Blood donors are angels, pure and simple. And they prove time and time again that it truly is a wonderful life. Thank you, blood donors. Without blood from blood donors like you, I wouldn’t be able to tell my story and say “thank you” to those blood anonymous blood donors who helped give me a “second life”! There is no way to really express my gratitude, but from the bottom of my heart, I am forever grateful to every single person who gave the blood I needed for my recovery and those who pray for me at times of need! What goes around comes around and we will never know the person who gave the gift of blood — the greatest possible gift. I owe my life to others by giving blood. Today, to all of you who continue to donate, my fervent gratitude and admiration — don’t ever forget that each time you donate, you do save lives. If we hadn’t had blood products to help him, I fear he would not begin to express how grateful our family is to everyone with donors. I was able to graduate college, see my wedding day, and I plan to donate for as long as I am eligible and I hope to save lives. I owe my life to blood donors because they are true heroes to kids like me. I just felt I had to celebrate my life. I would have never thought that I would have a husband! I see donation as an opportunity to save a life — 2 years ago today. Thanks to the generosity of blood donors, today I am a healthy and happy 2-year-old. I cannot begin to express my gratitude. Thank you blood donors — because of you, life is truly precious. Thank you for saving someone’s life, mine included.
This year’s cover is our way of saying thank you to blood donors and recipients. It features the faces of individuals that shared their inspirational stories at ThankADonor (www.thanksdonor.com), our online community that offers blood transfusion recipients the chance to connect with blood donors.

We invite you to join the conversation

**Thank**
One donation has the ability to save three lives, thank the donors whose generosity makes the ultimate difference.

**Share**
Every day approximately 40,000 pints of blood are needed, each of those pints has a story to tell, share them here.

**Inspire**
Fewer than one in 10 people donate blood. Inspire others to give as they’re able. Each of us has blood, many are able to give it, few do. Help change that.

**Connect**
One out of every seven people entering a hospital will require blood, connect with many of the millions of people impacted by the generosity of blood donors.
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(current as of October 2011)

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Indiana Blood Center
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Memorial Blood Centers
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Jeroen de Wit – EBA Liaison
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Charlotte, N.C.

Dirk Johnson, MBA
BloodSource
Mather, Calif.

William Reed, MBA, SPHR
Kentucky Blood Center
Lexington, Ky.

Susan Rossmann, MD, PhD
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Michelle Stefan – ex officio
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Mack C. Benton, MJ
Manager, Communications

Miriam Bolaños
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Tammy Burkhardt
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Director, Marketing & Member Services

Lula Jembere
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Robert Kapler
Director, Government Relations

Kellie Kerr
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Betty Klinck
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Director, Quality Services

Michael L. Mechling
Manager, Data Administration

Leslie Norwood
Coordinator, SMTQ & Regulatory Services

Lolita Norwood
Manager, Office Administration

Abbey Nunes
Coordinator, Member Services

Ruth Sylvester, MS, MT(ASCP)SBB
Director, Regulatory Services

Trudy Thompson
Manager, General Accounting
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(current as of October 2011)

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Vice President of Marketing & Donor Recruitment
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Bart Fisher
Law Office of Bart S. Fisher
Give Life Foundation

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The Blood Connection, Inc.

Sean Hayes
Chief Business Development Officer
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Héma-Québec

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The Agency Inside Harte-Hanks

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President and Chief Ambassador

Matt J. Granato, LLM, MBA
Director, Operations

Tammy Burkhardt
Development Assistant

William Coenen
Chief Financial Officer

Trudy Thompson
Manager, General Accounting

Thanks to the generosity of blood donors today I am a healthy and active 8 year-old who loves going to the zoo.
-Alicia S.
A Joint Letter from the President and the CEO

Good organizations understand what their customers value most.

Two years ago, America’s Blood Centers conducted an in-depth survey of its members. This survey included responses and feedback from blood center executives, managers and supervisors, many of whom interact with our programs daily. We learned that America’s Blood Centers was doing very well meeting member expectations and needs. While member blood center executives rely on us for national leadership, information, and advocacy, their staff valued and depended upon the networking opportunities and resources provided by America’s Blood Centers to help them daily. In other words, we are not only a classic trade association representing independent blood centers, but a multi-faceted alliance of blood center doctors, donor recruiters, technologists, financial officers, public relations, donor care, quality, hospital services, human resources, disaster preparedness, and government affairs professionals.

Member volunteers and America’s Blood Centers’ staff sifted through literally reams of survey findings to form our core values. These four basic but powerful concepts are: Innovation, Data Integration, Education and Advocacy. Coupled with this organization’s nearly 50-year mission “to help blood centers serve their community,” these values can always be applied regardless of new changes and challenges that constantly arise within this industry, from assuring blood safety in the face of new threats, an adequate supply to support an aging population, or figuring out the role for blood centers in a rapidly evolving healthcare environment. The emergence of our core values clearly defines America’s Blood Centers’ role with its members.

In these challenging times for blood centers, when the recession and decline in health insurance coverage reversed decades of growth in demand for blood components, growth can often mask cost increases. A decline in blood demand, while hospitals and competition ratchet down prices, leaves blood centers scrambling to find ways to lower costs while adding value. “Community” gets redefined and organizations tend to become more internally focused, exploring potential partnerships to cope with the challenges.

As the U.S. healthcare delivery system gets restructured, all developed countries are dealing with an aging population that demands a high quality of care. Today’s reality for blood centers is preparing for the expected (or possible) increase in demand for services from hospitals and products for their patients at a time when their market has declined and cost pressures increase.

America’s Blood Centers pivoted in 2010 to focus its core values on that changing environment, providing new tools and innovations such as Appropriate Inventory Management (AIM), our hospital inventory management and clinical benchmarking software. After four years of planning and development, the member-driven Data Warehouse became a reality. It already houses close to 2,000 different data points from donor to patient, vein-to-vein, from 33 percent of our member collections.

We developed several educational tools to help better understand the changes in healthcare and the current competitive market to assist our members in turning uncertainty into a focus on how to thrive amid change. America’s Blood Centers continues to increase advocacy efforts, and with the help of regulators, works to find ways to ease access to innovations in medical devices and blood testing along with needed procedural changes.

While America’s Blood Centers’ focus remains on “today,” we will not lose sight of tomorrow and the need to support our members with influence, innovation, and the evaluation of future markets. Indeed, many things to juggle at once, but by focusing on our core values, together we can move mountains.

A Joint Letter from the President and the CEO

Jim MacPherson

Thomas A. Schallert
Staff Anniversaries
FY 2010-11 (April 1, 2010 – March 31, 2011)

5 Years
Mack C. Benton, MJ
Manager, Communications

Ruth Sylvester
Director, Regulatory Services

10 Years
Celso Bianco, MD
Executive Vice President

Max’s story
Our son Max loves to fly. By age 6 he had already helped fly a 6-seater Cessna. He is a very active young man and loves to go swimming, ride his bike, and play with his brother Zach and our dog Buster. It’s hard to believe that five years ago Max was diagnosed with Acute Lymphoblastic Leukemia. In his young life, he has been in the hospital 13 times and received 16 blood transfusions. Thanks to the generosity of blood donors Max is having fun in the third grade.

View Max’s story.
AIM (Appropriate Inventory Management)

AIM software tracks blood utilization and provides patient outcome analyses through vein-to-vein monitoring of the blood products by both hospitals and the blood centers. It continues to allow America’s Blood Centers’ members to provide value to their hospitals by aiding in inventory management. This reduces costs for hospitals, while providing appropriate patient care. The AIM Module I software is now fully implemented within 21 blood centers. A total of 27 blood centers have completed agreements to participate.

Module II is available to all hospitals once they are activated in the Module I software. Its database includes 12 hospitals used for beta testing. The Module II initiative is underway with multiple hospital systems, including Hospital Corporation of America, the largest hospital system.

AIM was the first national database of information that allowed blood centers to provide hospitals with individualized laboratory, donor, and patient data; as well as local, regional, and national data for benchmarking against best practices.

Health Level 7 (HL7) Project

America’s Blood Centers hosted weekly and biweekly meetings for a special committee tasked with developing a software interface standard for blood centers. The interface standard, if implemented, could lead to greater interoperability and innovation in blood center information systems, as well as cost savings and enhanced protections for transfusion recipients. The HL7 Working Group of HL7 International has given preapproval status to the America’s Blood Center’s HL7 Special Interest Group’s implementation guide for phase 1 of the blood banking HL7 project. The project is expected to have full approval in the fall of 2011.

Innovation

Our Core Values
Our Core Values

Data Integration

Data Warehouse
The Data Warehouse provides our members with centralized data storage and the ability to benchmark to determine best practices using standardized data elements and definitions. For the donor project, blood centers participate with the provision of data via automatic data loads (ADL). Sixteen blood centers are currently providing ADL data with three additional in the testing phase.

Benchmarking
The Quality Benchmarking Committee continues to lead the charge in the area of benchmarking. The group has honed data element definitions, collected and analyzed nine quarters of data and is on the threshold of identifying best performers.

Cell Therapies Survey
In fall 2010, staff conducted an extensive survey about its members’ activities and interests related to Cell Therapies and Tissue Services (CTT). The survey asked participants about many aspects of their current CTT activities, the services America’s Blood Centers might provide to them, and CTT activities they may want to add in the future.

Tier Two Executive Compensation Survey
America’s Blood Centers conducts an annual comprehensive Executive Compensation Survey that includes CEOs, COOs and medical directors. The Tier Two Executive Compensation Survey was developed by the Human Resources Committee for key upper management positions that were not covered in the Executive Compensation Survey. The survey results were released to more than 50 participating America’s Blood Centers’ members.

The value of both the Executive Compensation and the Tier Two surveys are even clearer today. These survey reports can be used to answer Question 15 of the redesigned IRS Form 990, Part VI, Section B, Policies, which asks if your organization’s process for review and approval of the CEO and top management/key employees’ compensation includes reviewing comparable data.

2010 HR Benefits and Metrics Survey
Released in July 2010, this survey included comprehensive benchmarking data on benefits and staffing metrics. Survey results were released to more than 40 participating America’s Blood Centers members.
Workshops

America’s Blood Centers’ staff coordinated the development of programs for the Scientific, Medical, Technical (SMT) Forum and Medical Directors’ workshops at the Interim Meeting in Chicago, the SMT Forum and joint Science Meets Operations for the 2011 Annual Meeting in Washington, D.C., as well as the Joint Technical/Lab Directors/Quality Workshop in Bloomington, Minn.

This year’s Fund Development, Communications and Donor Recruitment Workshop took place in Orlando, Florida as host Florida’s Blood Centers welcomed 96 participants from 36 America’s Blood Centers’ member centers to four days of learning and networking. This was the second year that the workshop focused on three different disciplines from within the blood center: Fund Development, Communications and Donor Recruitment. Workshop topics included programs and initiatives foundations like to fund, fundraising tips from the Be The Match Foundation, the role of PR and marketing in fundraising, social media, responding to the media, using testimonials and ambassadors to support the blood center’s mission, building relationships with the corporate community, hospital rebates, and effective incentive programs.

Since 2002, the ABC Human Resources Committee has planned and organized biennial workshops that focus on HR best practices and programs that are unique to blood banking, as well as those that are common throughout all industries and organizations. The 2010 Human Resources Workshop: Keys to a High Performance Culture held in Las Vegas was attended by more than 50 registrants. In addition to its peer-networking value, the workshop addressed topics regarding employee engagement, talent management, linking compensation to strategic goals, employment law trends and more.

Webinars

The SMT Journal Club held three webinars focused on the presentation and discussion of current medical literature, while the Quality Education Committee organized and conducted four webinars which provided educational opportunities for over 900 participants.

Additionally, America’s Blood Centers hosted four CTT webinars. Government Relations staff held a webinar in January 2011 on the need for inclusion of blood centers in medical malpractice reform legislation.

The Human Resources Steering Committee hosted two webinars on affirmative action plans and total rewards in the healthcare industry.

America’s Blood Centers’ Communications Committee and Donor Recruitment Committee jointly hosted four webinars on key issues affecting donor recruitment and communications staff, such as CNN iReport (May 2010), a social media tool that blood centers can use to report on what is happening in their local community; FABC Grant recipients (August 2010), which reviewed projects and programs created by member blood centers with grant monies received from the Foundation for America’s Blood Centers; Social Media Policies (February 2011), which discussed both the Human Resources and Communications side of employees using social media in the workplace; and World Blood Donor Day (March 2011), discussing the 2011 Nexcare give program.

Our Core Values

Education
Our Core Values

Education

My Blood, Your Blood

The My Blood, Your Blood program has been widely adopted by America’s Blood Centers’ members since its launch 11 years ago. From April 2010 through March 2011, America’s Blood Centers distributed over 600 programs in the U.S. and various countries throughout the world including Mexico, Italy, Peru and New Zealand. America’s Blood Centers also distributed and garnered interest for the program at the national and regional National Science Teachers Association conferences in Baltimore and San Francisco.

The My Blood, Your Blood program is made possible by the commitment and financial support of the Foundation for America’s Blood Centers.

Member Employee Training and Development Committee

A new America’s Blood Centers’ Member Employee Training and Development Committee was formed with the purpose of providing an avenue to share experiences and techniques vital to the enhancement of America’s Blood Centers’ member blood center staffs.

Cellular Therapies and Tissues Services (CTT)

A CTT Section formed in June 2010. It addresses member blood centers’ needs in the areas of marrow and peripheral blood stem cell donor recruitment, stem cell and cord blood collection, and processing and member tissue services. The section has a steering committee to guide activities in this area.

America’s Blood Centers Newsletter

Staff produced 46 issues of the America’s Blood Centers’ Newsletter, the flagship publication of our organization and the weekly news and educational resource of the blood community. In the past year, the popular “Blue Platelet Special” column by the president and chief ambassador of the Foundation for America’s Blood Centers, Lauren Larsen was added to the publication.

49th Interim Meeting

America’s Blood Centers’ Interim Meeting took place in Chicago and was hosted by Institute for Transfusion Medicine. It featured sessions on MSM and xenotropic murine leukemia virus-related virus (XMRV). The meeting also included an Executive Leadership Forum focused on opportunities and approaches for member blood centers to collaborate and the role of blood in the supply chain from the perspective of both hospitals and blood centers.

49th Annual Meeting

This year’s Annual Meeting took place in Washington D.C. Participants heard presentations from a variety of speakers on XMRV, data from the 2009 HHS National Blood Collection and Utilization Survey, and a keynote address from Howard Koh, MD, the Assistant Secretary for Health at HHS. The meeting culminated with the 14th Annual Awards of Excellence ceremony.

Today I am alive due to the gifts from blood donors and unknown organ donors. I have a second chance.

-Nadia B.
Our Core Values

Advocacy

Cell Therapy Association (CTA)

In February 2011, America’s Blood Centers announced the formation of a CTA. Partnering with the National Marrow Donor Program and the European Blood Alliance in this CTA, the association will be composed primarily of non-profit blood centers and transplant centers/hospitals involved in providing lifesaving cell therapies to patients. Additionally, a new CTA Listserv launched.

H.R.5

With the help of our members, we successfully obtained a pledge from the general counsel of the House Energy and Commerce Committee to insert language benefitting blood centers into a legislative report that will accompany a medical malpractice liability reform bill, H.R.5. The language will stipulate that it is the intent of Congress that blood centers should benefit from protections contained in the bill the same as doctors and hospitals.

Legislative Day

Representatives of 22 member blood centers attended 35 meetings on Capitol Hill on Legislative Day, March 22, 2011, during our Annual Meeting. America’s Blood Centers provided packets of educational and advocacy materials, including talking points that described our legislative priorities.

Form 1099

America’s Blood Centers’ staff worked to oppose a federally mandated expansion of the IRS’ Form 1099 reporting requirement. Members sent letters, talking points, and e-mails to their representatives, joining members of many other associations in opposing this initiative, which was repealed.

Scientific, Medical, Technical, Quality and Regulatory

America’s Blood Centers continued to participate in various Interorganizational Task Forces, AABB Committees, Pharma Conferences, the FDA Blood Product Advisory Committee (Celso Blanco, MD serves as the Industry Representative), and the Health and Human Services Advisory Committee on Blood Safety and Availability. We advocated to modify malaria deferrals, approve “concurrent plasma,” identify alternative, less burdensome statistical plans for product quality control, as well as improve FDA’s submission response times.

FDA Draft Guidances on HIV/Hepatitis C Virus (HCV) Nucleic Acid Testing, Trypanosoma cruzi, Pandemic Flu, HCV Lookback, and Leukoreduction as well as the FDA’s Compliance Program Guidance, Chapter 42, Annual FDA Error Report Summary and the Compliance Program Guidance Manual for Imported HCT/Ps were reviewed and comments submitted on behalf of the membership. America’s Blood Centers worked with the apheresis industry to establish standardized connectors between solutions (saline and anticoagulants) and the apheresis kits to mitigate the risk of administering the incorrect solution and increase apheresis donor safety. Staff presented at a Nuclear Regulatory Commission workshop advocating not to further increase requirements for background checks of personnel related to Cesium 125 irradiators and coordinated with our member blood centers on the implementation of additional Transportation Security Administration directed security requirements for blood shipments on airlines.
Our Core Values

Advocacy

Outstanding Corporate Citizen Award

In recognition of their exceptional support of blood donation with many blood centers across the country, America's Blood Centers recognized Nationwide Insurance as an Outstanding Corporate Citizen at the 14th Annual Awards of Excellence Banquet, which was held in March 2011 in Washington, D.C. Nationwide partners with community blood donation organizations in 34 communities and in 2010 Nationwide employees donated nearly 17,000 units of blood.

America’s Blood Centers’ corporate program was designed to recognize businesses that are socially responsible and understand that being part of a local community is about more than providing jobs – it is also about creating a better and healthier community. To receive the seal of Outstanding Corporate Citizen, companies must pledge to become a blood donation advocate by committing to conduct blood drives in partnership with America’s Blood Centers’ members in the communities in which the company operates.

National Cesar E. Chavez Blood Drive Challenge

America’s Blood Centers partnered with the College Assistance Migrant Program Alumni Association (CAMPPA) for their 3rd annual National Cesar E. Chavez Blood Drive Challenge. The nationwide campaign, set to encourage students – especially of Hispanic/Latino descent – to promote health education, health and science careers, and saving lives, achieved record numbers with over 15,000 donors registered and over 12,500 total units collected. Of those donors, over 5,000 were of Hispanic/Latino descent (39 percent of collections) and 4,690 (32.8 percent) were first time donors.
Our Core Values

Advocacy

“3 Lives”

America’s blood Centers partnered with Remington College for a series of blood drives held at Remington College campuses across the country. The campaign, entitled “3 Lives” because as many as three lives can be saved for every pint of blood donated, focused on the need for minority donors, especially African-Americans.

Over the course of the year, the “3 Lives” campaign collected 2,605 pints of blood, exceeding its original goal of 2,500. Because of this great achievement, Remington College was honored at the 14th Annual Awards of Excellence banquet as America’s Blood Centers’ first-ever National Partner of the Year.

Life across America 2010

Larry Frederick, blood donation recipient and long-time advocate, completed Life across America 2010, a summer-long initiative aimed at raising awareness of the need for blood donation. Throughout the two phases of this awareness campaign: Phase I, a 52-day bike ride across the country from California to New Hampshire, and Phase II, a driving tour back across the country stopping at 40 community blood centers, Larry met with staff, community representatives, donors, recipients and law enforcement officers. He gave lectures, shook hands, and conducted numerous television, radio and print interviews, garnering notable media recognition for both his campaign and the cause. The Life across America campaign also raised $8,000 for the Foundation for America’s Blood Centers.

Humor Me PSA Contest

America’s Blood Centers and the Foundation for America’s Blood Centers co-sponsored “Humor Me,” a video PSA production contest in which high schools partnered with their local community blood centers to produce a video centered on the theme “I give blood because...”. Out of 15 entries received, Las Plumas High School and partner blood center BloodSource were selected to receive the first-place prize: a $1,500 one-time award for the school and a $1,500 award to enhance school donor recruitment and retention efforts for the blood center. The winning entry had judges laughing the most with their creative Charlie Chaplin blood donation spoof.
Our Core Values

Advocacy

Media Relations

America’s Blood Centers distributed seven press releases during the year. Staff and spokespersons conducted numerous interviews, while assisting the following print and broadcast media outlets:

- AARP The Magazine
- ABCNews.com
- ADVANCE for Medical Laboratory Professionals
- Amarillo Globe-News
- Associated Press
- The Atlanta Journal-Constitution
- The Australian
- Better Homes and Gardens
- BusinessWeek
- CBS News
- Central Florida News 13
- CNNMoney
- CNNRadio
- Dow Jones Newswires
- FDA Week
- Harvard Heart Letter
- Healthcare Informatics
- Healthcare IT News
- Health News Florida
- Los Angeles Times
- LiveScience.com
- Miami Herald
- Montreal en santé
- MSNBC.com
- National Public Radio
- The New York Times
- Northwest Arkansas Times
- Orlando Sentinel
- Parenting
- Patch.com
- Pittsburgh Post Gazette
- Public Broadcasting Service’s Need to Know
- Reuters
- St. Petersburg Times (St. Petersburg, Fla.)
- Sun Sentinel
- Tampa Bay Business Journal
- The Tampa Tribune
- USA TODAY
- The Wall Street Journal Radio
- WAMU 88.5FM American University

These articles covered a variety of topics including:

- AIM
- Behavioral Based Donor Deferrals
- Blood-borne Diseases
- Blood Management
- Blood Shortages
- Donor Incentives
- Economy’s Impact on Blood Donations
- Executive Compensation
- National Blood Donor Month
- Old Blood vs. Fresh Blood
- Paid Plasma Donations
- Safety of the Blood Supply
- Service Fees
- Variant Creutzfeld-Jakob Disease Donor Deferrals
- World Blood Donor Day

Though he doesn’t know anyone that ever needed blood he says donating blood is a good thing to do because it directly saves lives. -Adam F.
Our Core Values

Advocacy

Social Media

With guidance from our members, we expanded our presence in the world of social media. America’s Blood Centers can now be found on the following platforms:

www.facebook.com/americasbloodcenters
www.twitter.com/americasblood
www.linkedin.com/company/americas-blood-center

Please feel free to “Like,” “Follow,” or “Connect” with us at anytime!

World Blood Donor Day

Nexcare and participating members of America’s Blood Centers distributed nearly 1 million free bandages in celebration of World Blood Donor Day 2010. The campaign received more than 58 million media impressions from television, online, newspapers, magazines, and radio stations nationwide. Nexcare’s microsite received over 115,000 visitors during the campaign period, as Nexcare contributed $10,000 to the Foundation for America’s Blood Centers as well. Additionally, a few of our member blood centers formed human drops to commemorate this day and thank blood donors.
Meghan's story

I received 987 units of blood products when I was nineteen years old. During my second year of college I suddenly started gaining weight and then was told that my kidneys were not working correctly. Once I was admitted to the hospital I was diagnosed with TTP/HUS (Thrombotic Thrombocytopenic Purpura/Hemolytic Uremic Syndrome). This meant that I needed to receive regular plasmapheresis treatments in addition to dialysis. In the midst of all the treatments and all the medications what kept me alive was the blood red blood cell transfusions and the strength I needed to fight. Because of blood donors I was able to graduate college, see my wedding day, and I now dream of having a family of my own. I can never sing enough praises to blood donors!
14th Annual Awards of Excellence Recipients

This year, America’s Blood Centers honored the nation’s top organizations and individuals for promoting volunteer blood donation and awareness of the everyday need for blood. Corporations, civic groups, media, and individuals received acclaim for saving lives through blood donation and for supporting non-profit, community-based blood programs at the Awards of Excellence ceremony that took place at America’s Blood Centers Annual Meeting in Arlington, Va.

Most Creative Blood Drive Awards
Scottsdale Insurance Company
Nominated by United Blood Services (Scottsdale, Ariz.)

Most Productive Blood Drive Award
South Texas Vocational Technical Institute
Nominated by Coastal Bend Blood Center

Jeff Borne, Eerie Ventures, LLC
Nominated by The Blood Center (New Orleans, La.)

University Athletic Association
Nominated by LifeSouth Community Blood Centers

School Blood Drive Award
Little Miami High School
Nominated by Hoxworth Blood Center

Media of the Year Award
Clear Channel Radio – Huntsville, Ala.
Nominated by LifeSouth Community Blood Centers
Corporation of the Year Award
Kia AutoSport – Pensacola, Fla.
Nominated by Northwest Florida Blood Services
(a division of Florida Blood Services)

Larry Frederick Award
Clyde Parazine
Nominated by Northwest Florida Blood Services
(a division of Florida Blood Services)

Outstanding Humanitarian Service Award
Sharing Faith, Sharing Life
Nominated by Central Blood Bank
(a division of The Institute for Transfusion Medicine)

Outstanding Corporate Citizen Award
Nationwide®

National Partner of the Year Award
Remington College

Thomas F. Zuck Lifetime Achievement Award
Louis M. Katz, M.D.
Nominated by Carter BloodCare

President’s Award
Extraordinary Service to Members
Jim MacPherson
The Foundation for America’s Blood Centers

A Note from the President and Chief Ambassador

This fiscal year brought many changes for the Foundation for America’s Blood Centers, mostly prompted by a rough couple of years of being hit hard by the recession. The opportunity inherent in tough times, however, is a willingness to try new things. And try new things we did! Some worked, and some were, well, “learning experiences.”

Once dependent on people, blood centers and companies within the industry as our sole means of financial support, the FABC is making strides in its effort to move into the mainstream. And why shouldn’t we? Life-saving blood transfusions represent a vital cause that impacts 100 percent of the population, either directly or indirectly. Unfortunately, it’s also a cause that is often taken for granted by anyone not already involved in ensuring a safe and adequate blood supply. In a sense, we’re “always the bridesmaid, never the bride.” In other words, it’s the reasons people need blood cancer treatments, trauma or burn care, organ transplantation, sickle cell, etc. that garner the majority of attention and financial support. Blood, however, plays a critical role in supporting patients dealing with all of these medical challenges. That’s our job and we do it with pleasure. But just because we’re a bridesmaid, doesn’t mean we can’t wrangle up a bit more attention and funding to advance our mission. And hey, there’s nothing wrong with having a bit of fun along the way.

So look for a more public FABC in the coming years, one that strives to reach the mainstream in ways that are meaningful, high-impact, and, yes, fun!

Be well,

Lauren Larsen
President and Chief Ambassador
The Foundation for America’s Blood Centers
Expansion and Diversification of Board of Directors

With the goal of building a fundraising board and diversifying the pool of knowledge, expertise, and access to resources, the Foundation began rolling out a plan to expand its Board of Directors beyond the traditional blood banking board. With the understanding that “it takes more than blood to save lives with blood,” experts in the field of communications, marketing, business entrepreneurship, and finance began joining the board in fiscal year 2011. The Foundation welcomed Lori Marcus, a vice president with the PepsiCo world headquarters, to help us develop our consumer approaches to public outreach. Theresa Ragozine, a vice president with Johnson & Johnson, came on board to share her expertise with global corporate blood drive programs. David Burk, a senior vice president at Fleishman-Hillard, a global leader in public affairs, also joined the Board, and brings years of digital marketing expertise. Lori Phoenix, director of creative operations with The Agency Inside Harte-Hanks, has worked with numerous pharmaceutical and consumer healthcare companies and will lead the Foundation’s branding efforts. And our newest board member is Sean Hayes, chief business development officer for RpmOne and a successful entrepreneur. Our non-blood banking board members immediately added value by bringing the Foundation to their respective agencies as pro bono clients or hosting fundraisers in support of the Foundation’s mission.

Text2Give Program Launched

As part of the expansion of initiatives to make it easier for contributors to find and give to the Foundation, the FABC launched a text messaging giving program which allows the public to text the word BLOOD to 85944 to donate $5 (now $10) to the FABC via mobile phones. The FABC contracted with MobileCause, a leader in text messaging giving, for the ability to collect funds over the airwaves. Mobile texting is a major source of funds for many non-profits, and it is literally only a fingertip away from the next contributor. The Foundation board recognized the importance of this field and instructed the staff to venture into it. It also allows the Foundation to launch a campaign in an instant when a major event or disaster occurs, where America’s Blood Centers’ members may be affected or working to assist the victims.

Laughing Matters Pilot Launched

Although the actual event did not happen until a few days after the end of the fiscal year, the Foundation, in cooperation with member BloodSource, was busy planning and rolling out the pilot for a one-of-a-kind event with the tag line of “Laugh ‘til it helps!” “Laughing Matters” was the brain child of Lynn Stobener, a BloodSource employee and amateur stand-up comedian. With the full support of BloodSource CEO and FABC board member Mike Fuller, the Foundation and BloodSource began working on the event to take place in Sacramento, Calif., featuring known comedians Jack Gallagher and Dave Coulier. The pilot was set to establish a template event that could become a model for other ABC members interested in partnering with the Foundation to achieve three major goals: 1) raise money, 2) increase awareness of the Foundation’s mission and the member’s work in the community, and 3) build closer ties in the blood center’s community by selecting a local co-beneficiary of the night’s proceeds. In this case, BloodSource chose to donate its share of the proceeds to the UC Davis Children’s Hospital Pediatric Intensive Care Unit, which was being expanded so that more patients can receive care in a family-centered environment. With the event, the Foundation raised $35,000.
Inaugural \textit{Links for Life} Golf Tournament a Success

In cooperation with The Institute for Transfusion Medicine (ITxM), the FABC launched its first fundraising golf tournament appropriately named \textit{Links for Life}. The tournament took place on Monday, August 30, 2010, at the Fox Chapel course in Pittsburgh. Blood center executives, transfusion medicine suppliers, vendors and PGA tour players “D.A.” Points and Jarrod Lyle, converged to golf and raise much needed funds to support blood donation. Foursomes consisted of a mix of blood center executives and medical directors, as well as industry executives, who sponsored the tournament. The event was a success, and raised the bar high, netting over $76,000 for the Foundation. Carter BloodCare took the baton and was the host of this year’s tournament on October 4th in Dallas.

\begin{table}[h]
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\begin{tabular}{|l|l|}
\hline
\textbf{2010 Links for Life Sponsorships} & \\
\hline
\textbf{Accessory Sponsors ($10,000-$15,000)} & \\
Baxter Credit Union (PSCU Financial Services) & \\
The Institute for Transfusion Medicine & \\
Roche Diagnostics & \\
UPMC Healthcare & \\
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\textbf{Foursome Sponsors ($5,000)} & \\
Amcom Office Systems & Master Control \\
BIO-key International Inc & Mediware Information Systems \\
CSL Plasma Inc. & Pall Corporation \\
Dollar Bank & PWCampbell \\
Fenwal Inc. & Terumo Medical Corp \\
Group Services for ABC & Triad \\
Haemonetics Corporation & Westside Mechanical Design/Build LLC \\
HemoCue Inc. & Xerox \\
Incept & \\
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\textbf{Kickoff Dinner Sponsor} & \\
CaridianBCT & \\
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\textbf{Donations} & \\
3D & \\
Deloitte & \\
Litlter Mendelson & \\
Summit Optimization Group LLC & \\
Yanni Partners, a division of GBS Inc. & \\
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Global Leadership Initiative

After careful consideration and much deliberation, the FABC board agreed to provide small amounts of funding to members of America’s Blood Centers assisting our international partners in areas hit by disasters (the Japan tsunami, the Haiti earthquake, etc.) or in areas where blood services are underdeveloped and in need of infrastructure, expertise and equipment. Since then, the Foundation has been raising funds to support the Safe Blood Africa Project, an initiative started by the Rotary Club of Carmel Valley, working together with four California-based not-for-profit blood centers to help bring safe blood programs to Nigeria. Dumbfounded when they learned of needless deaths because safe blood was simply not available, professionals from BloodSource (Sacramento), Northern California Community Blood Bank (Eureka), Blood Bank of the Redwoods (Santa Rosa), and Stanford Blood Center stepped up to save lives. Three of these blood centers are members of America’s Blood Centers.

Through various campaigns, including Expression vineyard’s “Case for a Cause” (percent of sales donation), Lauren Larsen’s ZuZu’s Petals (book royalties donations) and her 49th birthday fundraising campaign, the FABC raised more than $20,000 for this initiative.

Similarly, board member Sean Hayes launched a benefit concert to aid victims of the earthquake that devastated the island-nation of Haiti in 2010. The concert took place in Orlando, and featured the popular rock band, Plain White T’s, whose lead singer became a blood recipient after a car accident as a teenager. Proceeds will be granted to members of America’s Blood Centers who have a track record of supporting the rebuilding and improvement of blood services in Haiti, as part of the FABC’s new Global Leadership Initiative.

Finally, the FABC began accepting text donations to aid blood services in Japan, after a large area of that country was hit by an earthquake and subsequent tsunami. Funds raised by the text messaging program during that time were donated to Oklahoma Blood Institute, which has committed to aiding its Japanese counterparts.

Saving Grace: A Night of Hope and Gratitude

Another first for the Foundation this year was the planning and rollout of Saving Grace: A Night of Hope and Gratitude, a gala benefit that will be hosted by the FABC and the Preeclampsia Foundation on November 12, 2011, in New York City. The Foundation decided to pair up with an affinity organization for its first public gala, and the Preeclampsia Foundation is a perfect partner because of the devastating impact of preeclampsia on the lives of women and babies worldwide, many of whom require life-saving blood transfusions. Despite being one of the oldest diseases on record, this pregnancy-related disorder remains a leading cause of maternal-fetal death around the world, claiming the lives of more than 76,000 women and half a million babies each year. The Saving Grace dinner gala is an opportunity for these two complementary non-profit foundations to collaborate in order to raise awareness of the disorder and the life-saving role that blood donors play, as well as raise much-needed funding for our respective programs. The gala will also serve as a model for the Foundation to pair with a different affinity organization each year to bring attention to the illnesses that require blood transfusions to survive. Johnson & Johnson and Ortho Clinical Diagnostics have signed on as presenting sponsors. Much of fiscal year 2011 was dedicated to coordinating with the Preeclampsia Foundation, building a strong gala committee, securing sponsors and planning a night to be remembered. We invite everyone who cares about saving the lives of new moms and babies through transfusion medicine to join us on November 12, 2011.
Volunteer of the Year

With a small staff and even smaller resources, the FABC relies on its committed volunteers to do a lot of the work. Among them, one stood out so much that it was appropriate to launch the Volunteer of the Year award and present it to Andrea Hayes. Ms. Hayes, a self-proclaimed *Twilight* fanatic and mother of Brooke, who received blood when she was born, has been an enthusiastic contributor to the Foundation, hosting several *Twilight* events and parties throughout the Orlando area as well as New Jersey. Her events are fun and engaging, and bring the compassion out of *Twilight* fans, who step up and contribute to the Foundation. Ms. Hayes’ activities have netted over $5,000 for the Foundation. We can’t wait for her next fang raiser!

Shave it or Save it

Who would have thought that blood bankers could be this much fun? Apparently, neither did they, until someone suggested shaving recognized blood banking personality Dr. Lou Katz’ beard for charity. After months of suspense and bids from the blood banking community to “Shave it” or “Save it,” Lauren Larsen revealed the outcome of the campaign at the August, 2010, ABC Interim Meeting in Chicago. Ms. Larsen launched the fundraising program in March 2010, during which contributors to the FABC could vote to either save or shave the beard of Dr. Katz. As long as $100,000 was raised between then and the Interim Meeting, Dr. Katz was willing to part with his beard – unless the supporters of his hairiness were more generous. As it turns out, total donations were more than $107,000 and the “Shavers” won by more than $14,000 over the “Savers,” so Dr. Katz stepped up to the old fashioned barber’s chair. The moment has been immortalized and can be relived at http://bit.ly/loushavin.

Contribute

To make a contribution to the FABC, go to: www.theFABC.org
Dean’s story

Wonderful blood donors gave me and my family a priceless gift - four more years of life! My 18-year-old daughter Jennifer was diagnosed with a deadly form of leukemia in her senior year of high school. A standout athlete and Division 1 softball prospect, she would require massive amounts of chemotherapy to fight the disease. As a result, the chemo wiped out her body’s ability to make blood and she would need several hundred donations of blood and blood products just to survive week to week. For the next four years, blood donors literally kept her alive as she fought a valiant fight for her life.

She also became the spokesperson for her local blood center to help get out the message of how important blood donation is. After four years, Jenny lost her battle with the disease but the fact that blood donors gave her the chance to fight while doctors looked for a cure was a blessing and gift to us. Thank you blood donors for the lifetime of MEMORIES that this father will cherish because of those four years that you gave us.

View Dean’s story
# Our Contributors – FY 2011 (April 1, 2010 – March 31, 2011)

**America's Blood Centers' Members**
- Fulfilling Pledges

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**Corporations Fulfilling Pledges**

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**Corporations**

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**Foundations**

- Littler Mendelson Foundation
- Pepsico Foundation
- Silicon Valley Community Foundation

**Individuals - $100+**

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<td>Claire Chow</td>
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<td>Erin M. Foley</td>
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<td>Susan Forbes</td>
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<td>Lisa Francella</td>
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<td>Michael Fuller</td>
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<td>Linda Gallo</td>
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</table>
Members of America’s Blood Centers

**CANADA**
Héma-Québec  
4045 Côte Vertu Blvd  
Saint-Laurent, Québec H4R 2W7  
(514) 832-5000  
(514) 832-1025 (fax)  
www.hema-quebec.qc.ca

**UNITED STATES**

**Alaska**  
Blood Bank of Alaska  
4000 Laurel St  
Anchorage, AK 99508-6312  
(907) 222-5600  
(907) 563-1371 (fax)  
www.bloodbankofalaska.org

**Arizona**  
Blood Systems  
6210 E Oak St [85257-1104]  
PO Box 1867  
Scottsdale, AZ 85252-1867  
(480) 946-4201  
(480) 675-5767 (fax)  
www.bloodsystems.org

**California**  
Blood Centers of the Pacific  
270 Masonic Ave  
San Francisco, CA 94118-4496  
(415) 567-6400  
(415) 921-6430 (fax)  
www.bloodcenters.org

<table>
<thead>
<tr>
<th>BloodSource</th>
<th>Northern California Community Blood Bank</th>
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</table>
| 10536 Peter A McCuen Blvd  
Mather, CA 95655-4128  
(916) 456-1500  
(916) 366-0798 (fax)  
www.bloodsource.org |
| 4045 côte vertu blvd  
saïn t-laurent, québec h4r 2w7  
(514) 832-5000  
(514) 832-1025 (fax)  
www.hema-quebec.qc.ca |

<table>
<thead>
<tr>
<th>Central California Blood Center</th>
<th>San Diego Blood Bank</th>
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</table>
| 4343 W Herndon Ave  
Fresno, CA 93722-3794  
(559) 389-5433  
(559) 389-5502 (fax)  
www.donateblood.org |
| 3636 Gateway Center Ave  
San Diego, CA 92102-4508  
(619) 296-6393  
(619) 296-0126 (fax)  
www.sandiegobloodbank.org |

<table>
<thead>
<tr>
<th>Delta Blood Bank</th>
<th>Colorado</th>
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| 65 N Commerce St [95202-2371]  
PO Box 800  
Stockton, CA 95201-0800  
(209) 943-3830  
(209) 462-0221 (fax)  
www.deltabloodbank.org |
| Bonfils Blood Center  
717 Yonemita St  
Denver, CO 80230-6918  
(303) 341-4000  
(303) 340-2751 (fax)  
www.bonfils.org |

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<tr>
<th>Houchin Community Blood Bank</th>
<th>Delaware</th>
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| 5901 Truxton Ave  
Bakersfield, CA 93309-0610  
(661) 323-4222  
(661) 327-8342 (fax)  
www.hcbb.com |
| Blood Bank of Delmarva  
100 Hygeia Dr  
Newark, DE 19713-2085  
(302) 737-8400  
(302) 737-8233 (fax)  
www.delmarvablood.org |

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<tr>
<th>LifeStream</th>
<th>Florida</th>
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</table>
| 384 W Orange Show Rd [92408-2028]  
PO Box 5729  
San Bernardino, CA 92412-5729  
(909) 386-6800  
(909) 381-2036 (fax)  
www.lstream.org |
| The Blood Alliance  
7595 Centurion Pkwy  
Jacksonville, FL 32256-5018  
(904) 353-8263  
(904) 358-7111 (fax)  
www.igiveblood.org |

<table>
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<tr>
<th>LifeSouth Community Blood Centers</th>
<th>Community Blood Centers of Florida</th>
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| 4039 Newberry Rd  
Gainesville, FL 32607-2342  
(352) 224-1600  
(352) 334-1066 (fax)  
www.lifesouth.org |
| 1700 N State Road 7  
Lauderhill, FL 33313-5006  
(954) 735-9600  
(954) 735-2839 (fax)  
www.cbcinfo.org |
| 10100 MLK Jr. St N [33716-3806]  
PO Box 22500  
Saint Petersburg, FL 33742-2500  
(727) 568-5433  
(727) 568-1177 (fax)  
www.fbsblood.org |
Northwest Florida Blood Services
(A Division of Florida Blood Services)
1999 E Nine Mile Rd
Pensacola, FL 32514-7747
(850) 473-3853
(850) 475-9221 (Fax)
www.nfbcblood.org

Suncoast Communities Blood Bank
1760 Mound St
Sarasota, FL 34236-7761
(941) 954-1600
(941) 951-2629 (Fax)
www.scbb.org

Georgia Shepheard Community Blood Center
1533 Wrightsboro Rd
Augusta, GA 30904-4078
(706) 737-4551
(706) 733-5214 (Fax)
www.shepheardblood.org

Hawaii Blood Bank of Hawaii
2043 Dillingham Blvd
Honolulu, HI 96819-4024
(808) 845-9966
(808) 848-4737 (Fax)
www.bbh.org

Indiana
Central Illinois Community Blood Center
1134 S 7th St
Springfield, IL 62703-2493
(217) 753-1530
(217) 753-0689 (Fax)
www.cicbc.org

Community Blood Services of Illinois
1408 W University Ave
Urbana, IL 61801-2398
(217) 367-2202
(217) 367-6403 (Fax)
www.bloodservices.org

Heartland Blood Centers
1200 N Highland Ave
Aurora, IL 60506-1498
(630) 892-7055
(630) 892-4590 (Fax)
www.heartlandbc.org

LifeSource
(A Division of Institute for Transfusion Medicine)
5505 Pearl St
Rosemont, IL 60018-5317
(847) 298-9660
(847) 803-7685 (Fax)
www.lifesource.org

Rock River Valley Blood Center
419 N 6th St
Rockford, IL 61107-4148
(815) 965-8751
(815) 965-8756 (Fax)
www.rrvbc.org

South Bend Medical Foundation
530 N Lafayette Blvd
South Bend, IN 46601-1098
(574) 234-4176
(574) 234-1561 (Fax)
www.sbmflab.org

Iowa
LifeServe Blood Center
431 E Locust St
Des Moines, IA 50309-1930
(515) 288-0276
(515) 288-0833 (Fax)
www.lifeservebloodcenter.org

Mississippi Valley Regional Blood Center
5500 Lakeview Pkwy
Davenport, IA 52807-3481
(563) 359-5401
(563) 359-8603 (Fax)
www.bloodcenter.org

Kentucky
Kentucky Blood Center
3121 Beaumont Centre Cir
Lexington, KY 40513-1709
(859) 276-2534
(859) 233-4166 (Fax)
www.kybloodcenter.org

Western Kentucky Regional Blood Center
3015 Old Hartford Rd
Owensboro, KY 42303-1349
(270) 684-9296
(270) 684-4901 (Fax)
www.wkrbc.org

Louisiana
The Blood Center
315 S Johnson St
New Orleans, LA 70112-2211
(504) 524-1322
(504) 592-1580 (Fax)
www.thebloodcenter.org

LifeShare Blood Centers
8910 Linwood Ave
Shreveport, LA 71106-6508
(318) 222-7770
(318) 222-8886 (Fax)
www.lifeshare.org

Michigan
Michigan Blood
1036 Fuller Ave NE [49503-1300]
PO Box 1704
Grand Rapids, MI 49501-1704
(616) 774-2300
(616) 233-8623 (Fax)
www.miblood.org

Minnesota
Memorial Blood Centers
737 Pelham Blvd
Saint Paul, MN 55114-1739
(651) 332-7000
(651) 332-7001 (Fax)
www.memorialbloodcenters.org

Mississippi
Mississippi Blood Services
115 Tree St
Flowood, MS 39232-7661
(601) 981-3232
(601) 984-3783 (Fax)
www.msblood.com
Missouri
Community Blood Center
4040 MAI N ST
KANSAS City, MO 64111-2390
(816) 753-4040
(816) 968-4047 (FAX)
www.savealifenow.org

Community Blood Center of the Ozarks
220 W Plainview Rd
SPRINGFIELD, MO 65810-2619
(417) 227-5000
(417) 227-5415 (FAX)
www.cbco.org

Nebraska
Nebraska Community Blood Bank
100 N 84th St Ste 200
LINCOLN, NE 68505-3101
(402) 486-9400
(402) 486-9429 (FAX)
www.ncbb.org

New Jersey
The Blood Center of New Jersey
45 S Grove St
EAST ORANGE, NJ 07018-4198
(973) 676-4700
(973) 676-4933 (FAX)
www.bloodnj.org

Central Jersey Blood Center
494 SYCAMORE AVE
SHREWSBURY, NJ 07702-4205
(732) 842-5750
(732) 842-1617 (FAX)
www.cjcbcblood.org

Community Blood Council of New Jersey
1410 PARKSIDE AVE
EWING, NJ 08638
(609) 883-9750
(609) 883-9419 (FAX)
www.blooddrivenj.com

Community Blood Services
970 LINWOOD AVE W
PARAMUS, NJ 07652-2399
(201) 444-3900
(201) 444-3906 (FAX)
www.communitybloodservices.org

New York
Community Blood Service of Upstate New York
Transplant Services
110 BROADWAY
BUFFALO, NY 14203
(716) 853-6667
(716) 853-0673 (FAX)
www.unyts.org

New York Blood Center
310 E 67th St
NEW YORK, NY 10065-6275
(212) 570-3000
(212) 570-3195 (FAX)
www.nybloodcenter.org

North Carolina
Community Blood Center of the Carolinas
4447 SOUTH BLVD
CHARLOTTE, NC 28209-2674
(704) 972-4700
(704) 972-4699 (FAX)
www.cbcc.us

Ohio
Community Blood Center
349 S MAIN ST
DAYTON, OH 45402-2736
(937) 461-3450
(937) 461-9217 (FAX)
www.cbccts.org

Hoxworth Blood Center
UC Academic Health Center
3130 HIGHLAND AVE
PO BOX 670055
CINCINNATI, OH 45267-0055
(513) 558-1200
(513) 558-1300 (FAX)
www.hoxworth.org

LifeShare Community Blood Services
105 CLEVELAND ST
ELYRIA, OH 44035-6166
(440) 322-5700
(440) 322-6240 (FAX)
www.lifeshare.cc

Oklahoma
Oklahoma Blood Institute
1001 N LINCOLN BLVD
OKLAHOMA CITY, OK 73104-3299
(405) 297-5700
(405) 297-5513 (FAX)
www.obli.org

Oregon
Lane Blood Center
2211 WILLAMETTE ST
EUGENE, OR 97405-2800
(541) 484-9111
(541) 484-6976 (FAX)
www.laneblood.org

Pennsylvania
Central Blood Bank
[ A DIVISION OF INSTITUTE FOR TRANSFUSION MEDICINE ]
875 GReEN TREE Rd
PITTSBURGH, PA 15220-3508
(412) 209-7000
(412) 209-7175 (FAX)
www.centralbloodbank.org

Central Pennsylvania Blood Bank
8167 ADAMS Dr
HUMMELSTOWN, PA 17036-8625
(717) 566-6161
(717) 566-7850 (FAX)
www.cpbb.org

Community Blood Bank of Northwest Pennsylvania & Western New York
2646 PEACH ST
ERIE, PA 16508-1895
(814) 456-4206
(814) 452-3966 (FAX)
www.fourhearts.org

The Institute for Transfusion Medicine
Five Parkway Center
875 Green Tree Rd
PITTSBURGH, PA 15220
(412) 209-7300
(412) 209-7395 (FAX)
www.itxm.org

Miller-Keystone Blood Center
1465 VALLEY CENTER PKWY
BETHELHEM, PA 18017-2292
(610) 691-5850
(610) 691-5423 (FAX)
www.giveapint.org
Rhode Island
Rhode Island Blood Center
405 Promenade St
Providence, RI 02908-4823
(401) 453-8393
(401) 248-5750 (fax)
www.ribc.org

South Carolina
The Blood Connection
1099 Bracken Rd
Piedmont, SC 29673-9644
(864) 255-5000
(864) 242-4824 (fax)
www.thebloodconnection.org

Tennessee
Blood Assurance
705 E 4th St
Chattanooga, TN 37403-1916
(423) 756-0966
(423) 752-8460 (fax)
www.bloodassurance.org

Lifeblood, Mid-South Regional Blood Center
1040 Madison Ave
Memphis, TN 38104-2198
(901) 522-8585
(901) 523-8671 (fax)
www.lifeblood.org

LIFELINE Blood Services
828 N Parkway
Jackson, TN 38305-3000
(731) 427-4431
(731) 422-4712 (fax)
www.lifelinebloodserv.org

MEDIC Regional Blood Center
1601 Ailor Ave
Knoxville, TN 37921-6702
(865) 524-3074
(865) 521-2642 (fax)
www.medicblood.org

Gulf Coast Regional Blood Center
1400 La Concha Ln
Houston, TX 77054-1887
(713) 790-1200
(713) 790-1007 (fax)
www.giveblood.org

South Texas Blood & Tissue Center
6211 W IH-10
San Antonio, TX 78201-2023
(210) 731-5555
(210) 731-5505 (fax)
www.bloodntissue.org

Texoma Regional Blood Center
3911 N Texoma Pkwy
Sherman, TX 75090-1925
(903) 893-4314
(903) 893-8628 (fax)
www.texomablood.org

Virginia
Virginia Blood Services
2825 Emerywood Pkwy
Richmond, VA 23294-3719
(804) 359-5100
(804) 359-5379 (fax)
www.vablood.org

Washington
Cascade Regional Blood Services
220 S "I" St [98405-4221]
PO Box 2113
Tacoma, WA 98401-2113
(253) 383-2553
(253) 572-6340 (fax)
www.crbs.net

Blood products from donors give many people the ability to fight debilitating diseases. Blood donors actually save lives.
-Mike G.
Revenue Summary
April 2010 through March 2011

- Membership Assessments: 64.99%
- Grants: 4.76%
- Administrative Services (GSABC/Foundation): 18.32%
- Meetings and Workshops: 8.26%
- Programs: 3.65%
- Interest: 0.02%

Total: $3,959,946

Expense Summary
April 2010 through March 2011

- ABC Support: 44.42%
- Administrative Services (GSABC/Foundation): 10.19%
- Member Services: 10.31%
- Grants: 4.29%
- Government Affairs: 6.23%
- Meetings and Workshops: 9.15%
- Scientific, Medical, and Technical: 15.42%

Total: $3,938,718
Stoplight - Status of the Blood Supply

Fiscal Year 2010 / 2011 Stoplight Data
April 1, 2009 - March 31, 2010 / April 1, 2010 - March 31, 2011

Legend
Percentage of America’s Blood Centers’ members reporting:
- '10 '11
  - 3 days supply or more
  - 2 days supply
  - 1 day supply or less

Weeks highlighted:
- Week of Memorial Day
- Week of World Blood Donor Day
- Week of Independence Day
- Week of Labor Day
- Week of Thanksgiving
- Week of Christmas
- Week of New Year’s
Blood donors are angels, pure and simple. And they prove time and time again that truly is a wonderful life. Thank you, blood donors. Without blood from blood donors like you, I wouldn’t be able to tell my story and say “thank you” to those blood donors who give now and especially to the 110 anonymous blood donors who helped give me a “second chance” at living my life! There is no way to really express my gratitude but from the bottom of my heart I feel thanks for every donor. I am forever grateful to the people who gave the blood I needed. I am so thankful for the donors and those who prayed for us in our time of need! What goes around comes around. We will never know the person who gave us that magical gift. But we will never forget. Thank you to anyone who donates blood, you have given our family the greatest possible gift. I knew I wanted to help others by giving blood. Today, I am in excellent health enjoying the gift of life thanks to blood donors. I owe my life to those that gave unselfishly. To all of you who continue to donate, my fervent gratitude and admiration for you are way beyond words — don’t ever forget that each time you donate, you do save lives. Blood donors actually save lives. If we hadn’t had blood products to help him, I fear he would not be here today. Words cannot begin to express how grateful our family is to everyone who donates blood! Because of blood donors, I was able to graduate college, see my wedding day, and I now dream of having a family of my own. I plan to donate for as long as I am eligible and I hope to save another 2400 lives. I am thankful to blood donors because they are true heroes to kids like me. I am thankful to blood donors because without them I may not be able to beat cancer. I just felt that giving the gift of life was a great way to celebrate my life. I would have never thought that I would have ever been a blood recipient myself but I did during a very difficult time. I would like to personally thank all the blood donors who fulfill the dreams of saving lives and for the lives they touch daily. I have due to the care and help of all the wonderful people who donated blood for the life of a 2 year old. I am thankful to the generosity of blood donors, today I am a healthy and active 8 year-old who loves going to the zoo. Thanks to the generosity of blood donors, Max is having fun in the third grade. I cannot begin to express my gratitude. Thank you blood donors—because of you I still have a husband! I see donation as an opportunity to save a life.