



INNOVATIVE  
BLOOD  
RESOURCES

# 2013 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 over 100 years of combined experience and service providing value-driven solutions to hospitals and other health care 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

- Over 1,800 volunteer coordinators helped organize and conduct blood drives
- 100,000 volunteer blood donors gave nearly 180,000 units of whole blood, including 24,200 first-time donors
- 3,300 apheresis donors gave over 22,200 units of platelets 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

### OFFICERS

Donald C. Berglund, CEO, 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

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Wells Fargo

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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  
Universal Hospital Services

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

Scott Lynch  
Blue Cross and Blue Shield of  
Minnesota

Phillip Martin  
Oppenheimer, Wolff & Donnelly

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



Connecting People, Saving Lives

# Financial Summary

## INNOVATIVE BLOOD RESOURCES AUDITED FINANCIAL STATEMENTS REPORTED HIGHLIGHTS FOR JUNE 1, 2012 THROUGH MAY 31, 2013

Statement of financial position as of:

5/31/13	AMOUNTS IN THOUSANDS
<b>ASSETS</b>	
Cash and Investments	\$13,823
Accounts Receivable, Net	7,132
Inventories, Net	1,965
Property, Plant & Equipment, Net	20,056
Other Assets	1,461
<b>Total Assets</b>	<b>\$44,437</b>
<b>LIABILITIES AND NET ASSETS</b>	
Liabilities	
Accounts Payable	\$2,351
Accrued Expenses	3,214
Long Term Debt	3,758
Other Liabilities	146
<b>Total Liabilities</b>	<b>\$9,469</b>
Net Assets	
Unrestricted	\$34,904
Restricted (Temporarily)	64
<b>Total Net Assets</b>	<b>\$34,968</b>
<b>Total Liabilities and Net Assets</b>	<b>\$44,437</b>

### 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

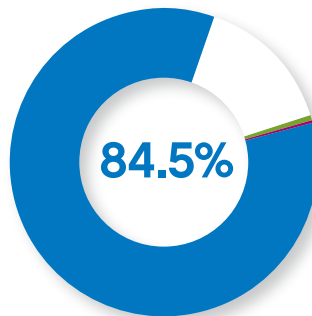
**Contributions** of cash, stock, life insurance proceeds, and other monetary gifts

Statement of activities for the year ending:

5/31/13	AMOUNTS IN THOUSANDS
<b>REVENUE</b>	
Service Fees on Units Delivered	\$47,189
Laboratory Service Fees	9,912
Contributions	366
Other	747
<b>Total Revenue</b>	<b>\$58,214</b>
<b>PROGRAM EXPENSE</b>	
Cost of Components & Services	\$49,172
Operating Expenses	8,616
Fundraising	318
<b>Total Expense</b>	<b>\$58,106</b>
<b>Operating Change in Net Assets</b>	<b>108</b>
Non-Operating Revenue & Expense	12,838
<b>Total Change in Net Assets</b>	<b>\$12,946</b>

### WHERE THE MONEY GOES:

- 84.5%** Program Costs to Support our Mission
- 14.9%** General & Administrative
- 0.5%** Marketing & Development
- 0.1%** Available for Future Investment



### 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

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Sarah Clark  
Carl Crawford  
Katherine Flanders  
Ron Franzen  
Rani Gill  
Kevin Jacobsen  
Beth Johnson  
Patrick Keenan  
Sgt. Justin Pederson  
Celeste Zuniga

### NEBRASKA ADVISORS

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Greg Howe  
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Pam Lionberger  
Matt Mar  
Cecilia Nguyen  
Stanley Okosun, M.D.  
Laura Redoutey  
Kristin Rock  
Fred Schluckebier



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