



INNOVATIVE
BLOOD
RESOURCES

2014 Annual Report

MISSION

SAVING LIVES BY PROVIDING BLOOD AND BIOMEDICAL SOLUTIONS

Through effective outreach to donors, continual development of biomedical expertise, and strong partnerships with blood drive sponsors and healthcare partners, Innovative Blood Resources connects those who need blood with the generous volunteers who give blood, and delivers the highest level of technical and laboratory testing services to customers around the world.

VISION

TO BE THE BEST BLOOD CENTER IN AMERICA

Dedicated to quality, integrity, service, and excellence in everything we do, Innovative Blood Resources strives to ensure reliable access to an adequate supply of thoroughly tested and safe blood products wherever they are needed, and to become the industry's standard-bearer in providing the highest level of service to all stakeholders we serve.

WHO WE ARE

Memorial Blood Centers and Nebraska Community Blood Bank are divisions of Innovative Blood Resources, a 501(c)(3) organization with more than 65 years of experience and service providing value-driven solutions to hospitals and other healthcare partners.

Licensed by the FDA, accredited by AABB and CLIA, and compliant with EU standards for blood manufacturing and testing, we supply life-saving blood and biomedical expertise to over 40 hospital partners in the Twin Cities metropolitan area, northern Minnesota, northwestern Wisconsin, southeastern Nebraska, and other blood banks and healthcare partners across the U.S. and the world. In addition to operating 14 donor centers and conducting hundreds of community-based blood drives each month, we also provide advanced laboratory and donor testing services, and clinical trial and research support as a national leader in transfusion medicine.

CELEBRATING A YEAR OF PARTNERSHIP & COMMUNITY

- Approximately 1,800 volunteer coordinators helped organize and conduct blood drives
- Over 81,000 volunteer blood donors—including 17,750 first-time donors—gave more than 219,000 units of blood products
- Nearly 3,200 apheresis platelet donors gave close to 25,000 units to help save the lives of leukemia and other cancer patients, transplant recipients, and people suffering from severe hemorrhaging or bleeding disorders

LEADERSHIP AND GOVERNANCE

LEADERSHIP

Donald C. Berglund, CEO,
Innovative Blood Resources, and
President, Memorial Blood Centers

Kristine Belanger, Vice President,
Donor Services

John M. Buske, Vice President,
Finance and Business Alliances

Ellen DiSalvo, President, Nebraska
Community Blood Bank

Jed Gorlin, M.D., M.B.A., Medical
Director and Vice President,
Medical and Quality Affairs

Mark Janzen, Ph.D., Vice President,
Laboratory Services

Judy Petersen, Vice President,
Client Services

BOARD OF DIRECTORS

Thomas Heaney, Chair
Trio Executive Search

Andy Detlefsen, Vice Chair
Wells Fargo

Thomas Becker, M.D., M.B.A.
Secretary/Treasurer
Medica Health Plans

Scott Becker
HBE Becker Meyer Love

Patrick Courneya, M.D.
HealthPartners

Matthew P. Dokken
3M

James Dowiak
U.S. Bancorp

Timothy Kuck

Darek Lester, M.D.
Pathology Medical Services, P.C.

Scott Lynch
Blue Cross and Blue Shield of
Minnesota

Phillip Martin
Oppenheimer Wolff & Donnelly LLP

Arthur Molnar, M.D.
Lincoln Anesthesiology Group, P.C.



Member of
America's Blood Centers®
It's About Life.



Connecting People, Saving Lives

Financial Summary

INNOVATIVE BLOOD RESOURCES FINANCIAL STATEMENTS

REPORTED HIGHLIGHTS FOR JUNE 1, 2013 THROUGH MAY 31, 2014

Statement of financial position as of:

5/31/14	AMOUNTS IN THOUSANDS
ASSETS	
Cash and Investments	\$15,168
Accounts Receivable, Net	7,085
Inventories, Net	1,365
Property, Plant & Equipment, Net	17,962
Other Assets	1,604
Total Assets	\$43,184
LIABILITIES AND NET ASSETS	
Liabilities	
Accounts Payable	\$2,147
Accrued Expenses	3,287
Long Term Debt	3,065
Other Liabilities	59
Total Liabilities	\$8,558
Net Assets	
Unrestricted	\$34,511
Restricted (Temporarily)	115
Total Net Assets	\$34,626
Total Liabilities and Net Assets	\$43,184

WHERE THE MONEY COMES FROM:

Service fees on units delivered from hospital partners for blood products and services based on collection, processing, testing, recruitment, and distribution costs

Laboratory service fees from hospitals for products and services

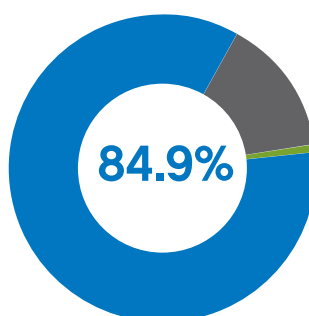
Contributions of cash, stock, life insurance proceeds, and other monetary gifts

Statement of activities for the year ending:

5/31/14	AMOUNTS IN THOUSANDS
REVENUE	
Service Fees on Units Delivered	\$42,918
Laboratory Service Fees	9,452
Contributions	327
Other	624
Total Revenue	\$53,321
PROGRAM EXPENSE	
Cost of Components & Services	\$44,434
Operating Expenses	8,349
Fundraising	329
Total Expense	\$53,112
Operating Change in Net Assets	209
Non-Operating Revenue & Expense	(551)
Total Change in Net Assets	(342)

WHERE THE MONEY GOES:

- 84.9%** Program Costs to Support our Mission
- 14.5%** General & Administrative
- 0.6%** Marketing & Development



MINNESOTA-METRO ADVISORS

Daniel Boulay, Chair
 Rebecca Blaesing
 Damon Fitzgerald
 Roger Green
 Steve Heintze
 Phillip Kibort, M.D., M.B.A.
 Erik Lindell
 Lisa Paschke
 Tom Whelan

MINNESOTA-NORTHLAND ADVISORS

Gary L. Doty, Chair
 Bill Bennett
 James Cherveney
 Sara Clark
 Carl Crawford
 Katherine Flanders
 Ron Franzen
 Rani Gill
 Kevin Jacobsen
 Beth Johnson
 Patrick Keenan
 MSgt. Justin Pederson
 Celeste Zuniga

NEBRASKA ADVISORS

Kathy Hill, Chair
 Gene Crump
 Scott Cushman
 Greg Howe
 Carol Jess
 Pam Lionberger
 Matt Mar
 Cecilia Nguyen
 Stanley Okosun, M.D.
 Kristin Rock
 Fred Schluckebier



INNOVATIVE
 BLOOD
 RESOURCES