

2010
annual report to
the community



Memorial
BLOOD CENTERS



Connecting people who need life-saving blood with those who generously give

Mission

To help save lives by providing blood and biomedical services.

.....

Vision

To delight our customers and be the best blood center in America.

As the primary provider of life-saving blood to over 30 hospital partners throughout Minnesota and northwestern Wisconsin, Memorial Blood Centers is firmly grounded in the communities we serve. Through effective outreach to donors, continual development of biomedical expertise, and brand-building partnerships with blood drive sponsors, healthcare facilities, and global medical providers, we connect those who need blood with those generous volunteers who give. In addition, we deliver the highest level of technical expertise and laboratory testing services to customers around the world.



Memorial
BLOOD CENTERS

1-888-GIVE-BLD • www.MBC.org



Saving lives in your neighborhood— every time you give

Whether you are one of our generous financial contributors, blood donors, volunteers, or blood drive sponsors, your support again helped Memorial Blood Centers further advance our mission to save lives through blood donation. This past year we welcomed tens of thousands of blood donors who rolled up their sleeves, and we are grateful for their loyalty and their never-faltering commitment to saving lives. Our loyal blood drive sponsors—businesses, nonprofit and faith-based organizations, community groups, high schools and universities—made it possible for us to ensure a reliable and safe supply of blood and blood products for all who need them. Hundreds of volunteers, contributing thousands of hours, partnered with our community of loyal and talented employees to deliver on our promise to set the standard in providing the highest level of quality products and services to all we serve. In addition, we continued to improve operational efficiencies and financial performance for the year, generating a number of important milestones.

Throughout our 2009-2010 fiscal year, you were there with us every step of the way. And we are extremely grateful for your belief in the work we do.

Thank you for helping us finish out another year of proud achievements. With your sustained support, we stand ready to maximize every opportunity and overcome every challenge as we continue to make a life-saving difference in the lives of those in need.



Donald C. Berglund
Chief Executive Officer



Thomas Becker, M.D.
Board Chair



2009-2010 key achievements

Young people engaging in our mission

Continued expansion of donor recruitment efforts to develop the next generation of loyal blood donors, fast-tracking a project to redesign and upscale the MBC.org website (launched in August 2010), implementing additional social media initiatives, and new outreach strategies for high school partnerships.

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Hundreds of high school students gave of their time and talent to coordinate, publicize, and recruit donors at 195 blood drives held at partner schools throughout the Metro and Northland areas.

.....

High school students donated nearly 10,000 units of blood, and celebrated their successes knowing their blood donations made a life-and-death difference in as many as 30,000 lives.

Volunteers making a difference

With each unit of blood helping as many as three people, annual blood donations of 140,000 units saved and sustained the lives of potentially more than 400,000 individuals.

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200 volunteers donated over 8,000 hours of valuable time as administrative talent, special event staffers, café hosts, and blood transport drivers.

.....

Corporations, hospitals, schools, places of worship, civic clubs, community groups, and other local organizations collaborated to sponsor more than 2,100 blood drives.



Achieving milestones

State-of-the-art Immunochemistry Reference Laboratory celebrated a record-breaking year of performance.

.....

New testing protocols implemented for TRALI (Transfusion-Related Acute Lung Injury), expanding potential apheresis donations to include more female donors.

.....

Selected as the primary blood supplier by the newly opened Maple Grove Hospital, a collaboration of Fairview Systems and North Memorial Medical Center.

.....

Unveiled newly updated blood donor center, operated in partnership with St. Mary's Hospital of Superior, thanks to a generous grant from Superior Rotary – Club 40.

Showcased the second of our newest bloodmobiles at the City of Duluth Employees Blood Drive and Open House.

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The only blood center in the country to achieve Vital Supplier status with Immucor for reagent red cells.

.....

Reference Laboratory received New York state licensure, facilitating expansion of services provided to new clients and additional revenue.

.....

Donated over 19,400 pounds of food to *Second Harvest Heartland*—enough to fill three 26' moving vans—as part of the 2nd annual *Pint For a Pound* promotion.

.....

Partnered in local relief effort, *Million for Haiti*, to collect more than 32 tons of supplies to aid victims of that country's devastating earthquake.





What's Your Type? fundraisers for life



Over 600 financial supporters, business leaders, community advocates, volunteers, blood drive sponsors, donors, and recipients whose lives have been saved through blood donation came out to do good, have fun, and make a difference at Memorial Blood Centers' annual *What's Your Type?* benefits. Along with exciting live auctions, over 200 items put up for silent auction bidding, Wall of Wine raffles, mystery boxes, and more, guests enjoyed live music, delicious food samplings from local restaurants, and a variety of wine and beer tastings. Many guests had their blood typed and were encouraged to make a date to donate.

Together, the Duluth and Metro *What's Your Type?* events raised nearly \$150,000 to help put into service the second of two new bloodmobiles—this one operating in the Northland—to increase the efficiency of blood collections and enhance the experience for donors.

Memorial Blood Centers also paid tribute to outstanding community leaders who have made a lasting impact on our ability to fulfill our mission of saving lives:

Community Service Award, accepted by Lee Skold, Corporate Vice President on behalf of Cargill, Inc. in recognition of the company's outstanding achievements in creating awareness of the importance of blood donation.

.....
The Herbert F. Polesky Award to Jane Swanson, Ph.D., in appreciation for her outstanding contributions to the field of transfusion medicine and health care, including the discovery of a new blood group antigen.

William L. Hall Award to life-long blood and platelet donor Ralph Douglass for his dedicated commitment to increasing the number of blood donors—and, as a result, to increase the number of lives we are able to save.

.....

Presidential Award to five-term board member Tom Whelan, Executive Vice President and COO, Nemer Fieger, for his outstanding support of our mission as a volunteer member of our board of directors.

.....

We also are especially grateful for the support provided by the following sponsors whose invaluable contributions ensured the success of both *What's Your Type?* benefits:

Allegra Print & Imaging

API Electric

Best Buy

Blattner Energy

Blue Cross Blue Shield of MN

Blackwoods'
Greysolon Ballroom

BNSF Railway/Twin
Cities Division

BOISE

Café Imports

Cargill

Fairview University
Medical Center

Fat Bastard Wines

Fish & Richardson

G&K Services

Grain Millers

Gray Plant Mooty

Hays Companies

Hayward Area
Memorial Hospital

Hennepin Faculty
Associates

Hunt Electric

InsideOut Studios

Maurices

McGough

Memorial Medical
Center

Minntech

Rainy Lake Medical
Center

Sam's Club

Regency Beauty
Institute

Republic Bank

Roche

Thrivent Financial for
Lutherans

Twin Cities Originals

Wal-mart, Cloquet

Wells Fargo

.....

Visit *Support MBC* at MBC.org to learn about 2011 *What's Your Type?* sponsorship opportunities.





Blood drive sponsors make the connection

Hundreds of businesses, hospitals, community groups, schools, and faith-based organizations partnered with Memorial Blood Centers to sponsor over 2,100 blood drives. As our valuable partners, they played a vital role in helping us connect generous blood donors with those in need of a life-saving gift.

Thanks to the commitment of each volunteer drive coordinator and all those who turned out to make a blood donation, we saved tens of thousands of lives—from premature infants fighting for life and patients facing open heart surgery, to mothers experiencing life-threatening blood loss during childbirth.

We thank each and every blood drive sponsor that partnered with us to sustain the health and well-being of their employees and members, and all the citizens in the communities we serve.

Each year, Memorial Blood Centers hosts a luncheon to honor—and recognize—our community blood drive sponsors. Sponsors awarded in 2010 include:

Ameriprise Financial

Aurora Community

General Mills

Pine City Community

SMDC Health System

Target

UnitedHealth Group

University of Minnesota, Duluth

Join the thousands of companies, schools, places of worship, and civic groups that supply roughly 50% of all blood donations across the U.S.: become a community blood drive sponsor.

.....
Visit *Host a Blood Drive* at MBC.org to learn more.

Financial contributors keep us strong

At Memorial Blood Centers, we value every gift from our contributors, partners, and grantors. Your generosity and support ensures the critical expertise and services we provide will be there for generations to come.

Legacy gifts include Memorial Blood Centers in estate planning, as a beneficiary of an insurance policy or retirement account, or a recipient of cash or company stock.

In-kind contributions support our donor recruitment efforts, blood drive campaigns, or special fundraising events.

Memorial donations honor the memory of someone who has died in lieu of flowers or other gifts.

In-Honor Gifts pay tribute to a loved one and celebrate a special achievement, a birthday, wedding or other occasion.

Wall of Honor offers a stunning tribute to the memory or achievement of an individual or organization—*pictured at right*.

Find out about more ways you can make a difference by funding a special program such as cancer care or recruitment efforts for specially qualified sickle cell donors.

Visit **Support MBC** at MBC.org.





2009 - 2010 contributors

Legacy Planned & estate gifts

Mary LaChance

Peg McQuillan

David & Gayle Poretti

June Stern (deceased)

Champions Circle \$10,000+

Cancer Kids Fund, Children's Hospitals and Clinics

Community Health Charities of Minnesota

Fred C. & Katherine B. Andersen Foundation

Shakopee Mdewakanton Sioux Foundation

Visionaries Circle \$5,000 to \$9,999

Ameriprise Financial Community Relations Program

Cargill

Martinson Clinic Foundation

Roche Diagnostics

TCF Foundation

Guardians Circle \$2,500 to \$4,999

Don & Cindy Berglund

Best Buy

Blattner Energy

Burlington Northern Santa Fe Foundation

Café Imports

Joe & Wendy Capetz

F & A Dairy

Fenwal, Inc.

Gray Plant Mooty

Hays Companies

Hennepin Faculty Associates

Clay & Charlotte Hoes

Maurices

McGough

Minntech

Once Upon a Crime

Elizabeth Perry, M.D.

SMDC Health System

TCF National Bank

Thrivent Financial for Lutherans

Wal-Mart Foundation

Robert & Jessica Weber

Wells Fargo

Founders Circle \$1,000 to \$2,499

Dale Borgeson

Mark & Lynn Eckerline

Fish & Richardson

Grain Millers, Inc.

Hunt Electric

Philip & Susan Jones

Ken & Brenda LaChance

Memorial Medical Center

North Memorial Healthcare Foundation

Park Nicollet Foundation

Pamela Hermann & Dan Polgaze

Regency Beauty Institute

Republic Bank

Sam's Club Foundation

Warren & Mary Lynn Staley

Leo & Chris Stern

Tankenoff Families Foundation

United Way of Greater Twin Cities

Benefactors Circle \$500 to \$999

API Electric Company

Eric Bennett

Jack & Carol Benson

William Bloomer III

Blue Cross Blue Shield of Minnesota

Michael Blum

Daniel Boulay

Neil Brozen

Comcast Foundation

Jim Dowiak

Mark & Pat Ellinger

Thomas Flynn

Fairview University

Roger Green

David & Kris Jones	Renee Servais	Holly Anderson	Brendan & Rachel Brooks	Janet Conn	Sara Eubanks	Doris Graf	Peter Hofstedt
Mary Keefer	Kevin & Kari Swan	Jo Angell	Donald Brunnuell	Marilyn Cool	Fairview Home Infusions	Blake & Lori Grams	Dan Hollenbeck
Robert Kelly	Sara Swanson	Anonymous	Dwayne & Kathleen Buchholz	Patricia Coppo	Brett Faris	Alison Gray	Eric Holmgren
Rita Kenyon	State Farm Companies Foundation	Elli Ansari	John Buck	Burt & Jeanne Corwin	Guinevere Fausch	Earl & Anne Gray	Michael Hornung
Jeff & Penny Kreutter	The Victoria Velie Henry Family Foundation	Naseem Ansari	Kevin Busch	Patrick Courneya, M.D.	First Solutions	Joan Gray	Anita Hove
Jane Mauer		Looe Baker	John & Kathy Buske	James Crook	Joy Fisher	Amy Gudmestad	Kent Howe
Nancy McVean	U.S. Oil	Emy Jo Bartus	Arthur Calvert	Annette Curtiss	George Flannery	Julie Gudmestad	Tyrone & Sara Hubbard
Medical Center-Mesabi	Virginia Regional Medical Center Operating Fund	Katherine Bauer	Keith & Christine Cameron	Robert & Laura Daly	Dan & Terese Foley	Therese Hackemueller	LuAnn & Dan Hufstедler
Hayward Area Memorial Hospital/ Nursing home	Betsy Ward	Thomas Becker, M.D.	Doug Cameron	Julius E. Davis	Kim Foley	David & Susan Haley	Dan Hymans
Hubbard Broadcasting Foundation	Aaron & Angie Weber	Nicole Behm-Koep	D. Campbell	John De Rosier	Rodney Forristall	John Hall	Clifford Johnson
The Jamar Company	J. Scott Webster	William Bennett	Philip & Elena Campbell	Tim & Lynn Dennis	Donovan & Kathy Frank	John & Patricia Hall	Harold Johnson
Microsoft Giving Campaign	Tom & Marty Whelan	Debra Benoit	Steve & Lori Carlson	Blaine Diesslin	Ron & Cher Franzen	Holly Hamdorf	Lowell Johnson
Mark Nazigian	Advocates Circle	Mary Kay Bergeron	William & Donna Caverley	Jeannette Dobrick	Greg & Lynn Funfar	Hamel Lions	Charles & Sally Jorgensen
Margi Olson	\$100 to \$499	Theresa Berglund	Constance Charipar	Gary & Marcia Doty	Cathy Gillman	Marvin Hannu	Richard & Julia Hanson
Judy Petersen	ADC	Zach Bielke	Ann Chase	Stuart & Denise D'Rozario	Morris Gjessing	Michelle Hanson	Paul Jungquist
Rainy Lake Medical Center	Donna Alexander	Debra Bielke	James & Judith Cherveney	John & Ludmila Ecklund	Mark & Sue Glander	Mary Healy	Patrick & Mary Keenan
Mark & Cathy Schmidt	Ameriprise Employee Gift Matching Program	Rick & Miki Blackmon	James & Judith Cherveney	Stephen & Carol Eckstrom	Reinhold & Joan Goehl	Steven Healy	Tadd Kelly
Annette Schumm		Jim & Mary Boerjan	Rovena Claxton	Tracie Eckstrom	Marilyn Gorlin	Anna Marie Henry	Timothy & Susan Kennedy
		Timothy & Cindy Boike	The Cliff Foundation	Cristina Edelstein	Cathy Gorlin	James & Aileen Hill	Mary Kimmes
		Darrell Boyd	Courtney Cole	Jeffrey Engels	Jed Gorlin, M.D.	Joseph & Shelly Hoesley	Peter & Patricia Klein
					Mary Gould		

<h1 style="text-align: center;">2015-2016 Board of Directors</h1>							
<h2 style="text-align: center;">Chairman</h2>		<h2 style="text-align: center;">Vice Chairman</h2>		<h2 style="text-align: center;">President</h2>		<h2 style="text-align: center;">Secretary</h2>	
Richard Koechlein	Gene & Patricia McHugh	Harold & Lucia Orcutt	Laura Rohlik	Robert & Elaine Smith	Christopher & Kelly Unger	Philip & Christina White	Patricia Bahr
Ronald Kohls	Ellen McInnis	Ottertail Power Company	Geraldine Rootes	Joelle Spannbauer	Dean & Beth Van Hoever	Douglas & Diane Wild	Bachman's
Kraft Foods	Susan McNeill	Donald & Kathleen Park	David & Sue Rotert	Joel & Ann Spry	Jon Van Hulzen	Brent & Lynn Wilde	Benson Parking
Timothy & Jeanne Kucera	Tania McVean	Chris Parker	Neale & Pamela Roth	Albert Starshak	Rick & Cindy Van Vliet	Barbara Williams	Bibelot
Emily Kulenkamp	Douglas & Cindy Merrigan	Jeffrey & Kimberly Pearson	James Russell	Robin Statz	Nancy Vannahme	David & Lori Windschitl	Don & Cindy Berglund
William Kunkel	David & Mari Meyer	Barbara Peickert	Stanley & Zoe Ryan	Karen Steige	Sylvester Vanyo	The Women's Club of Minneapolis	Daniel Boulay
Jeffrey & Veronica Kvam	Tom & Heidi Miller	Mike & Melinda Perfect	April Sackett	John Steinmetz	Wallco, Inc DBA Floor to Ceiling	James Wolf	John Buck
Mary LaChance	Barbara Miller	Anthony Sasso	Jack Sargent	Gerald & Norane Stejskal	John & Patty Wall	Craig Young	Black Forest Inn
Lakehead Trucking	Carolyn Miller	Bill & Melody Sawyer	Anthony Sasso	Janelle Straley	Robert Stratton	Robert Zobal	Blue Fin Bay of Lake Superior
Vicki Lantry	Donald & Patricia Monaco	Jay Peterson	George Sayer	Richard Stuxness	Carroll & Nancy Wallin	Theodore Zoukos	Brave New Workshop
Jesslyn Larson	Margaret Mountin	John & Margaret Pierce	Dennis Schapiro	Michael Schrempp	Merry Wallin	Café Biaggio
Paul & Margaret Lehman	Timothy Myers, M.D.	Piper Jaffray Employee Programs	Michael Schrempp	Super Valu, Inc.	Wal-Mart, Cloquet	In Kind	Café Latte
Ilene Levin	David & Linda Nash	Jim & Anita Platt	Susan Schwarz	Dale & Kelly Szabla	Ryan & Melissa Weber	Abdallah Candy	Calhoun Beach Framing
Bradley Linzie	Jeff & Terri Naughtin	Susan Rangeloff	Jennifer Schwarzrock	Ron & Gayle Taylor	Melvin Weiss	Acme Comedy Co.	Bre Carlson
David & Elaine Liss	Ann Nelson	Donald & Jean Regan	J. Paul & Carol J. Seifert	Rick Teeter	Terri Welch	Afton Alps	Chanhassen Dinner Theater
Robert Loida	Merritt Nequette	Melvin Reichstadt	Mary Shaw	Robert Tetzloff	David & Judy Wenzel	Afton House Inn	Cheesecake Factory
Ron London	William Nord	Don Richard	Mary Shaw	Bruce & Gayle Thompson	Paul & Joan Wernick	Allegra Print & Imaging	Chipotle
Phil Losacker	North Shore Bank of Commerce	Taronda Richardson	Bob & Linda Sherman	Dan & Trudy Thompson	Donald & Mary Sue Wester	Aunt Else's Ebelskiver	Chris Freytag
Phillip & Lori Martin	Michael & Patricia O'Brien	Mary Riley	Charles & Anna Silverman	Jennifer Tokarski	Western Bank	Azia	Christos
Andrew McCallister	Kirk & Paulina Ogren	Paul Rogers	Linda Smith	Maria Uchytíl	John & Joy Wetzel		ComedySportz

Como Zoo & Conservatory	Tim Hanson	Foundation	Minnesota Rollergirls, LLC.	Pang Cakes	Stages Theatre Co.
Cookie Cart	Haskell's	Richard Lillemo	Minnesota Swarm	Park Square Theatre	Starbucks-Plymouth	If we have misspelled or omitted any names, we sincerely apologize.
Mary Cunningham	Hennepin Theatre Trust	Linder's	Minnesota Timberwolves	Park Tavern	Stella and Dot	
Dale Studios	H!gh F!ve, LLC	The Links at Northfork	Minnesota Transportation Museum	Penzey Spice	Sunsets of Woodbury/Wayzata	Please let us know: 651-332-7225.
Dancer's Studio	History Theatre	Luci Ancora	Minnesota Twins	Elizabeth Perry, M.D.	Xan Swenson	
Devlin Photography & Designs	Clay & Charlotte Hoes	Madden's on Gull Lake	Minnesota Vikings	Pinnacle Direct, Inc.	TCF Bank
Mark & Lynn Eckerline	David Hubers	Tim Mahoney	Minnesota Wild	Plymouth Playhouse/Troupe America, Inc.	Tim & Rose Talbot	Pictured in this report:
Eden Avenue Grill	Ike's Food & Cocktails	Manny's Tortas	Mission American Kitchen	Powder Ridge	Three Rivers Park District	
Elko Speedway	Illusion Theater	Marc Daniel Salon	Mixed Blood Theater	Rocco Altobelli	Toro Giving Program	Thomas Becker, M.D.
The Fine Line Music Café	InsideOut Studios	McCoy's Public House	Mystic Lake Casino	Rockler Company	Karen Vanwert	
Foursome	Joe's Garage	McGough	National City Bank Foundation	James Russell	Velasquez Family Coffee	Don Berglund
Gardens of Salonica	Joseph Keady	Peg McQuillan	Nexus	Salon Level	Walker & Associates	
General Mills Foundation, Health Promotions	Nate Kinsey	Tania McVean	Nickelodeon Universe/Mall of America	Salsa A La Salsa	WCCO Radio	Jessica Fleming
Gertins	Kohler & Dramm Wholesale Florist	Memorial Blood Centers Northland Leadership	Old Log Theater	Sam's Club-Eagan	Robert & Jessica Weber	Victoria Green
Grand Casino	Timothy Kuck	Mercado Central	Olive Garden	Sanctuary Salon Spa	Shaunna Webster	Nick Hatzung
Alison Gray	Lake Elmo Inn	Ken Mikle	Margi Olson	Justen Siem	Maureen Wheaton	Jon Horoshak
Joan Gray	Ron & Ruth Laumer	Midtown Global Market	Once Upon A Crime	The Shouthouse	Wild Birds Unlimited	Rachel Horoshak
Guthrie Theater	Letter Perfect	Mill City Museum	Open Arms of Minnesota	Southern Theater	Wild Mountain	Brenda LaChance
Michelle Hanson	Lettuce Entertain You Restaurants	Minnesota Institute of Arts		Spill the Wine	Wuollet Bakery	Kenneth E. LaChance
	Life Time Fitness			St. Paul Chamber Orchestra	Zelo	Barb Olson
				St. Paul Saints		Sam Raiche

.....

If we have misspelled or omitted any names, we sincerely apologize.

Please let us know: 651-332-7225.

.....

Pictured in this report:

Thomas Becker, M.D.
Don Berglund
Jed Gorlin, M.D.
Jessica Fleming
Victoria Green
Nick Hatzung
Jon Horoshak
Rachel Horoshak
Brenda LaChance
Kenneth E. LaChance
Barb Olson
Sam Raiche
Emily Raiche
Paula Schmidt
Sophia Schmidt
Jane Swanson
Don Thompson
Trudy Thompson
Thomas J. Whelan



Volunteers give to help save lives

200 neighbors, co-workers, friends, and family shared their talents and donated over 8,000 hours of time to support the mission of Memorial Blood Centers. Whether greeting donors at one of our 11 donor centers or working in our donor cafés to ensure the well-being and safety of our generous blood donors, the time and talents volunteers contributed has been invaluable.

Thousands of hours of volunteer time help us provide the highest level of service to our donors and efficiently deliver life-saving supplies and services to area hospitals and healthcare partners. We thank our A-Team Volunteers, Ambassadors, Donor Center Greeters, Events Volunteers, Café Hosts, and Blood Transport Drivers for making this possible.

.....
Find out how you can volunteer your time to help further our life-saving mission. Visit [Support MBC](http://SupportMBC.org) at MBC.org.

2009 - 2010 volunteers

Connie Adams

Hamsa Aden

Maria Amaro

John Amundson

Marie Amundson

Alecia Anderson

Mary Andrews

Arletta Appelhof

Ann Arians

Nicole Behm-Koep

Cara Bothun

Rachel Brooks

John Brusegard

Sharon Brusegard

Margaret Burton

Denise Bushard

Angela Cariveau

Tami Casper

William Cheng

Colleen Chermak

DeeDee Coleman

Michael Collins

Emily Corrigan

Linnea Dahlin

Sarah Davis

Carrie Dickson

Leah Driscoll

Mike Driscoll

Tom Dzuik

Laurie Eibensteiner

Wendi Behm Einberg

Hillary Erickson

Dell Evans

Kim Chi Fealy

Angelina Fernandez

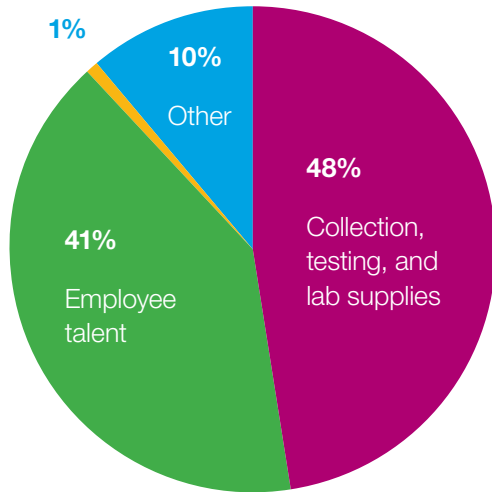
Ami Ferris

Sandra Fevig	Priscilla Grillo	Jody Jonas	Joanne Lauber	Stacey Minnick	Larry Porter	David Smith	Kathy Thiessen
Bill Fleming	Elaine Grittner	David Jones	Kim Chi Le	Paul Modeen	Allysa Purdy	Judith Smith	Meghan Tierney
Jessica Fleming	Jeremy Gunther	Kristin Jones	Connie Lee	Chenda Mok	Amy Raether	Kaleb Smith	Erin Trader
Kari Foley	Therese Hackenmueller	Helen Jurkovich	David Leitzke	Patricia Monaco	Lettie Reynolds	Linda Smith	Sokhim Tree
Dawn Frederick	Holly Hackett	Marilyn Kaeli	Molly Lindblad	Amy Morris	Laurie Richardson	Nancy Soman	Araceli Turch
Denise Gabriel	Bill Hall	Sue Karnitz	Katie Little	Gary Morrisette	Arlen Rostvold	Cary Sorem	Peg Tyler
Rachel Gall	Amy Haney	Duane Kelling	Walt Lodermeier	Marsha Morrisette	Mary Sacchetti	Teri Speltz	Kelly Unger
Rita Galston	Michelle Hansen	Harrison Kelner	Connie Luebke	Kirk Mortensen	Monika Salden	Gloria Sporer	Jenna Unteidt
Tarikua Gebreamanuel	Margaret Hanson	Karen Koen	Joe Lynch	Steve Mossberg	Ruth Ann Schelinder	Ben Squires	Mary VanReken
Gail Genin	Rebecca Hanson	Amber Koenig	Stephen Mages	Mai-Ling Mui	Peggy Schendel	Robin Statz	Cindy VanVuet
Lisa Genis	Carol Hatcher	Jill Kort	MariAnn Mancuso	Katie Murray	Kurt Scherer	Phyllis Sterle	Devon Vetter
Joseph Germscheid	Nick Hatzung	David Kraft	Monica Manns	Jeff Naughtin	Pamela Scherling	Dar Stong	Sarah Wellenstein
Rita Giesler	Mary Hemmersbaugh	Melissa Kraft	Mark Manns	Clara Neis	Vera Schoenecke	Ron Stong	Sarah Warman
Rani Gill	Audrey Hendrickson	Jim Krahn	Benjamin Marsh	Brian Nelson	Gayle Schreiber	Judy Sullivan	Larry Waterman
Ann Gillsdorf	Rosemary Hill	Lindsay Kunkle	Jessie Mathiesen	Steve Neuharth	Lee Schuett	Joan Sutliff	Meg Watson
Caron Goll	Marcia Hinitz	Matthew Kunkle	Tim McNiff	John Olness	Steve Schuett	Xan Swenson	Carol Weber
Judy Goodman	Charlotte Hoes	Brenda LaChance	Tim McKnight	Carodl Ongaro	Phaedra Scott	Daniel Sylvester	Shauna Webster
Laura Gonzalez	Charlotte Hoes	Ken LaChance	Clair McWilliams	Jim Palmer	Lynn Seigel	Crystal Taylor	Mandy Wienke
Barbara Gotz	Maria Huntley	Lynn Landmark	Donna Meuers	Aimee Pappenfus	Gary Shulze	Gayle Taylor	Kayla Wruck
Susan Grace	Kecia Jacobson	Ben Lange	Edward Meuers	Roma Patel	Mike Skelly	Karin Tedere	James Zarembinski
Amy Greene	Warren John	Carmine Langlois Sr.	Joan Michel	Molly Pease	Andrea Smith	Norman Teigen	Katy Zurneiden

2009-2010 financial summary

Where the money comes from

Where the money goes



Breakdown of 2009 - 2010 operating expenses

Local community service fees: Charged to hospital partners for blood and blood components, and based on costs of collection, processing, testing, and distribution.

48%: Collection, testing and lab supplies

41%: Employee talent and related costs

1%: Marketing and development

10%: Other

National and international service fees: Charged to hospitals outside of the Memorial Blood Centers' service area for products and services, which reduces overall costs of collecting and providing blood, and results in lowering local healthcare costs.

Financial Contributions: Generous donations of cash, stock, life insurance proceeds, and other monetary gifts from philanthropic individuals, foundations, corporations, and various community and faith-based organizations.

Statements of financial position as of:

Assets*	5/31/10	5/31/09
Cash and Investments	\$8,518	\$3,536
Accounts Receivable, Net	5,484	7,807
Inventories, Net	1,853	1,803
Property, Plant & Equipment, Net	14,416	14,622
Other Assets	878	862
Total Assets	\$31,149	\$28,630
Liabilities and Net Assets*		
Liabilities		
Accounts Payable	\$1,826	\$1,407
Accrued Expenses	3,054	3,000
Long Term Debt	5,471	5,506
Other Liabilities	2,448	2,722
Total Liabilities	12,799	12,635
Net Assets		
Unrestricted	18,327	15,940
Restricted	23	55
Total Net Assets	18,350	15,995
Total Net Assets and Liabilities	\$31,149	\$28,630

Statements of activities for 12 months ending:

Revenue*	5/31/10	5/31/09
Service Fees on Units Delivered	\$37,044	37,509
Laboratory Services	10,995	10,614
Contributions	341	389
Other	1,112	588
Total Revenue	49,492	49,100
Expense*		
Cost of Components and Services	40,247	40,448
Operating Expenses	6,440	6,916
Total Expense	46,687	47,364
Operating Change in Net Assets	2,805	1,736
Non-Operating Revenue and Expense	(450)	(3,518)
Total Change in Net Assets	\$2,355	\$(1,782)

*Amounts in thousands



Leadership and governance

Officers

Donald C. Berglund

Chief Executive Officer

John M. Buske

Vice President, Finance
and Chief Financial Officer

Rovena Claxton

Vice President, Human
Resources and
Organization Development

Jed Gorlin, M.D.

Medical Director and Vice
President, Medical
and Quality Affairs

Judy Petersen

Vice President,
Technical Operations

2009 - 2010 Board of Directors

Chair

Thomas Becker, M.D.

Medica Health Plans

Vice Chair

Phillip Martin

Oppenheimer, Wolff & Donnelly

Secretary

Kenneth E. LaChance

Wells Fargo Bank

Directors

Daniel Boulay

Medtronic, Inc.

James Chervený

SMDC Health System,
Duluth (Retired)

Patricia Coppo

National Marrow Donor
Program (Retired)

Patrick Courneya, M.D.

HealthPartners

Matthew Dokken

3M

James Dowiak

TCF National Bank

Roger Green

HealthEast Care System

Thomas Heaney

Executive Search

Rita Kenyon

Concordia University St. Paul

Timothy Kuck

Universal Hospital Services, Inc.

Erik Lindell
Target

Scott Lynch, J.D.
BlueCross BlueShield of
Minnesota

Timothy A. Myers, M.D.
Methodist Hospital

Jeff Nelson
Tatum, LLC

Thomas J. Whelan
Nemer Fieger

Brent Wilde
University of Minnesota
Physicians

Northland Advisory Group

Bill Bennett
LHB

Brian Carlson
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