



INNOVATIVE
BLOOD
RESOURCES

Annual Report to the Community

2016-2017

LEADERSHIP AND GOVERNANCE

(CALENDAR YEAR 2018)

LEADERSHIP

Jeffrey D. Allen, M.B.A.,
Chief Operating Officer

Ellen DiSalvo,
President, Nebraska
Community Blood Bank

Kathy Geist, M.B.A.,
Vice President, Donor Services

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

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

BOARD OF DIRECTORS

Mark Schmidlein, Chair,
PrivateBank and Trust Company

Andrew Detlefsen,
Wells Fargo Bank

Christopher Hillyer, M.D.,
New York Blood Center

Timothy Kuck,
Crest Healthcare Supply

Scott Lynch,
Blue Cross and Blue Shield of
Minnesota

Elizabeth McQuail,
New York Blood Center

Robert Schwartz,
SS&C Technologies Holding

Beth Shaz, M.D.,
New York Blood Center

David Tendler,
Tendler Beretz LLC

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

Innovative Blood Resources, operating as Memorial Blood Centers and Nebraska Community Blood Bank is a 501(c)(3) organization 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 13 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
- More than 74,000 volunteer blood donors—including 17,885 first-time donors—gave over 184,000 units of blood products
- More than 2,400 apheresis platelet donors gave over 23,000 units to help save the lives of leukemia and other cancer patients, transplant recipients, and people suffering from severe hemorrhaging or bleeding disorders
- IBR continued to grow its strategic partnership with New York Blood Center (NYBC), welcoming Rhode Island Blood Center and Blood Bank of Delmarva to a growing enterprise.



ADVISORY BOARDS
(CALENDAR YEAR 2018)

MINNESOTA-METRO

Rebecca Blaesing, Chair
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James Burroughs II
Damon Fitzgerald
Steve Heintze
Phillip Kibort, M.D., M.B.A.
Erik Lindell
Pete Rhodes
Deb Rodahl
Tom Whelan
Jeff Wicklander
Katherine Ziegler

MINNESOTA-NORTHLAND

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Sara Clark
Carl Crawford
Rani Gill
Jesse Hurtig
Mary Matlack
Justin Pederson
Lesia Radtke
Brandon Skaudis
Stephanie Sklors
Gayle Taylor
Keith Turner
Robert Unzen

NEBRASKA

Melissa Carpenter, Chair
Scott Cushman
Jim Gustafson
Tanya Lebsock
Darek Lester, M.D.
Pam Lionberger
John Mabry
Shannon McClure
Lauren Poling
Laura Redoutey
Cal Williams

Financial Summary

INNOVATIVE BLOOD RESOURCES FINANCIAL STATEMENTS

ALL AMOUNTS IN THOUSANDS

Statement of financial position

March 31, 2017

ASSETS	
Cash and Investments	\$19,828
Accounts Receivable, Net	7,091
Inventories, Net	1,292
Property, Plant & Equipment, Net	16,012
Other Assets	1,454
Total Assets	\$45,677

LIABILITIES AND NET ASSETS	
Liabilities	
Accounts Payable	\$2,092
Accrued Expenses	5,053
Long Term Debt	1,595
Other Liabilities	136
Total Liabilities	\$8,876

Net Assets	
Unrestricted	\$36,623
Restricted (Temporarily)	178
Total Net Assets	\$36,801

Total Liabilities and Net Assets **\$45,677**

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

(June 1, 2016 – March 31, 2017)

REVENUE	
Service Fees on Units Delivered	\$34,092
Laboratory Service Fees	14,665
Contributions	223
Other	414
Total Revenue	\$49,394

PROGRAM EXPENSE	
Cost of Components & Services	\$42,159
Operating Expenses	6,677
Fundraising	108
Total Expense	\$48,944

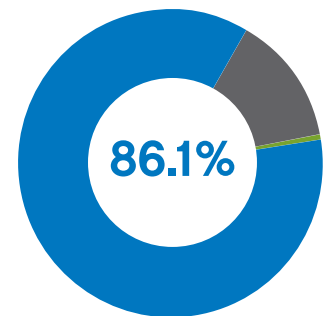
Operating Change in Net Assets **450**

Non-Operating Revenue & Expense 2,373

Total Change in Net Assets **\$2,823**

WHERE THE MONEY GOES:

- 86.1%** Program Costs to Support our Mission
- 13.6%** General & Administrative
- 0.3%** Fundraising & Development



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