



PROGRAM SERVICES: SEPTEMBER 1, 2010 - AUGUST 31, 2011

Primary Exempt Purpose: Provide Community Blood Banking & Transfusion Medicine Services

- a) **Allogeneic Whole Blood Donor Program:** Affords free opportunity for patrons to participate in community service in the form of voluntary whole blood donations. Program Goal: 91,893 blood units. Outcomes: 113,435 patrons registered; 16,516 deferred; 3,639 discontinued donations; 93,895 blood units collected (102% of goal). Achievements not measurable: For donors - early detection & treatment opportunity for high blood pressure, anemia, abnormal pulse rate and other illnesses found during blood donor screening.
- Program Service Expense: \$11,616,300
- b) **Autologous Blood Program:** Affords free opportunity for patients to provide their own blood in advance of medical treatment. Goal: Process 100% of autologous program requests. Outcomes 64 patients served, 108 donation registrations; 19 deferred; 2 discontinued collection; 104 autologous blood units collected. Achievements not measurable: Reduction in demand on community blood supply, reduced risk of transfusion transmitted disease.
- Program Service Expense: \$12,900
- c) **Directed Blood Donor Program:** Affords opportunity for patients to designate donors of the blood for the patients' transfusions. Goal: Process 100% of directed donor requests. Outcomes: 37 patients served. 46 directed donors registered; 1 deferred; 0 discontinued donations; 45 directed blood units collected.
- Program Service Expense: \$5,600
- d) **Automated Collection Apheresis (Platelet, Plasma & RBC) Donor Program:** Affords free opportunity for patrons to participate in community service in the form of voluntary, automated donations. Goal: 19,760 platelet units, 2,000 plasma units, 1500 RBC products. Outcomes: 14,156 patrons registered; 893 deferred; 384 discontinued donations; 13,771 donors collected. Outcomes from the collected units are: 7546 single platelet products collected; 6492 (x2) double platelet products collected; 1262 (x3) triple platelet products collected; 24,316 total platelet products. 2721 plasma products collected. 1529 RBC products collected; 92 (x2) double RBC products collected; 1713 total RBC products.
- Program Service Expense: \$1,127,500
- e) **Donated Blood Testing Program:** Uses laboratory serologic, chemistry, and infectious disease assays to assess the suitability of donated blood, platelets and plasma. Also provides free lipid profiles for patrons who have donated multiple times. Goals: Test 100% of the donated blood, platelets and plasma. Identify and discard unsuitable blood components; notify patrons when testing indicates a health risk. Outcomes: 108,147 units tested (100% of the donated supply); 631 unsuitable units identified & discarded; 100% of patrons with health risks notified; 413 free lipid profiles provided donors. Achievements not measurable: For donors – detection of infectious disease for which donor may seek treatment. Positive public health consequences of disease detection, partner notification, exposure control.
- Program Service Expense: \$7,674,600
- f) **Provision of Blood Components to Healthcare Providers:** On a fee for service basis, preparation and distribution of blood components to hospitals, clinics, dialysis centers, blood banks, and blood fractionators. Goal: Prepare blood components and distribute according to needs of healthcare clients. Maintain consistent (5-7 day supply) inventory of all types units of plasma distributed for blood derivative preparation. Achievements not measurable: Cost containment for healthcare of blood components. Outcomes: 158 healthcare clients served, 147,841 transfusable blood components distributed. 69,285 units of plasma distributed for blood derivative preparation. Achievements not measurable: Cost containment for healthcare clients, number of patient beneficiaries, derived health benefits, lives saved.
- Program Service Expense: \$3,797,000



PROGRAM SERVICES: SEPTEMBER 1, 2010 - AUGUST 31, 2011

- g) **Reference Laboratory Program & Pre-Transfusion Testing Service:** On a fee for service basis provides blood banking reference laboratory testing services for healthcare providers. Goal: Process 100% of reference laboratory work requests. Outcomes: 64 reference studies initiated and 64 completed and reported to healthcare providers. Achievements not measurable: Timeliness of diagnostic results and resultant improvement in patient treatments.

Program Service Expenses: \$71,000

- h) **Blood Banking & Transfusion Medicine Education Program:** Provides free, timely, useful information to healthcare practitioners on blood banking and transfusion medicine topics. Goal: Provide up to date information as needed. Outcomes: 11 audio-conferences hosted; 99 audio-conference participants; approximately 1,500 healthcare practitioners reached.

Program Service Expenses: \$4,900

- i) **Therapeutic Service Program:** Provides free therapeutic phlebotomy for patients with blood disorders such as polycythemia and hemochromatosis. Goal process 100% of requests for therapeutic phlebotomy. Outcomes: 228 patients served; 734 blood units suitable for transfusion drawn from individuals with hemochromatosis. 833 blood units drawn from 267 individuals with medical conditions that preclude use for transfusion.

Program Service Expenses: \$80,000

- j) **Hematopoietic Progenitor Cell Processing Services:** Provides cellular therapy services including processing, cryopreservation, storage, infusion preparations for immunotherapy, and transplant for both autologous and matched related transplants. Provides transplant product preparation and shipment preparation to an outside facility upon request. The cryogenic storage services are provided free of charge for the first year. Goals: Process 100% of requests for processing and infusions of hematopoietic progenitor cells and donor lymphocytes, offer services 24/7, provide same day turnaround for CD34+ flow cytometry analysis, and produce a product proven to be capable of engraftment. Outcomes: 174 products processed and 94 infusions prepared for transplant or cellular therapy, and 134 CD34+ flow cytometry analyses performed. 100% of the patients have engrafted.

Program Service Expense: \$307,800

**Miscellaneous Community Service Supported by the Organization:**

- k) Conference facilities provided at no charge for community, charity and not-for-profit organizations.
- l) Payroll withholding afforded employees the ability to contribute to the annual United Way Campaign. The Blood Connection participated in the United Way "School Tools" program and "Be A Bunny" program.
- m) The CFO / VP of Business and Finance served on the Ethics / Audit Committee of United Way of Greenville County and served on the audit committee of The Community Blood Centers Insurance Exchange Group.
- n) Sponsor: Martin Luther King Weekend, Leukemia & Lymphoma Society
- o) Donor Benefit Program: A charitable process to help blood donors (individual donors and constituents of blood drive sponsor organizations) pay for blood transfusion-related medical expenses. Goal: Process 100% of claims received. Outcomes: 69 (100%) benefit claims processed.
- p) Cholesterol – Lipid Profile Testing Program: Offers free lipid profile test to all donors who meet donation frequency requirements. Goal: Process 100% of qualified donors. Outcomes: 413 lipid profiles performed.