coverage on a self-funded basis. The Center uses a third-party administrator and insurance company to administer its claims and provide stop-loss coverage. The estimated liability for the claims incurred through year end that were unpaid are included in the Center's accrued expenses.

The Center is a defendant in various legal actions arising from normal business activities. Management intends to vigorously defend those actions. The Center has established a \$400,000 provision for loss contingency for various cases in which management believes there is exposure. Management believes any exposure from other actions, after amounts covered by insurance and the Louisiana Patient's Compensation Fund, will not have a material effect on financial position or results of operations.

Note 15 - Concentrations of Credit Risk

The Organization maintains its cash in bank deposit accounts at various financial institutions. The balances, at times, may exceed federally insured limits. At June 30, 2003 and 2002, the Organization exceeded the insured limit by approximately \$8,526,382 and \$4,987,694, respectively. The excess is invested in repurchase agreements that are secured by pools of federal agency marketable securities.

Note 16 - Advertising

Advertising costs are charged to operations as incurred. For 2003 and 2002, the Center incurred \$85,762 and \$66,604, respectively.

Note 17 - State Cooperative Agreement

In March 2002, the Organization entered into an agreement with the State of Louisiana to cooperate in the construction of facilities in Ouachita Parish, Louisiana. The agreement requires the Organization to contribute local matching funds totaling \$700,000 which the state will then match with \$700,000 in acquisition and renovation funds. No expenses were incurred in connection with this agreement in 2002. Renovation began late in fiscal year 2002-2003 and is expected to be completed by December, 2003. Upon completion, the facility will be owned by Lifedirect Blood Centers until the satisfaction of the state bond issue financing capital outlay.

Additional Information

LifeShare Blood Centers and Affiliates
Shreveport, Louisiana

Consolidated Schedules of Other Operating Expenses
For the year ended June 30, 2003 and 2002

| | <u>2003</u> | <u>2002</u> |
|---|---------------------|---------------------|
| Auto expense | \$ 204,810 | \$ 204,810 |
| Contractual obligations | 481,831 | 368,285 |
| Contract services | 57,877 | 47,830 |
| Donor refreshments | 128,186 | 132,870 |
| Donor expense | 104,088 | 88,528 |
| Deals and subscriptions | 74,281 | 73,720 |
| Employee benefits | 168,517 | 175,268 |
| Group and family health plan | 84,013 | 84,733 |
| Insurance | 1,980,492 | 1,774,154 |
| Operations | 743,512 | 808,828 |
| Professional fees | 238,587 | 130,000 |
| Miscellaneous | 58,713 | 48,425 |
| Miscellaneous taxes | 15,190 | 13,828 |
| Office supplies and postage | 219,882 | 198,581 |
| Payroll taxes | 638,304 | 634,944 |
| Printing | 184,889 | 188,730 |
| Rentals/auto leases | 677,023 | 631,890 |
| Repairs, maintenance and security service | 671,557 | 642,118 |
| Retirement plan contributions | 381,021 | 327,723 |
| Shipping | 282,088 | 245,480 |
| Supplies and small instruments | 28,887 | 29,830 |
| Tax and freight | 87,868 | 208,970 |
| Telephone | 251,877 | 287,798 |
| Travel and education | 277,823 | 237,511 |
| Utilities | 218,225 | 226,486 |
| | <u>\$ 8,228,130</u> | <u>\$ 7,628,099</u> |

See independent auditors report and the accompanying notes to consolidated financial statements.

LifeShare Blood Centers and Affiliates
Shreveport, Louisiana

Consolidating Statement of Financial Position
June 30, 2000

| Assets | LifeShare Blood | | | |
|---|----------------------|----------------------------------|-----------------------|----------------------|
| | Centers | Blood Center Properties, Inc. | Centers Foundation | Discontinued |
| Current assets: | | | | |
| Cash and cash equivalents | \$ 8,808,864 | \$ 1,830,811 | \$ 1,800 | \$ 8,440,475 |
| Investments | 1,120,810 | - | - | 1,120,810 |
| Receivables | 8,242,140 | 3,830 | (9,800) | 8,244,170 |
| Inventory | 1,870,888 | - | - | 1,870,888 |
| Prepaid expenses | 138,813 | - | - | 138,813 |
| Total current assets | <u>12,889,715</u> | <u>1,834,641</u> | <u>-</u> | <u>14,724,356</u> |
| Limited use cash | - | 800,718 | - | 800,718 |
| Property and equipment: | | | | |
| Land | - | 1,370,484 | - | 1,370,484 |
| Buildings and improvements | 271,841 | 8,448,040 | - | 8,719,881 |
| Vehicles | 2,421,278 | - | - | 2,421,278 |
| Equipment | 4,295,081 | 380,089 | - | 4,675,170 |
| Furniture and fixtures | 918,218 | 244,588 | - | 1,162,806 |
| Projects in progress | 588,218 | 12,327 | - | 600,545 |
| | <u>8,484,731</u> | <u>10,085,488</u> | <u>-</u> | <u>18,570,219</u> |
| Less: Accumulated depreciation for property, plant and equipment | <u>\$ 5,534,040</u> | <u>\$ 3,517,025</u> | <u>-</u> | <u>\$ 9,051,065</u> |
| | <u>2,950,691</u> | <u>6,568,463</u> | <u>-</u> | <u>9,519,154</u> |
| Other assets: | | | | |
| Other assets | 588,791 | 181,377 | - | 770,168 |
| Certificates of deposit | 178,008 | - | - | 178,008 |
| Total other assets | <u>766,799</u> | <u>181,377</u> | <u>-</u> | <u>948,176</u> |
| Total assets | <u>\$ 18,001,672</u> | <u>\$ 18,888,088</u> | <u>\$ -</u> | <u>\$ 20,049,779</u> |
| Liabilities and Net Assets: | | | | |
| Current liabilities: | | | | |
| Accounts payable | \$ 1,437,887 | \$ - | \$ - | \$ 1,437,887 |
| Accrued expenses | 1,397,780 | 14,770 | - | 1,412,550 |
| Notes payable | - | 300,880 | - | 300,880 |
| Accrued loan contingency | 400,880 | - | - | 400,880 |
| Total current liabilities | <u>3,236,547</u> | <u>315,650</u> | <u>-</u> | <u>3,552,197</u> |
| Long term liabilities: | | | | |
| Bonds payable | - | 8,480,880 | - | 8,480,880 |
| Total liabilities | <u>3,236,547</u> | <u>8,796,530</u> | <u>-</u> | <u>12,033,077</u> |
| Net assets: | | | | |
| Unrestricted | 14,765,125 | 9,994,378 | - | 14,759,503 |
| Temporarily restricted | - | - | - | - |
| Total net assets | <u>14,765,125</u> | <u>9,994,378</u> | <u>-</u> | <u>14,759,503</u> |
| Total liabilities and net assets | <u>\$ 18,001,672</u> | <u>\$ 18,888,088</u> | <u>\$ -</u> | <u>\$ 20,049,779</u> |

LifeShare Blood Centers and Affiliates
Shreveport, Louisiana

Consolidating Statement of Financial Position
June 30, 2002

| | LifeShare Blood Centers | Blood Center Properties, Inc. | Consolidated |
|---|----------------------------|----------------------------------|----------------------|
| Assets | | | |
| Current assets: | | | |
| Cash and cash equivalents | \$ 1,885,892 | \$ 1,282,771 | \$ 4,888,373 |
| Investments | 1,123,294 | - | 1,123,294 |
| Receivables | 3,375,888 | 800 | 3,375,888 |
| Inventory | 1,323,774 | - | 1,323,774 |
| Prepaid expenses | 348,731 | - | 348,731 |
| Total current assets | <u>8,736,579</u> | <u>1,283,571</u> | <u>11,829,373</u> |
| Unpaid loan fees | - | 453,852 | 453,852 |
| Property and equipment | | | |
| Land | - | 1,373,329 | 1,373,329 |
| Buildings and improvements | 180,029 | 8,043,529 | 8,263,558 |
| Vehicles | 1,849,684 | - | 1,849,684 |
| Equipment | 4,564,510 | 587,878 | 4,862,387 |
| Furniture and fixtures | 873,386 | 245,781 | 819,179 |
| Projects in progress | 863,234 | 2,652 | 865,886 |
| | <u>8,030,841</u> | <u>10,253,179</u> | <u>18,284,020</u> |
| Less: Accumulated depreciation | <u>(5,381,825)</u> | <u>(2,081,824)</u> | <u>(7,463,649)</u> |
| Net property, plant and equipment | <u>2,649,016</u> | <u>8,171,355</u> | <u>11,340,371</u> |
| Other assets: | | | |
| Other assets | 285,132 | 180,893 | 366,025 |
| Certificates of deposit | 125,000 | - | 125,000 |
| Total other assets | <u>410,132</u> | <u>180,893</u> | <u>491,025</u> |
| Total assets | <u>\$ 12,786,515</u> | <u>\$ 10,808,213</u> | <u>\$ 23,594,728</u> |
| Liabilities and Net Assets | | | |
| Current liabilities: | | | |
| Accounts payable | \$ 1,583,477 | \$ 2,808 | \$ 1,586,285 |
| Accrued expenses | 914,818 | 65,891 | 920,709 |
| Bonds payable | - | 300,800 | 300,800 |
| Accrued loan contingency | 480,000 | - | 480,000 |
| Total current liabilities | <u>2,978,295</u> | <u>313,499</u> | <u>3,224,504</u> |
| Long term liabilities: | | | |
| Bonds payable | - | 5,780,000 | 5,780,000 |
| Total liabilities | <u>2,978,295</u> | <u>6,093,499</u> | <u>8,904,504</u> |
| Net assets: | | | |
| Unrestricted | 6,852,823 | 4,701,544 | 14,625,554 |
| Temporarily restricted | - | - | - |
| Total net assets | <u>6,852,823</u> | <u>4,701,544</u> | <u>14,625,554</u> |
| Total liabilities and net assets | <u>\$ 12,738,515</u> | <u>\$ 10,808,213</u> | <u>\$ 23,594,728</u> |

See independent auditor's report and the accompanying notes to consolidated financial statements.

LifeShare Blood Centers and Affiliates
Shreveport, Louisiana

Consolidating Statement of Activities
For the year ended June 30, 2003

| | LifeShare Blood Centers | Blood Center Properties, Inc. | Consolidated |
|--|----------------------------|----------------------------------|----------------------|
| Change in unrestricted net assets: | | | |
| Operating revenues: | | | |
| Apheresis income | \$ 5,324,951 | \$ - | \$ 5,324,951 |
| Blood service fees | 15,152,239 | - | 15,152,239 |
| Bank derivatives | 3,837,797 | - | 3,837,797 |
| Components | 1,488,957 | - | 1,488,957 |
| Lab fees | 1,668,775 | - | 1,668,775 |
| Total operating revenues | <u>30,143,990</u> | <u>-</u> | <u>30,143,990</u> |
| Operating expenses: | | | |
| Salaries | 7,655,010 | - | 7,655,010 |
| Apheresis supplies and testing | 1,229,184 | - | 1,229,184 |
| Labor-related supplies | 1,778,650 | - | 1,778,650 |
| Reps | 793,713 | - | 793,713 |
| Test kits | 191,390 | - | 191,390 |
| Database contract testing | 4,883,580 | - | 4,883,580 |
| Public relations, advertising and recruiting | 648,585 | - | 648,585 |
| Depreciation and amortization | 868,285 | 508,550 | 1,376,835 |
| Rent | 1,188,888 | (1,188,888) | - |
| Other spending | 5,322,521 | 5,192 | 5,327,713 |
| Total operating expenses | <u>31,241,042</u> | <u>(812,280)</u> | <u>30,428,762</u> |
| Other revenue (expense): | | | |
| Contributions | 8,802 | - | 8,802 |
| Interest income | 57,883 | 13,221 | 71,104 |
| Supply sales | 83,837 | - | 83,837 |
| Realized (loss) gain on sale of assets | (42,388) | - | (42,388) |
| Fund raising expenses | (188,028) | - | (188,028) |
| Interest expense | (75) | (92,748) | (92,823) |
| Discontinuous income | 183,328 | - | 183,328 |
| Total other revenue | <u>83,242</u> | <u>(79,527)</u> | <u>3,715</u> |
| Net assets released from restrictions | <u>148,833</u> | <u>-</u> | <u>148,833</u> |
| Increase (decrease) in unrestricted net assets | <u>3,144,209</u> | <u>433,775</u> | <u>3,577,984</u> |
| Change in temporarily restricted net assets: | | | |
| Contributions | 148,533 | - | 148,533 |
| Net assets released from restrictions | <u>(148,533)</u> | <u>-</u> | <u>(148,533)</u> |
| Increase (decrease) in temporarily restricted net assets | <u>-</u> | <u>-</u> | <u>-</u> |
| Change in net assets | <u>3,144,209</u> | <u>433,775</u> | <u>3,577,984</u> |
| Net assets at beginning of year | <u>8,828,020</u> | <u>4,721,244</u> | <u>13,549,264</u> |
| Net assets at end of year | <u>\$ 12,972,229</u> | <u>\$ 5,155,019</u> | <u>\$ 18,127,248</u> |

See independent auditor's report and the accompanying notes to consolidated financial statements.

LifeShare Blood Centers and Affiliates
Shreveport, Louisiana

Consolidating Statement of Activities
For the year ended June 30, 2002

| | LifeShare Blood Centers | Blood Center Properties, Inc. | Consolidated |
|---|----------------------------|----------------------------------|----------------------|
| Change in unrestricted net assets: | | | |
| Operating revenues: | | | |
| Apotests income | \$ 4,802,000 | \$ - | \$ 4,802,000 |
| Blood service fees | 10,193,079 | - | 10,193,079 |
| Bulk derivatives | 3,421,730 | - | 3,421,730 |
| Components | 1,327,287 | - | 1,327,287 |
| Lab fees | 1,350,080 | - | 1,350,080 |
| Total operating revenues | <u>20,894,276</u> | <u>-</u> | <u>20,894,276</u> |
| Operating expenses: | | | |
| Salaries | 7,260,707 | - | 7,260,707 |
| Apotests supplies and testing | 1,031,089 | - | 1,031,089 |
| Laboratory supplies | 809,084 | - | 809,084 |
| Rays | 877,020 | - | 877,020 |
| Test kits | 60,591 | - | 60,591 |
| Outsource contract testing | 3,835,007 | - | 3,835,007 |
| Public relations, advertising and recruiting | 581,328 | - | 581,328 |
| Depreciation and amortization | 583,908 | 541,801 | 1,125,709 |
| Rent | 1,180,848 | (1,180,848) | - |
| Other operating | 7,070,823 | 7,438 | 7,078,261 |
| Total operating expenses | <u>24,089,204</u> | <u>1,002,372</u> | <u>23,086,832</u> |
| Other revenue (expense): | | | |
| Contributions | 7,583 | - | 7,583 |
| Interest income | 83,737 | 19,715 | 103,452 |
| Supply sales | 76,412 | - | 76,412 |
| Realized (loss) gain on sale of assets | 23,268 | (73,280) | (47,012) |
| Fund raising expenses | (158,000) | - | (158,000) |
| Interest expense | - | (168,070) | (168,070) |
| Miscellaneous income | 398,045 | - | 398,045 |
| Total other revenue | <u>420,945</u> | <u>(241,321)</u> | <u>179,624</u> |
| Net assets released from restrictions | <u>182,910</u> | <u>-</u> | <u>182,910</u> |
| Increase (decrease) in unrestricted net assets | 1,808,374 | 387,700 | 1,508,674 |
| Change in temporarily restricted net assets: | | | |
| Contributions | 182,910 | - | 182,910 |
| Net assets released from restrictions | (182,910) | - | (182,910) |
| Increase (decrease) in temporarily restricted net assets | - | - | - |
| Change in net assets | 1,808,374 | 387,700 | 1,508,674 |
| Net assets at beginning of year | 8,223,848 | 4,203,844 | 12,427,692 |
| Net assets at end of year | <u>\$ 9,932,222</u> | <u>\$ 4,591,544</u> | <u>\$ 14,523,766</u> |

See independent auditor's report and the accompanying notes to consolidated financial statements.

INDEPENDENT AUDITOR'S REPORT

To the Board of Directors
LifeShare Blood Centers and Affiliates

We have audited the consolidated statements of financial position of LifeShare Blood Centers and Affiliates (Louisiana not-for-profit corporation) as of June 30, 2003 and 2002, and the related consolidated statements of activities and cash flows for the years then ended. These financial statements are the responsibility of the LifeShare Blood Centers and Affiliates' management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in Government Auditing Standards, issued by the Comptroller General of the United States. 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 LifeShare Blood Centers and Affiliates as of June 30, 2003 and 2002, and the results of its activities and its cash flows for the years then ended in conformity with accounting principles generally accepted in the United States of America.

In accordance with Government Auditing Standards, we have also issued a report dated August 20, 2003, on our consideration of the LifeShare Blood Centers and Affiliates' internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts and grants. That report is an integral part of an audit performed in accordance with Government Auditing Standards and should be read in conjunction with this report in considering the results of our audit.

Our audit was conducted for the purpose of forming an opinion on the consolidated statements taken as a whole. The additional information shown on pages 11 - 15 is presented for purposes of additional analysis and is not a required part of basic consolidated financial statements. Such information has been subjected to the auditing procedures applied in the audit of the consolidated financial statements and, in our opinion, is fairly stated in all material respects in relation to the consolidated financial statements taken as a whole.

Roberts, Cherry and Company
Roberts, Cherry and Company

A Corporation of Certified
Public Accountants
Shreveport, Louisiana
August 20, 2003

**Report on Compliance and on Internal Control Over Financial Reporting
Based on an Audit of Financial Statements Performed
in Accordance With Government Auditing Standards**

To the Board of Directors
LifeShare Blood Centers and Affiliates

We have audited the financial statements of the **LifeShare Blood Centers and Affiliates** as of and for the years ended June 30, 2003 and 2002, and have issued our report thereon dated August 28, 2003. We conducted our audit in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States.

Compliance

As part of obtaining reasonable assurance about whether the **LifeShare Blood Centers and Affiliates'** financial statements are free of material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts and grants, noncompliance with which could have a direct and material effect on the determination of financial statement amounts. However, providing an opinion on compliance with those provisions was not an objective of our audit and, accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance that are required to be reported under *Government Auditing Standards*.

Internal Control Over Financial Reporting

In planning and performing our audit, we considered the **LifeShare Blood Centers and Affiliates'** internal control over financial reporting in order to determine our auditing procedures for the purpose of expressing our opinion on the financial statements and not to provide assurance on the internal control over financial reporting. Our consideration of the internal control over financial reporting would not necessarily disclose all matters in the internal control over financial reporting that might be material weaknesses. A material weakness is a condition in which the design or operation of one or more of the internal control components does not reduce to a relatively low level the risk that misstatements in amounts that would be material in relation to the financial statements being audited may occur and not be detected within a timely period by employees in the normal course of performing their assigned functions. We noted no matters involving the internal control over financial reporting and its operation that we consider to be material weaknesses.

This report is intended solely for the information and use of **LifeShare Blood Centers and Affiliates**, its management, the State of Louisiana Legislative Auditor, and state awarding agencies and pass-through entities and is not intended to be and should not be used by anyone other than these specified parties.

ROBERTS, CHERRY AND COMPANY
Roberts, Cherry and Company

A Corporation of Certified
Public Accountants
Baton Rouge, Louisiana
August 28, 2003