



TBI/Tissue Banks International 2009 Annual Report





The TBI Board of Directors began developing the foundations of a new TBI Strategic Plan in FY2009. Their leadership in fostering ongoing growth and their guidance in the evolution of the organization is critical to our success.



President's Message



Tissue Banks International's Fiscal Year 2009 was a year of growth for our organization. Like almost everyone, we were impacted by the recession, in many small ways and a few large ones. In the midst of an economic downturn, TBI did not curtail its services. In fact, we expanded in new directions to better meet the needs of those we serve.

We had some very exciting milestones: our first continuing medical education event, the expansion of our National Eye Bank Center, and the launch of our acellular dermis program, to name a few. Our staff, board, advisory committees, benefactors, and other constituents were core to keeping us on track and moving forward in these turbulent times, and I thank each of them for the role they play in our success.

TBI's mission is to relieve human suffering, and we take that commitment very seriously. We challenge ourselves as an organization to help more people regain health and hope. We dedicate ourselves to finding innovations that can have an impact on a large—even global—scale. And we add new partnerships, new members, new programs, doing more with less not only for the sake of our finances, but for the sake of our mission, and everyone touched through our work.

And so, we grow.

A handwritten signature in black ink that reads "Gerald J. Cole". The signature is fluid and cursive.

Gerald J. Cole
President and CEO

And so, we grow.

TBI thanks all of the generous individuals, foundations, corporations, and service clubs who have supported TBI this year. Whether through contributions, volunteer hours, or just spreading the word, **your commitment to our mission is a valuable part of our success**, and we appreciate your dedication.





EXECUTIVE AND SENIOR STAFF

TBI/Tissue Banks International

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Senior Vice President, Administration

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Vice President, Donor Services

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Vice President, Ocular Operations

Kathleen C. Terlizzese, CFRE

President, Frederick N. Griffith Foundation

for the Advancement of Transplantation

Vice President, Public Information

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Controller

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Vice President, National Processing Center Distribution

Tom R. Spies

Vice President, National Processing Center Operations

Donald E. Ward

Vice President, The National Eye Bank Center



The mission of TBI/Tissue Banks International is to relieve human suffering by facilitating the donation, retrieval, processing, and equitable distribution of corneal and other human cadaveric tissue for transplantation, research, education, and other medical needs worldwide.

continued growth and Expansion.

An expanded facility will enable The NEBC to continue growing its processing programs.

National Eye Bank Center Expansion

In FY2009 TBI's National Eye Bank Center (NEBC) underwent an extensive expansion that more than doubled its size and increased both efficiency and processing capacity to better serve our surgeon customers and their patients.

The expanded facility will enable The NEBC to continue growing its processing programs. Additional cleanroom laboratory space will contain the new sclera processing program, a growing laser-prepared cornea program, and the rapid expansion of the pre-cut cornea program, including an initiative to offer pre-cut services to more eye banks in the U.S. This growth in processing requires a corresponding growth in office space for additional quality assurance and administrative staff as well as more secure medical records storage space.

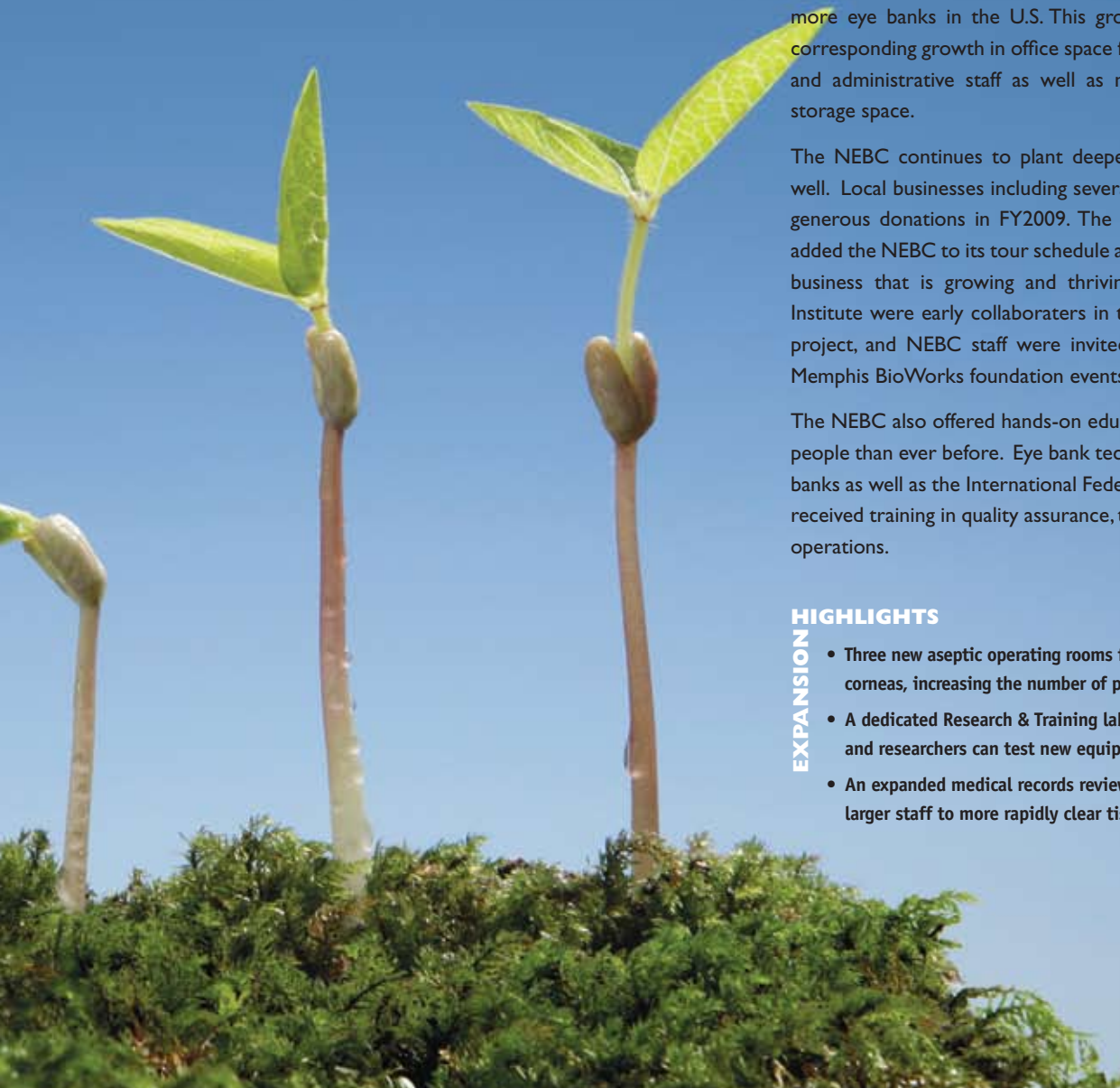
The NEBC continues to plant deeper roots in the community as well. Local businesses including several Sam's Clubs made their first generous donations in FY2009. The local Chamber of Commerce added the NEBC to its tour schedule as an example of a local biotech business that is growing and thriving. Staff at the Hamilton Eye Institute were early collaborators in the VisionGraft Sterile Cornea project, and NEBC staff were invited to participate and speak at Memphis BioWorks foundation events.

The NEBC also offered hands-on educational opportunities to more people than ever before. Eye bank technicians from TBI member eye banks as well as the International Federation of Eye and Tissue Banks received training in quality assurance, tissue processing, and eye bank operations.

HIGHLIGHTS

EXPANSION

- Three new aseptic operating rooms for the preparation of pre-cut corneas, increasing the number of pre-cut grafts The NEBC can process
- A dedicated Research & Training lab where NEBC staffers, physicians, and researchers can test new equipment and techniques
- An expanded medical records review area that can accommodate a larger staff to more rapidly clear tissue for transplant





growing with new Partners, Members, and Programs.

We expand in new directions to meet the needs of those we serve through new partnerships, new members, and new programs.

Distribution and Processing Partners

Collaborations are a cornerstone of TBI's success, and our National Processing Center programs are no different. The NPC has worked with numerous processing and distribution partners for years, and we continue to grow, adding two new programs in FY2009.

Northwest Tissue Services (NWTS), a tissue bank based in Seattle, Washington, entered into a collaborative distribution agreement with NPC. This allows TBI to distribute tissue recovered and processed by NWTS in TBI's California and New England service areas. NWTS can now distribute tissue recovered and processed by NPC throughout their service area in Washington, Idaho, and Montana. This partnership will yield enhanced customer service to medical facilities that can now order more of their allograft tissue from a single local source. By combining strengths, both organizations are better positioned to serve their ultimate customer: the tissue recipient whose health and hope can be restored through transplantation.

CK Dental is a leading provider of dental instruments and dental products for oral surgery, endodontics, and periodontics. In FY2009, they became TBI's first dental distribution partner. They are now the exclusive distributor of all TranZgraft dental allografts, which are processed at NPC. These allografts include pericardium, acellular dermis, demineralized bone matrix, and cancellous bone, among others.

The NPC continues to enjoy strong relationships with its other processing partners. It processes proprietary grafts for distribution by Aesculap, Alphatec Spine, NuVasive, Pinnacle Spine, and Stability Biologics. It also provides allografts to Berkley Advanced Biomaterials, Globus Medical, and Integra, who then incorporate the allografts into their products. NuVasive is also a recognized Partner in Progress of TBI's supporting foundation, the Frederick N. Griffith Foundation, committing to annual gifting for TBI programs.

Recovery Partners

In FY 2009, TBI continued to add new partnerships with other eye and tissue banks and to nurture existing collaborations with organ procurement organizations. Working together helps TBI best serve communities across the country.

FREDERICK N. GRIFFITH FOUNDATION

The economic downturn was felt by fundraisers in all areas. However, the Frederick N. Griffith Foundation, TBI's supporting foundation, used FY2009 as a year to regroup and plant the seeds for future success. Some highlights of the year included:

- The Run for Mobility & Vision had the largest number of runners and the highest amount of funds raised ever, continuing the trend of annual growth in the event.
- A successful direct mail campaign was launched to raise funds and reach out to individuals across the country who support our work.
- Foundation Trustees contributed their vision for the future during TBI's strategic planning process.
- A strong focus on stewardship of our benefactors continued to strengthen our relationships and laid the groundwork for successful appeals in FY2010.

Three organizations became TBI participating locations in FY2009: the Indiana Organ Procurement Organization (IOPO), the Kansas Eye Bank and Cornea Research Center (KEB) and Lifeline of Ohio (LOOP). IOPO recovers organs, tissue, and corneas for transplant and is the only organization in Indiana that can manage the donation and recovery of all three. KEB has been in operation since 1985 and since then has provided 10,000 corneas for transplant to patients in Kansas and across the country. LOOP recovers organs and tissue in 37 counties in Central and Southwestern Ohio and parts of West Virginia.

All three organizations will send corneas recovered in their communities to TBI's National Eye Bank Center for testing and preparation for transplant. The tissue will be distributed with first priority to surgeons in Indiana, Kansas, and Eastern Ohio through TBI Ocular Services.

TBI also continued its model program collaborations with organ procurement organizations in New England and Southern California. The New England Organ Bank and OneLegacy continue to direct donor outreach and tissue recovery on behalf of TBI's regional eye and tissue banks, with TBI's National Eye Bank Center and National Processing Center handling tissue preparation and distribution of ocular and musculoskeletal tissue.

TBI's partnerships with these OPO's offer a number of benefits. Hospitals have better efficiency in referral, consent, and recovery processes and have to make only one phone call to refer potential donors. Only one organization's recovery team needs to be dispatched to recover all consented eyes, organs, and tissue. Perhaps most importantly, these collaborations mean only one organization approaches donor families to obtain consent to recover organs, eyes, and tissue, making the donation process more compassionate toward families at a sensitive time.

All of these collaborations maximize the strengths of each organization, providing the highest level of service throughout the donation process to best serve donors and their families and transplant recipients.

Acellular Dermis Program

In FY2008, TBI launched its Burn Skin Program to offer allograft skin for the treatment of severe burn wounds. In FY2009, TBI's National Processing Center began a complementary program offering acellular dermis, which is used in a variety of medical procedures.

Burn skin is prepared using only the outermost, very thin, epidermal layer of donor skin, while acellular dermis (ACD) is prepared using the dermal layer—the middle layer that contains blood vessels, oil glands, and other structural components. The NPC prepares the ACD grafts using a patent-pending process resulting in an acellular tissue matrix that has superior tensile strength and suture retention strength. ACD grafts are aseptically processed and terminally sterilized for patient safety.

The ACD prepared at NPC is used in hernia repair, orthopedic surgeries, ulcer repair, dental applications, and plastic and reconstructive surgeries.



Continuing Medical Education



In FY2009, TBI began a new continuing medical education program to provide our surgeon customers with high-quality educational events including workshops and symposiums.

The first TBI event, the Fuchs Corneal Dystrophy Symposium, was held in September, 2008. The course director was John D. Gottsch, M.D. from Wilmer Eye Institute, who was joined by Albert S. Jun, M.D., Ph.D. and Walter J. Stark, M.D., also both from Wilmer, who served as co-directors. A who's who of corneal ophthalmology came to Baltimore for the symposium, which focused on the genetic basis of Fuchs Dystrophy as well as potential treatments for the disease. More than 100 surgeons, eye banking professionals, and researchers attended the event. Gerrit R. Melles, M.D., Ph.D., was the keynote speaker and the recipient of the first Charles Tillett Award, which honors the first surgeon to perform a lamellar transplant surgery.

TBI's second symposium was held in May, 2009 in collaboration with the Doheny Eye Institute in Los Angeles, California. The Deeper Look at Keratoplasty Symposium featured Mark A. Terry as the keynote speaker and was led by program chair Ronald E. Smith, M.D. and co-chair John A. Irvine, M.D. Once again, speakers from across the region came together to discuss evolving transplant techniques and treatment of a variety of corneal diseases. The symposium also marked the first academic presentation announcing the VisionGraft Sterile Cornea.

Throughout FY2009, TBI also held a series of DSAEK workshops, both in Baltimore and Los Angeles, which offered hands-on wet-lab experience to surgeons who were learning this new technique.

TBI is excited to continue growing its continuing medical education program, covering more topics in more locations and beginning to offer courses for non-ocular surgeons as well.

growing in
Reach.

TBI partnered with the Koreatown Rotary Club of Los Angeles to restore sight in Korea. **The collaboration brought renewed sight to 26 men, women, and children who otherwise would have waited in darkness.** Rotary Eye Rescue



The Koreatown Rotary Club was one of two new Rotary Clubs, along with the Asbury Park Rotary Club, to join Rotary Eye Rescue in FY2009.

Rotary Eye Rescue brings Tissue Banks International and Rotary Clubs together to provide the gift of sight to impoverished patients around the world. Generous Rotarians sponsor the costs associated with providing corneal tissue for transplant, allowing TBI to distribute the corneas with no fee to surgeons and hospitals who also agree to waive operating fees. Recipients not only can see, they become more productive members of their families and communities.

In FY2009, TBI partnered with the Koreatown Rotary Club of Los Angeles to restore sight in Korea. The collaboration brought renewed sight to 26 men, women, and children who otherwise would have waited in darkness. The Club has committed to continuing the project into the future in order to help even more Koreans live a life with sight.

Another milestone in FY2009 was the first Asbury Park Rotary Polar Plunge, held in support of TBI's Rotary Eye Rescue program. Operation Eye Rescue Volunteer Chair and Frederick N. Griffith Foundation Trustee Traudie Grande organized the event, in which dozens of brave people plunged into the Atlantic Ocean on a frigid January morning. The event raised funds to give vision to needy patients around the world.

Rotary Eye Rescue has grown exponentially since its launch in 2005, adding new Rotary Clubs and helping more patients in more countries. TBI anticipates continued expansion of Rotary Eye Rescue, and looks forward to helping even more people regain sight in the future.

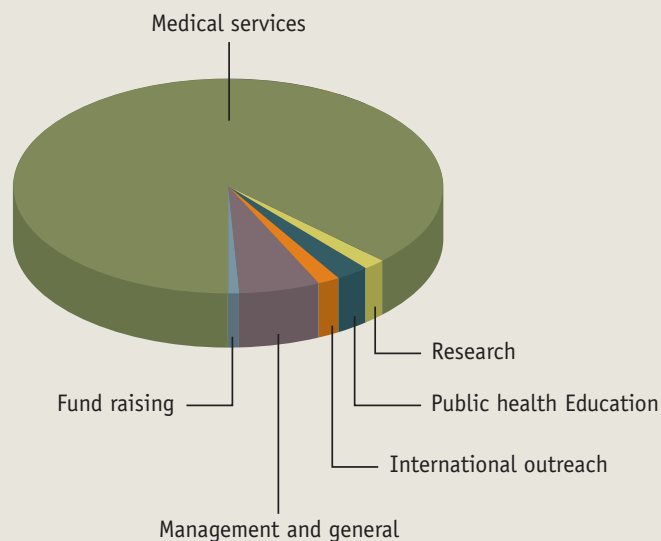
TBI/Tissue Banks International

Statement of Activities

Fiscal Year Ended June 30

	2009	2008
Revenues		
Public support and contributions	\$ 380,857	\$ 1,151,647
Reimbursement of tissue handling costs	38,178,203	35,191,445
Reimbursement from affiliates for network services	1,739,971	2,315,692
Endowment income and other interest	(959,304)	13,878
Other income	109,211	28,987
TOTAL REVENUES	\$ 39,448,938	\$ 38,701,649
Expenses		
Services and programs:		
Medical services	\$ 37,544,395	\$ 31,548,058
Research	762,138	736,143
Public health education	1,013,577	852,867
International outreach	777,844	888,079
Supporting services:		
Management and general	2,533,515	2,252,077
Fund raising	342,963	357,400
Total Expenses	\$ 42,974,432	\$ 36,634,624
Change in Net Assets	\$ (3,525,494)	\$ 2,067,025
TOTAL EXPENSES AND CHANGE IN NET ASSETS	\$ 39,448,938	\$ 38,701,649

ALL EXPENSES





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Chair



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*Medical Director,
Ocular Tissue*



Robert I. Branick, M.D.,
*Medical Director,
Allograft Tissue*

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**International Accredited
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Kosice, Slovakia

International Eye Bank of Prague
Prague, Czech Republic

Santa Lucia International Eye Bank of Manila
Manila, Philippines

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Sharing Members**

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Delhi, India

Ain Shams University Eye Bank
Cairo, Egypt

Cairo University Eye Bank
Cairo, Egypt

Eye Bank Coordination and International
Research Centre
Mumbai, India

International Eye Bank Ankara
Ankara, Turkey

International Eye Bank of Bratislava
Bratislava, Slovakia

Istanbul Medical Faculty Lions Eye Bank
Istanbul, Turkey

Lions International Eye Bank
Bangalore, India

National Eye Bank of Ethiopia
Addis Ababa, Ethiopia

Nepal Eye Bank
Kathmandu, Nepal

Ort-Mohler International Eye Bank
Chittagong, Bangladesh

Rod El Farag Eye Hospital Eye Bank
Cairo, Egypt

Rotary-Aravind International Eye Bank
Madurai, India

Sandhani International Eye Bank
Dhaka, Bangladesh

Warsaw Eye Bank
Warsaw, Poland

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Eye Bank
Beirut, Lebanon

International Eye Bank of Sofia
Sofia, Bulgaria

The Banco de Tejidos de Fundalev
San Salvador, El Salvador

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Beijing, People's Republic of China

Chaim Sheba Medical Center Eye Bank
Tel Hashomer, Israel

Department of Ophthalmology Eye Bank
Chandigarh, India

El-Maghraby Eye Hospital Eye Bank
Jeddah, Saudi Arabia

Elmex Eye Bank
Vadodara, India

Eye Bank Association of India (Institutional Member)
Hyderabad, India

Eye Bank of Greece & Cornea Transplantation Unit
Thessaloniki, Greece

Fu Dan University Eye Bank
Shanghai, People's Republic of China

Ibn El Nafees Hospital Eye Bank
Damascus, Syria

Institute of Ophthalmology and Eye Hospital Eye Bank
Qingdao, People's Republic of China

International Eye Bank of Kaunas
Kaunas, Republic of Lithuania

International Eye Bank of Lublin
Lublin, Poland

International Eye Bank of Mandalay
Union of Myanmar

International Eye Bank Yangon
Union of Myanmar

King Khaled Eye Specialist Hospital Eye Bank
Riyadh, Saudi Arabia

Lions Croatian Eye Bank
Zagreb, Croatia

Lions Eye Bank of Melbourne
East Melbourne, Australia

Singapore Eye Bank
Singapore

Ramayamma Eye Bank
Hyderabad, India

Tarun Mitra Mandal Yuvraj Eye Donation Movement (Institutional Member)
Mumbai, India

Tun Hussein Onn Eye Hospital
Kuala Lumpur, Malaysia

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Slovak Republic

Walter J. Stark, M.D.
United States

Jeff Tabin, M.D.
United States

Samuel Yiu, M.D.
United States

TBI NETWORK EYE BANKS

Connecticut Eye Bank & Visual Research Foundation
New Britain, CT

Doheny Eye & Tissue Transplant Bank
Los Angeles, CA

Lions Eye Bank of District 2T- 1
Amarillo, TX

Lions Eye Bank of North Dakota Inc.
Bismarck, ND

Lions Eye Bank of West Central Ohio
Dayton, OH

Medical Eye Bank of Florida
Orlando, FL

Medical Eye Bank of Maryland
Baltimore, MD

New England Eye & Tissue Transplant Bank
Newton, MA

New Mexico Lions Eye Bank
Albuquerque, NM

Northern California Transplant Bank
San Rafael, CA

San Antonio Eye Bank
San Antonio, TX

TBI National Processing Center
San Rafael, CA

The National Eye Bank Center
Memphis, TN

Other Participating Locations

Alamo Tissue Bank
San Antonio, Texas

California Transplant Donor Network
Oakland, California

Community Tissue Services
Toledo, Ohio

Florida Tissue Services
Pensacola, Florida

Indiana Organ Procurement Organization
Indianapolis, Indiana

Kansas Eye Bank and Cornea Research Center
Wichita, Kansas

Life Alaska Donor Services
Anchorage, Alaska

LifeBanc
Cleveland, OH

Lifeline of Ohio
Columbus, Ohio

Living Legacy Foundation
Baltimore, MD

New England Organ Bank
Newtown, Massachusetts

OneLegacy
Los Angeles, California

RTI Donor Services, Western Division
Dallas, Texas

Washington Regional Transplant Community
Annandale, Virginia

IFETB UPDATE

TBI's International Federation of Eye and Tissue Banks continued to offer help in developing eye and tissue banking programs to countries across the globe in FY2009 and increased its membership. Five new member eye banks joined, including the Sandhani International Eye Bank in Bangladesh as a National Accredited Sharing member. Joining as Provisional members were the Rod El Farag Eye Bank, the Cairo University Eye Bank, and the Ain Shams University International Eye Bank, all in Egypt, and the American University of Beirut International Eye Bank in Lebanon.

EYE BANK OF THE YEAR

The Lions Eye Bank of West Central Ohio was awarded Eye Bank of the Year by Tissue Banks International for FY2009. The eye bank successfully grew their number of donors through strong hospital development programs and collaborating with other regional eye and tissue banking programs. "The team in Dayton continues to shine by exceeding goals in all areas of operations and by successfully working to build a strong presence in their community and throughout the state of Ohio," said Jerry Cole, President and CEO of TBI.

Congratulations to the staff and board for their achievement!





TBI/Tissue Banks International

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