



INNOVATIVE
BLOOD
RESOURCES

2016 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 nearly 70 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 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 80,000 volunteer blood donors—including 17,800 first-time donors—gave more than 198,000 units of blood products
- Nearly 2,600 apheresis platelet donors gave more than 21,000 units to help save the lives of leukemia and other cancer patients, transplant recipients, and people suffering from severe hemorrhaging or bleeding disorders
- IBR formed a strategic partnership with New York Blood Center (NYBC). The combination of the strengths of IBR and NYBC provides the opportunity for greater breadth of services, efficiency and financial stability.

LEADERSHIP AND GOVERNANCE

(CALENDAR YEAR 2017)

LEADERSHIP

- Donald C. Berglund,
Chief Executive Officer
- Jeffrey D. Allen, M.B.A.,
Chief Operating Officer and
Chief Financial 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
- Donald C. Berglund,
Innovative Blood Resources
- 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 GlobeOp
- Beth Shaz, M.D.,
New York Blood Center
- David Tendler,
Tendler Beretz LLC



INNOVATIVE
BLOOD
RESOURCES



Memorial
BLOOD CENTERS
A Division of Innovative
Blood Resources



Nebraska
Community Blood Bank
A Division of Innovative Blood Resources

Connecting People, Saving Lives

Financial Summary

INNOVATIVE BLOOD RESOURCES FINANCIAL STATEMENTS

ALL AMOUNTS IN THOUSANDS

Statement of financial position

(As of May 31, 2016)

ASSETS	
Cash and Investments	\$19,280
Accounts Receivable, Net	7,344
Inventories, Net	1,257
Property, Plant & Equipment, Net	14,544
Other Assets	694
Total Assets	\$43,119

LIABILITIES AND NET ASSETS

Liabilities	
Accounts Payable	\$2,529
Accrued Expenses	3,611
Long Term Debt	1,964
Other Liabilities	1,036
Total Liabilities	\$9,140

Net Assets	
Unrestricted	\$33,796
Restricted (Temporarily)	183
Total Net Assets	\$33,979

Total Liabilities and Net Assets **\$43,119**

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 twelve months ending May 31, 2016)

REVENUE	
Service Fees on Units Delivered	\$42,198
Laboratory Service Fees	11,596
Contributions	337
Other	692
Total Revenue	\$54,823

PROGRAM EXPENSE	
Cost of Components & Services	\$46,009
Operating Expenses	8,443
Fundraising	391
Total Expense	\$54,843

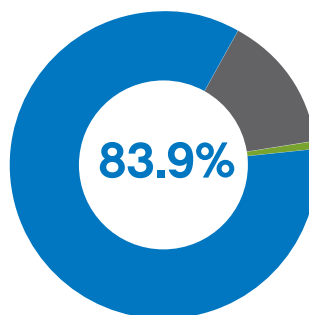
Operating Change in Net Assets **(20)**

Non-Operating Revenue & Expense 49

Total Change in Net Assets **\$29**

WHERE THE MONEY GOES:

- 83.9%** Program Costs to Support our Mission
- 15.4%** General & Administrative
- 0.7%** Marketing & Development



ADVISORY BOARDS

(CALENDAR YEAR 2017)

MINNESOTA-METRO

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

MINNESOTA-NORTHLAND

Gary L. Doty, Chair
James Chervenky
Sara Clark
Carl Crawford
Rani Gill
Ann Hoffman
Jesse Hurtig
Courtney Edwards-Johnston
Mary Matlack
Justin Pederson
Lesa 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
Lauren Poling
Laura Redoutey
Cal Williams



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

