



INNOVATIVE
BLOOD
RESOURCES

Annual Report to the Community 2017-2018

LEADERSHIP AND GOVERNANCE

(CALENDAR YEAR 2018)

LEADERSHIP

Kathy Geist, M.B.A.,
Senior Executive Director

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

BOARD OF DIRECTORS

Mark Schmidlein, Chair,
American Walnut 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, eastern 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 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 1,600 volunteer coordinators helped organize and conduct blood drives.
- More than 95,000 volunteer blood donors—including 17,590 first time donors—gave over 177,000 units of blood products.
- More than 2,500 apheresis platelet donors gave over 24,000 units to help save the lives of leukemia and other cancer patients, transplant recipients, and people suffering from severe hemorrhaging or bleeding disorders.
- IBR became the primary supplier of blood in Nebraska by partnering with Nebraska Medicine and Methodist Health System, two of the most prominent health systems in Omaha. To support this vital partnership, our newest donor center will open in Omaha in spring 2019.



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
Courtney Edwards-Johnston
Rani Gill
Ann Hoffman
Jesse Hurtig
Mary Matlack
Justin Pederson
Lesia Radtke
Brandon Skaudis
Stephanie Sklors
Gayle Taylor
Keith Turner
Robert Unzen

NEBRASKA

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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, 2018

ASSETS	
Cash and Investments	\$18,369
Accounts Receivable, Net	7,322
Inventories, Net	1,287
Property, Plant & Equipment, Net	17,056
Other Assets	2,137
Total Assets	\$46,171

LIABILITIES AND NET ASSETS

Liabilities	
Accounts Payable	\$2,324
Accrued Expenses	4,842
Long Term Debt	1,295
Other Liabilities	51
Total Liabilities	\$8,512
Net Assets	
Unrestricted	\$37,564
Restricted (Temporarily)	95
Total Net Assets	\$37,659

Total Liabilities and Net Assets \$46,171

Statement of activities

(April 1, 2017 – March 31, 2018)

REVENUE	
Service Fees on Units Delivered	\$41,810
Laboratory Service Fees	19,309
Contributions	287
Other	761
Total Revenue	\$62,167

PROGRAM EXPENSE

Cost of Components & Services	\$52,499
Operating Expenses	8,906
Fundraising	197
Total Expense	\$61,602

Operating Change in Net Assets 565

Non-Operating Revenue & Expense 293

Total Change in Net Assets \$858

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

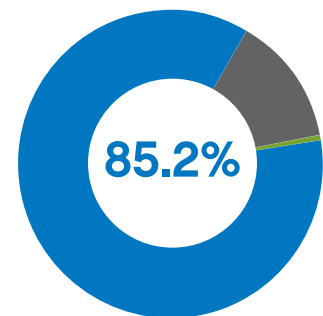
Contributions of cash, stock, life insurance proceeds, and other monetary gifts

WHERE THE MONEY GOES:

85.2% Program Costs to Support our Mission

14.5% General & Administrative

0.3% Fundraising & Development



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