



THE BLOOD CONNECTION

Your Community Blood Center



ANNUAL REPORT

Connecting Lives in the Carolinas



66

Everyone wants to know that they've left things better than it once was.

It's up to us to

**MAKE A
DIFFERENCE.**

A Message *from our* CEO



Dear Friends,

Every two seconds, someone in the U.S. needs a life-saving blood transfusion. Unfortunately, there is no replacement for human blood. That's where The Blood Connection comes in. Since 1962, The Blood Connection has been committed to supplying local hospitals with the necessary blood products to help those whose lives depend on it.

2019 was a record-breaking year for The Blood Connection. Our rapid growth helped supply 74 hospitals with 158,149 blood products. That large number represents the many donors who wanted to make an impact on their neighbors. And they did. Thousands of lives have been changed by the single act of donating blood.

At The Blood Connection, we strive to simultaneously meet the needs of our hospital partners, root deeper into the communities we serve, reach new regions, and create the best donor experience possible in our centers and blood drives. Exceeding those standards has allowed us to expand into 21 new counties in 2019 and double our mobile units in 2019 alone.

A simple decision to partner with us impacts the availability of blood in the community where you, your family, your friends and coworkers, live. Thank you to our donors and partners for trusting The Blood Connection as your non-profit community blood center — we couldn't do it without you.

Moving forward into 2020, we will continue to offer the same unparalleled service to our hospitals and communities. We are dedicated to being the reliable community blood center of choice. We look forward to intensifying our impact in the Carolinas and beyond.

Sincerely,

Delisa K. English

President and CEO

The Blood Connection

REASON *for* BEING

Blood donation emphasizes the power of sharing. It strengthens the connection between neighbors, links us all through a natural bond, and reminds us of our humanity. Blood donors play a vital role in every community, proving that we can set aside our differences to give so others can thrive.

Our **Vision**

The Blood Connection supports healthcare partners with safe, adequate, cost-effective blood supplies and services through blood donation. With the goal of saving local lives, donating blood celebrates sharing and heightens our sense of community.

Touching Lives, Locally

158,149 local patients were impacted by TBC donors in 2019. Thanks to our generous donors, 158,149 people were given another chance to spend time with family, celebrate a birthday and most importantly, live. Donating with The Blood Connection means neighbors are helping neighbors.

50

mobile units

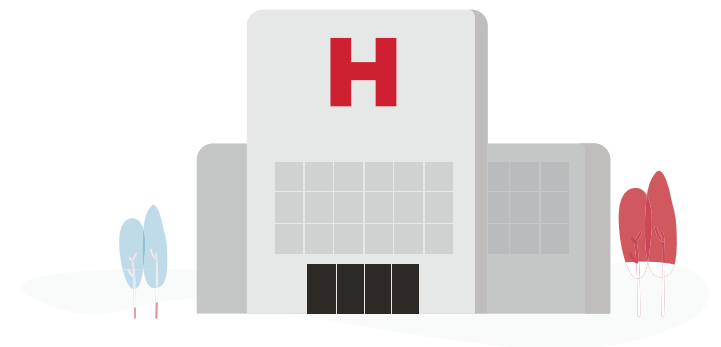


7

donation centers

74

hospital partners



158,149
people **impacted**



their
parents
spouses
siblings
grandparents
friends
classmates
coworkers
teammates

Our Recipients

JORDAN'S JOURNEY

In June of 2019, 15-year-old Jordan was diagnosed with stage 4 Hodgkin's Lymphoma. While this is not the diagnosis any family of a 15-year-old expects to hear, Jordan's family was fast to act on not only treatment for Jordan, but giving back to the local community at the same time.

Jordan's father was determined to replenish supplies at their local hospitals and started hosting blood drives in his daughter's honor. Together, The Blood Connection and Jordan's Journey collected 70 donations, enough to save about 200 lives.

Every day, blood products help cancer patients, like Jordan, and her story serves as a reminder that thanks to local donors, blood products are readily available to help patients even when they least expect it.



SHONTRELL'S STORY

Every 3 weeks, Shontrell Vereen needs eight people to donate (red blood cells) to live a normal life. He requires treatment every 21 days to combat sickle cell anemia, an inherited and painful condition characterized by misshapen hemoglobin that inhibit adequate flow of blood and oxygen throughout the body. Left untreated, the blood disorder can lead to serious complications such as stroke, organ damage and blindness.

Currently, there's no cure, but regular transfusions of healthy red blood cells allow Shontrell to enjoy a more normal life by minimizing the chronic pain, debilitating fatigue and frequent infections that are common to sickle cell disease.

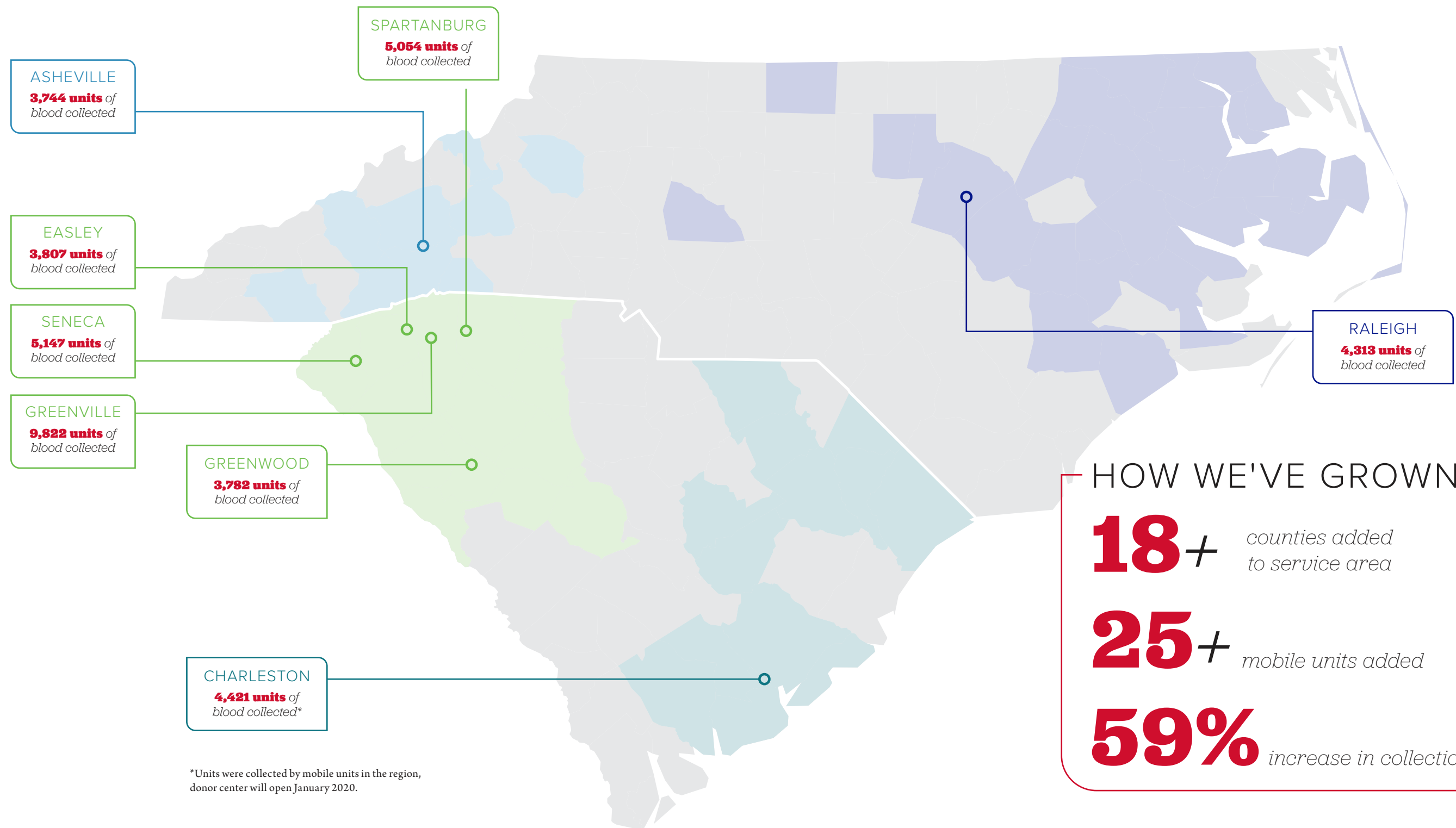
To watch more stories of how blood donation changes lives look us up on YouTube @The Blood Connection.

“It means so much that loyal donors take time out of their own busy lives to make such a difference in mine.”

Shontrell Vereen

Breaking Down Our Impact

COLLECTIONS PER CENTER



HOW WE'VE GROWN

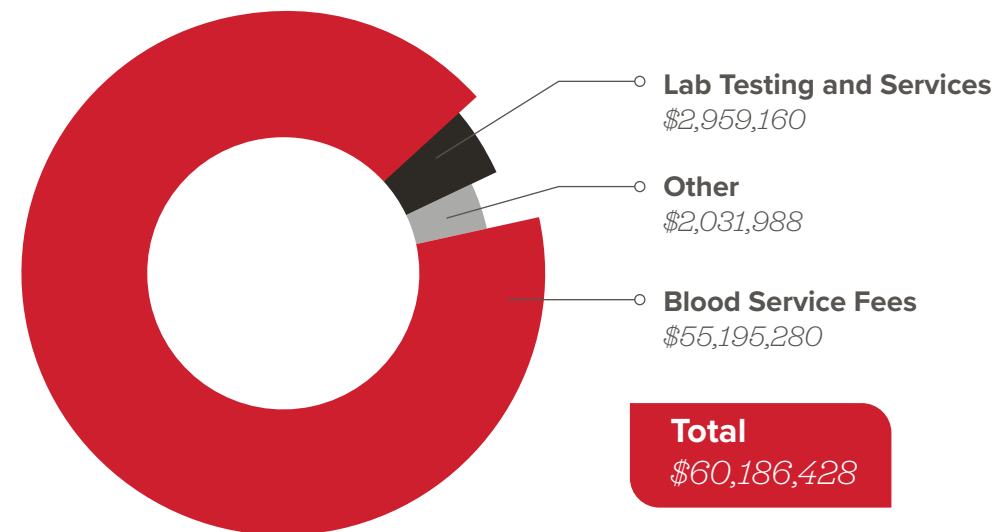
18+ counties added to service area

25+ mobile units added

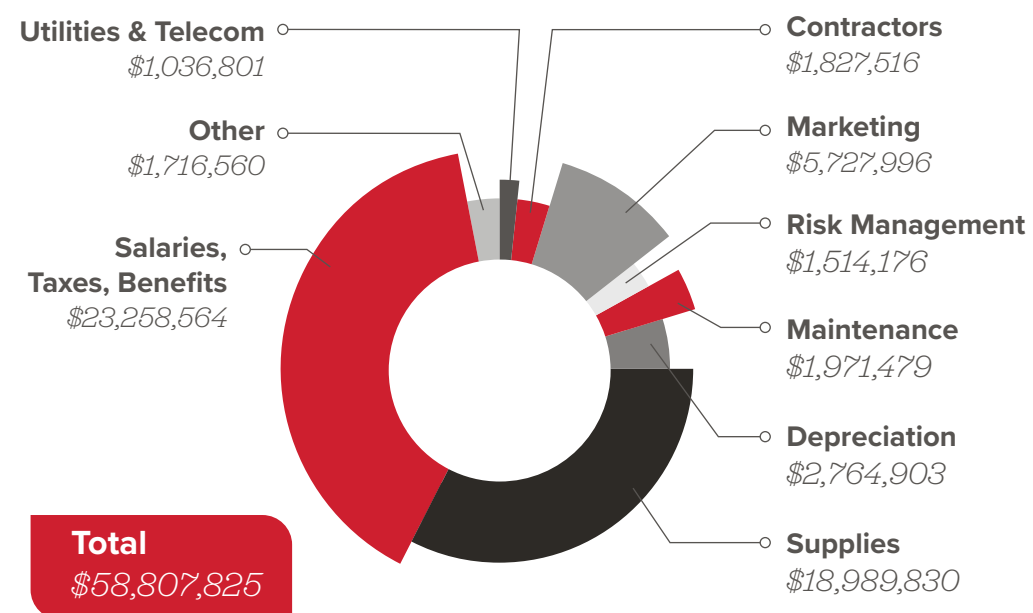
59% increase in collections

2019 Financial Summary

REVENUE



EXPENSES



STATEMENT OF FINANCIAL POSITION

	FY 2018	FY 2019
Current Assets	\$9,980,564	\$12,486,673
Net Property & Equipment	\$23,414,503	\$27,448,055
Other Assets	\$11,936,956	\$11,977,599
Total Assets	\$45,332,023	\$51,912,327
Current Liabilities	\$4,091,510	\$5,591,945
Long Term Liabilities	\$6,332,829	\$10,659,361
Total Liabilities	\$10,424,339	\$16,251,306
Net Assets	\$34,907,684	\$35,661,021
Total Liabilities & Net Assets	\$45,332,023	\$51,912,327

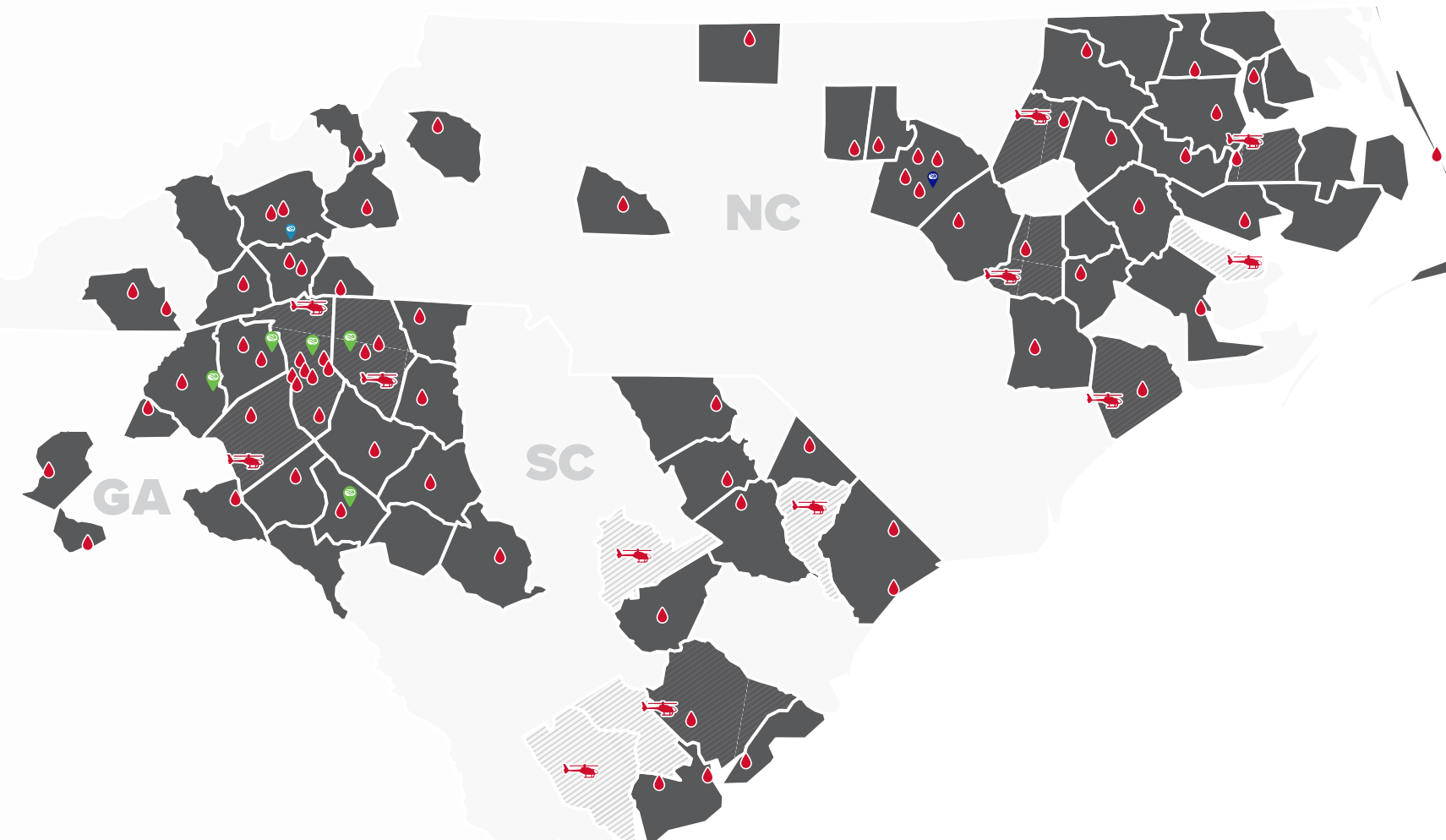
STATEMENT OF ACTIVITIES

	FY 2018	FY 2019
Revenues	\$47,343,263	\$60,186,428
Less Expenses	\$46,872,853	\$58,807,825
Income from Operations	\$470,410	\$1,378,603
Non-Operating Income (Expense)	\$1,423,838	(\$619,435)
Increase in Net Assets	\$1,894,248	\$759,168

Thank You For Helping *The Blood Connection* Share Life

Our hospital partners, listed on the next page, work with us to ensure the products from our generous donors are utilized when needed most. Thank you to our hospital partners for serving the communities in which we serve.

Looking into a new decade, we will continue to provide reliable services to the hospitals, an opportunity to give back to our communities, and most importantly, the highest quality blood products to patients in critical need. To learn more about The Blood Connection, how to host a drive or to inquire about partnership opportunities, visit thebloodconnection.org.



ANMED HEALTH

AnMed Health
AnMed Health Cannon



Greenville Downtown
Greenville Eastside



CarolinaEast Medical Center

McLeod Health

McLeod Health Cheraw
McLeod Health Clarendon
McLeod Health Darlington
McLeod Health Dillon
McLeod Health Loris
McLeod Health Seacoast
McLeod Regional Medical Center



Angel Medical Center
Blue Ridge Regional
Highlands-Cashiers
McDowell Hospital
Mission Hospital
Transylvania Regional

PRISMA HEALTH

Baptist Hospital Easley
Greenville Memorial
Greer Memorial
Hillcrest Hospital
Laurens County Hospital
Oconee Memorial
Patewood Hospital



Roper Hospital
Bon Secours St. Francis Hospital
Mt. Pleasant Hospital
Roper St. Francis Berkeley Hospital



Cherokee Medical Center
Pelham Medical Center
Spartanburg Medical Center
Spartanburg Medical Center
(Mary Black Campus)
Union Medical Center



Caldwell UNC Healthcare
Johnston UNC Healthcare
Nash UNC Healthcare
Onslow Memorial Hospital
Pardee Hospital
UNC Lenoir Healthcare
UNC REX Healthcare
UNC Rockingham Healthcare
Wayne UNC Healthcare



Halifax Regional
The Outer Banks Hospital
Vidant Beaufort
Vidant Bertie
Vidant Chowan
Vidant Duplin
Vidant Edgecombe
Vidant Medical Center
Vidant Roanoke



WakeMed Cary Hospital
WakeMed Raleigh Campus
WakeMed North

Other Hospitals

Abbeville Area Medical Center
AdventHealth Hendersonville
Barrow-Northeast Georgia
Medical Center
Charles George VA Medical Center
Elbert Memorial Hospital
Martin General Hospital
Newberry County Memorial Hospital
Self Regional Hospital
Shriner's Hospital for Children-Greenville
Stephen's County Hospital
St. Luke's Hospital
Washington County Hospital
WG (Bill) Heffner VA Medical Center

Routine/Supplemental Customers

Duke Raleigh Hospital
Duke University Hospital
Durham VA Medical Center
Lexington Medical Center
Northeast Georgia Medical Center
UNC Healthcare-Chapel Hill

Med-Trans Air Medical Transport

AirCare (Sumter)
AnMed (Anderson)
Air Reach (Mullins)
CARE Flight (Walterboro)
GHS Med Trans (Greenville)
Meducare Air (North Charleston)
Regional One (Spartanburg)

Vidant EastCare

Beaufort (Washington)
Craven (New Bern)
Duplin/Wayne (Mount Olive)
Nash (Rocky Mount)
Onslow Memorial Hospital (Jacksonville)

Board of Trustees

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Prisma Health System

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Clinical Associate Professor

Department of Pathology, Brody School of Medicine, East Carolina University

Mark Johnston

President, CEO and Co-Founder

Community Journals Publishing Group

Be Part of the Connection

Donate

blood at one of our blood donation centers or on a blood mobile and you can save lives. All donated blood stays within your community.

Partner

with us on our mission to save lives by hosting a blood drive through your workplace, school, or place of worship. You bring the donors, we'll take care of everything else. With our blood mobiles and inside set up equipment, we can easily help you host a drive anywhere.

Like

us on Facebook and follow us on Twitter and Instagram to stay up to date with our latest news, photos, and videos. We occasionally have social contests and giveaways!

Visit

thebloodconnection.org to schedule a donation appointment, contact us about hosting a drive, and to find out more ways to get involved.





thebloodconnection.org

The Blood Connection is a non-profit organization. Blood can be donated every 56 days. Donors must be 16 years or older to donate. If you have recently donated, please share this information with a friend. TBC Donor ID Card (preferred) or photo ID required to donate.