



THE BLOOD CONNECTION

Your Community Blood Center

2021 ANNUAL REPORT



THE BLOOD
CONNECTION
Your Community Blood Center

MOVING FORWARD TOGETHER

Our MISSION

Healthcare partners supported by
adequate, safe, cost-effective
blood supplies and services.

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“THE WORD
THAT COMES
TO MIND FOR
THIS YEAR IS
RESILIENCY.”

DEAR FRIENDS,

After the onset of the COVID-19 pandemic in 2020, 2021 brought hope and promise of a return to normal. For The Blood Connection, it brought optimism for a strong year of blood donations in every community. But 2021 broke records we didn't want broken – as we continued to see historically low blood donor turnout. As this community's blood center, that was a huge problem. Not enough donors, means not enough blood.

Every year we face challenges, but none quite like this – there was a point around Memorial Day where our shelves were almost empty. We immediately put out a plea to the community to help get our blood supply back to stable. Thanks to our hardworking TBC staff and the donors who responded, we never had to tell our hospitals that we didn't have enough, and we worked with them to ensure their patients were taken care of. In some cases, we were asked to step in and provide blood products to hospitals we don't usually supply.

Towards the end of the year, The Blood Connection joined the Blood Emergency Readiness Corps (BERC), which is composed of blood centers from across the nation that have committed to collecting extra blood units to be held in reserve for any critical-need scenario, like a mass shooting or natural disaster. Unfortunately, both of those things happened shortly after we joined. TBC sent units to help victims of a school shooting in Michigan and sent even more units when the string of deadly tornadoes hit the Midwest.

Despite the many challenges this year threw at us, we still supplied life-saving blood products to hospitals, accounting for multiple units used on one patient. More important than the products we supplied, are the lives of the patients that our donors helped save and their loved ones. An estimate of 300,000 people received blood products thanks to the generous contributions of TBC donors.

The word that comes to mind for this year is resiliency. In addition to the seemingly never-ending pandemic, we faced challenges no one saw coming. Challenges that we, and other blood centers around the country, still can't explain. In the midst of all of it, we continued to be the community blood center our donors rely on and even expanded our reach in the Carolinas and Georgia. It has been an honor to help our communities heal. Thank you to our donors, partners, and hospitals for trusting The Blood Connection as your non-profit community blood center – we couldn't do our work without you.

SINCERELY,

A handwritten signature in black ink that reads 'Delisa K. English'.

Delisa K. English

President and CEO

The Blood Connection



242,693

blood donations collected

which impacted local hospital patients

&

their

parents
spouses
siblings
grandparents
friends
classmates
coworkers
teammates

ADAPTING TO REACH A NEW GROUP OF BLOOD DONORS

As 2021 brought a renewed sense of optimism to the world, it also brought a new set of challenges for collecting blood donations across the Carolinas and Georgia. **It was The Blood Connection's commitment to our communities, and our loyal donors, that allowed us to push through.**

At the start of the year, The Blood Connection (TBC) put out urgent pleas for those who had recovered from COVID-19 to donate convalescent plasma, as the demand for CCP more than tripled during yet another surge in COVID-19 cases.

As the year progressed, with the availability of COVID-19 vaccines and an increased sense of comfort among community members to return to normal life, The Blood Connection entered a trying time. The need for regular blood donations became critical,

but a consistent base of blood donors was nowhere to be found. It seemed that the same donors who came out in 2020, were not returning in 2021.

By April, TBC put out its most urgent message: donor turnout had hit a historic low, creating a need for blood even more dire than during the worst periods of the pandemic. Community hospitals were reporting an increase in need for blood products, while TBC was seeing a decrease in consistent blood donors. By the summer, TBC and hospitals warned community members that a blood

shortage was near if people did not return to donating blood.

In the Fall, TBC brought back COVID-19 antibody testing for all donors, free of charge, as COVID-19 case numbers rose across the South. Donors responded positively to the additional incentive, and donations increased as people looked to know their vaccine and COVID-19 antibody status.

Throughout the year, TBC continued its commitment to health and safety, as COVID-19 cases ebbed and flowed. TBC maintained safety protocols to ensure donors felt safe both inside center locations and on blood mobiles. TBC donors continued to adapt as we made changes following FDA and CDC guidance, and our staff were flexible in adapting to new protocols.

Community partners continued to show up in support of TBC, agreeing to host new blood drives and revamp old partnerships to reach blood donors who had previously not donated with TBC. Hospital partners were always willing to alert and educate the media about the threat of a blood shortage. Colleges and universities also stepped up their involvement with TBC hosting larger, more frequent blood drives. Though 2021 was a challenging year, it was also the first year that TBC brought blood mobiles and staff to The University of South Carolina for the annual Clemson vs. South

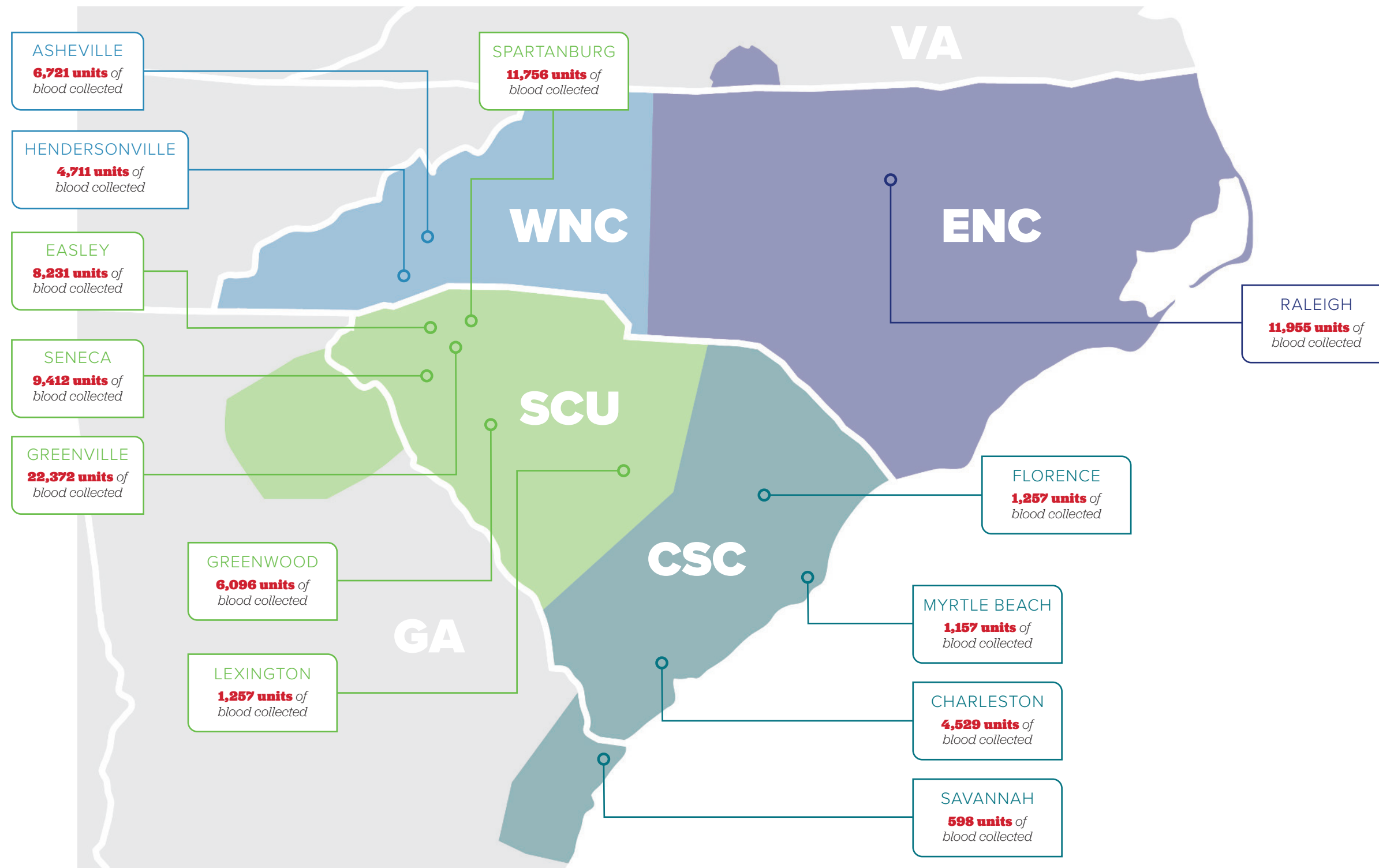
Carolina Blood Bowl. Across the two campuses, TBC collected more than 3,000 units of blood in one week, helping shore up the blood supply before entering the always-challenging holiday season.

2021 proved to be a never-ending battle to maintain a stable blood supply. Times of the year when donations were normally abundant passed with TBC seeing empty shelves and low inventory levels. Through it all, we found our loyal TBC donors held true to their commitment to maintain a strong blood supply; donating blood regularly to do their part to help supply local hospitals. In an increasingly challenging year for blood donations, The Blood Connection is especially thankful for all the donors across our three-state region that took time out of their busy lives to donate blood.



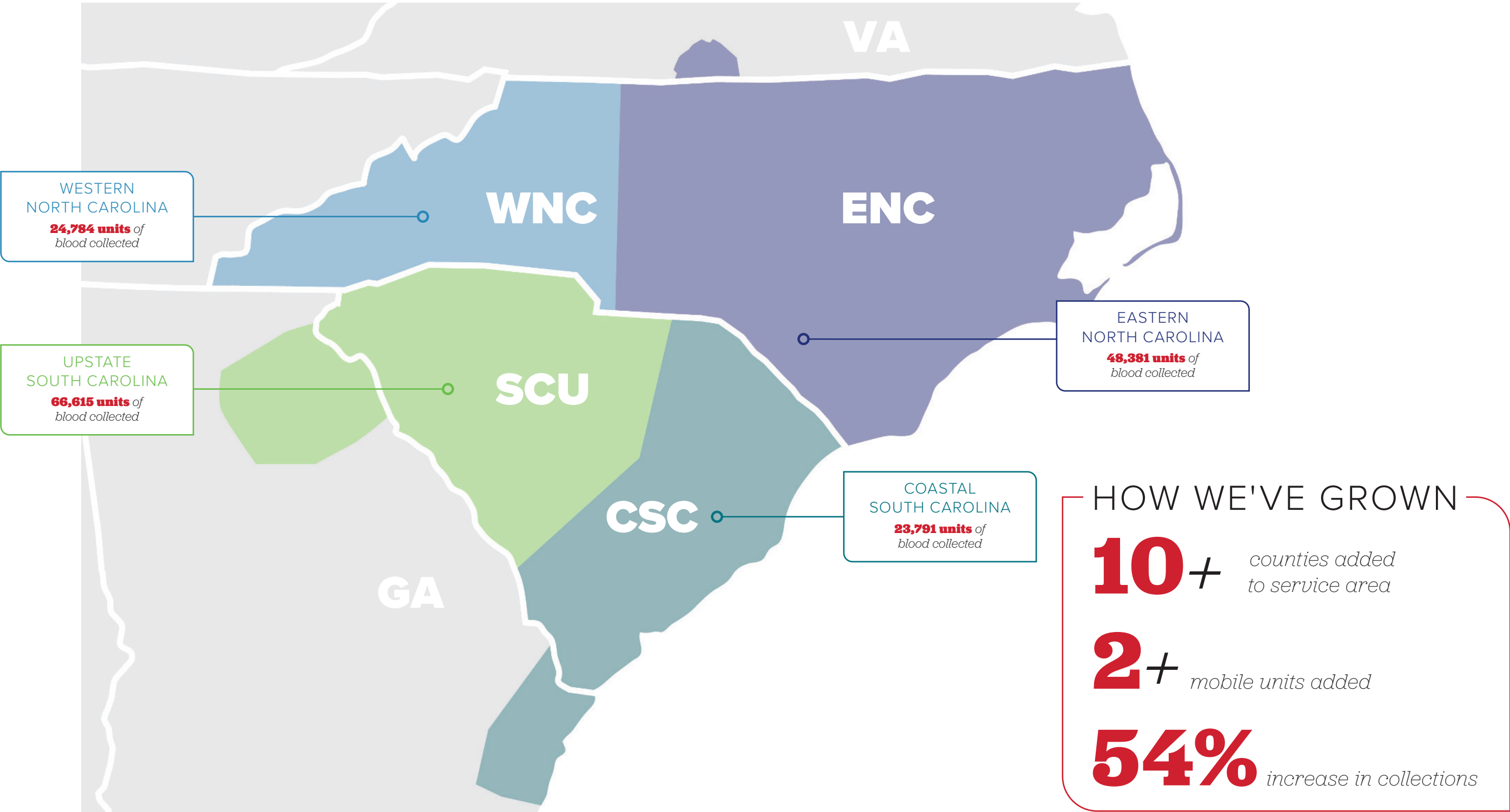
Breaking Down Our Impact

COLLECTIONS PER CENTER



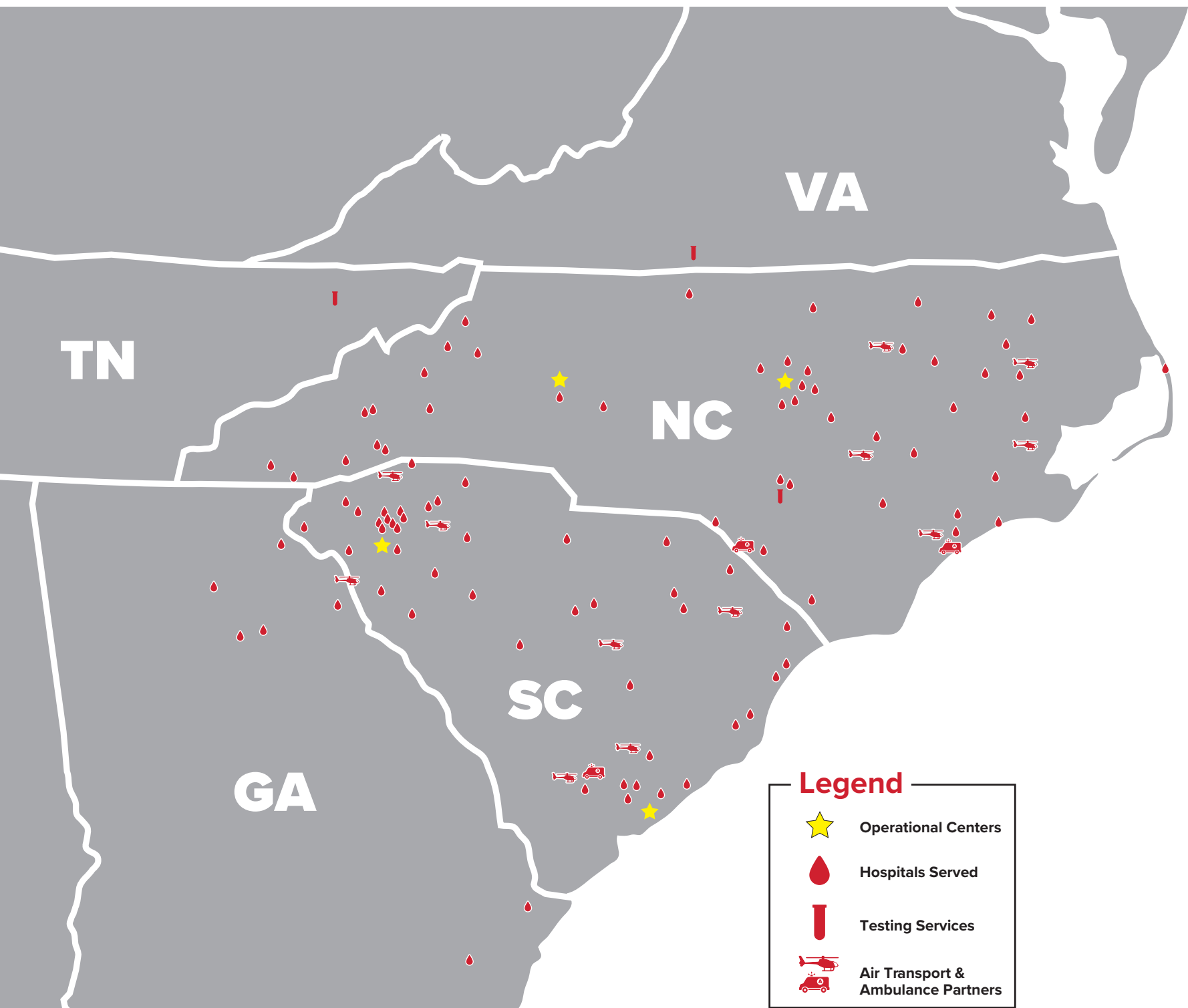
Breaking Down Our Impact

COLLECTIONS PER BLOOD MOBILES



TBC by the Numbers

HOSPITAL PARTNERS



Employees
645

Hospitals
100+

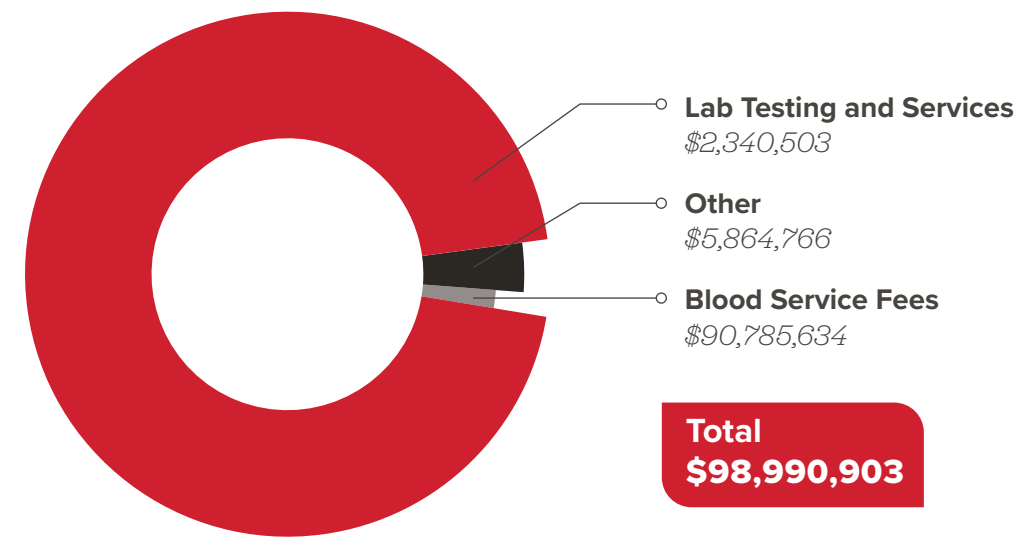
Donation Centers
13

Mobile Units
45

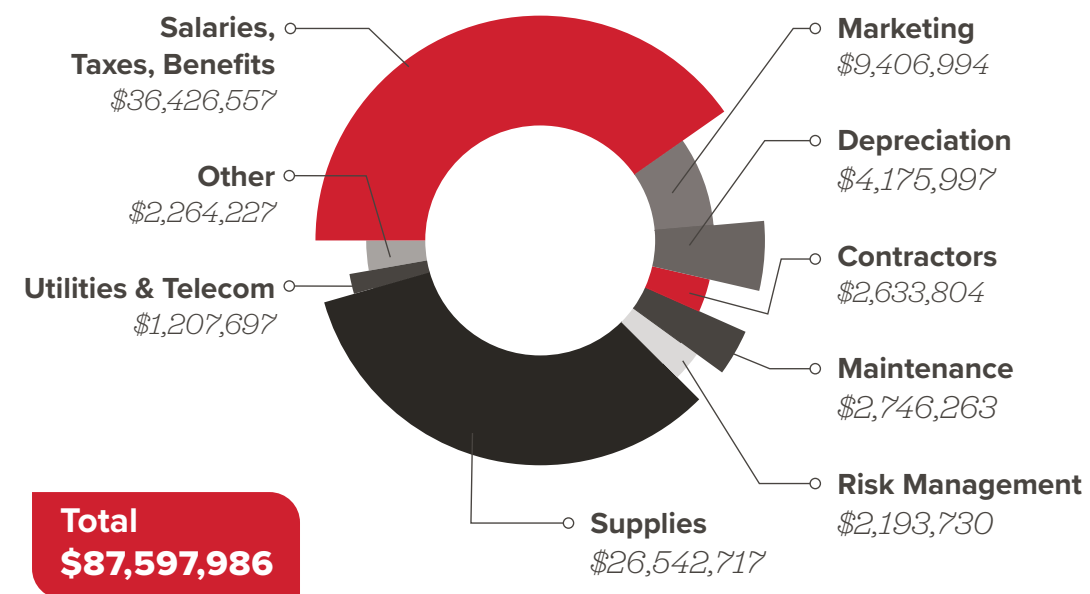
1 Mission
Saving Lives



REVENUE



EXPENSES



STATEMENT OF FINANCIAL POSITION

	FY 2020	FY 2021
Current Assets	\$16,533,900	\$20,886,806
Net Property & Equipment	\$32,656,742	\$35,742,586
Other Assets	\$12,341,772	\$13,489,712
Total Assets	\$61,532,414	\$70,119,104
Current Liabilities	\$9,957,038	\$9,433,392
Long Term Liabilities	\$15,014,683	\$11,429,886
Total Liabilities	\$24,971,721	\$20,863,278
Net Assets	\$36,560,693	\$49,255,826
Total Liabilities & Net Assets	\$61,532,414	\$70,119,104

STATEMENT OF ACTIVITIES

	FY 2020	FY 2021
Revenues	\$71,161,318	\$98,990,903
Less Expenses	\$70,320,653	\$87,597,986
Income from Operations	\$840,665	\$11,392,917
Non-Operating Income (Expense)	\$59,007	\$1,302,216
Increase in Net Assets	\$899,672	\$12,695,133

Thank You For Helping The Blood Connection Share Life

THANK YOU TO OUR PARTNERS who stepped up and allowed us to continue to maintain our collections throughout the year. Your decision to partner with us through an on-going pandemic allowed us to further deepen our roots in the communities we serve. We thank you for your continued support and appreciate you choosing to be part of the connection.

TO THE HOSPITALS WE SERVE, WE THANK YOU for trusting us through 2021. You have been at the forefront of the pandemic and we appreciate you for continuing to choose The Blood Connection as your provider of life-saving blood products. It is our priority to provide you with safe, adequate, and the highest quality blood products to ensure our local communities always have what they need for their patients. We look forward to serving you next year.



ANMED HEALTH
AnMed Health
AnMed Health Cannon

**APPALACHIAN REGIONAL
HEALTHCARE SYSTEM**
Charles A Cannon Jr.
Memorial Hospital
Watauga Medical Ctr

**Bon
Secours**
Greenville Downtown
Greenville Eastside

**CAROLINA EAST
HEALTH SYSTEM**
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

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

Routine/Supplemental Customers

Lexington Medical Center
Memorial Health
MUSC Health
Cone Health
Iredell Health Systems
Piedmont Athens Regional Medical Center

EMS Ambulance Services

Colleton County Fire and Rescue
Onslow County EMS
Robeson County EMS

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

**UNC REX
HEALTHCARE**
Caldwell UNC Healthcare
Holly Springs Rex Healthcare
Johnston Health Clayton
Johnston Health Smithfield
Nash UNC Healthcare
Onslow Memorial Hospital
Pardee Hospital
UNC Health Southeastern
UNC Lenoir Healthcare
UNC REX Healthcare
UNC Rockingham Healthcare
Wayne UNC Healthcare

**ROPER ST. FRANCIS
HEALTHCARE**
Roper Hospital
Roper St. Francis
Berkeley Hospital
Roper St. Francis Hospital
Roper St. Francis
Mt. Pleasant Hospital

**Spartanburg Regional
Healthcare System**
Cherokee Medical Center
Pelham Medical Center
Spartanburg Medical Center
Spartanburg Medical Center
(Mary Black Campus)
Union Medical Center

**TRIDENT
HEALTH**
Summerville Medical Center
Trident Medical Center

VIDANT HEALTH
The Outer Banks Hospital
Vidant Beaufort
Vidant Bertie
Vidant Chowan
Vidant Duplin
Vidant Edgecombe
Vidant Medical Center
Vidant North Hospital
Vidant Roanoke-Chowan

WakeMed
WakeMed Cary Hospital
WakeMed North
WakeMed Raleigh Campus

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)

Other Hospitals

Abbeville Area Medical Center
AdventHealth Hendersonville
Barrow-Northeast Georgia
Medical Center
Carteret Health Care
Charles George VA
Medical Center
Colleton Medical Center
Columbus Hospital
Conway Medical Center
Durham VA Medical Center
Elbert Memorial Hospital
Encompass Health Rehabilitation
Hospital of Greenville
Fayetteville VA Medical Center
Grand Strand Regional
Medical Center
Granville Medical Center
Martin General Hospital
Midlands Regional
Rehabilitation Hospital
Naval Medical Center
Camp Lejeune
Newberry County
Memorial Hospital
Scotland Memorial Hospital
Self Regional Hospital
Shriner's Hospital for
Children-Greenville
Stephen's County Hospital
St. Luke's Hospital
Washington Regional
Medical Center
WG (Bill) Hefner VA
Medical Center
Wayne Memorial Hospital

Board of Trustees

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Mission Health System, Inc.

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Community Journals Publishing Group

Forrest Long, MBA

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Independent Insurance Agent

Wesley “Walker” McSwain

HCS Executive Director Business & Practice Relations

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Prisma Health

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Vice President / Owner

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Susan Weiss, MD

Associate Professor, Department of Pathology & Laboratory Medicine

UNC Health

Nikki Williams

System Testing and Support Manager

Blue Cross Blue Shield of South Carolina



DONATE

blood at one of our blood donation centers or on a blood mobile and you can save lives. TBC prides itself on the fact that blood donations are used locally.

PARTNER

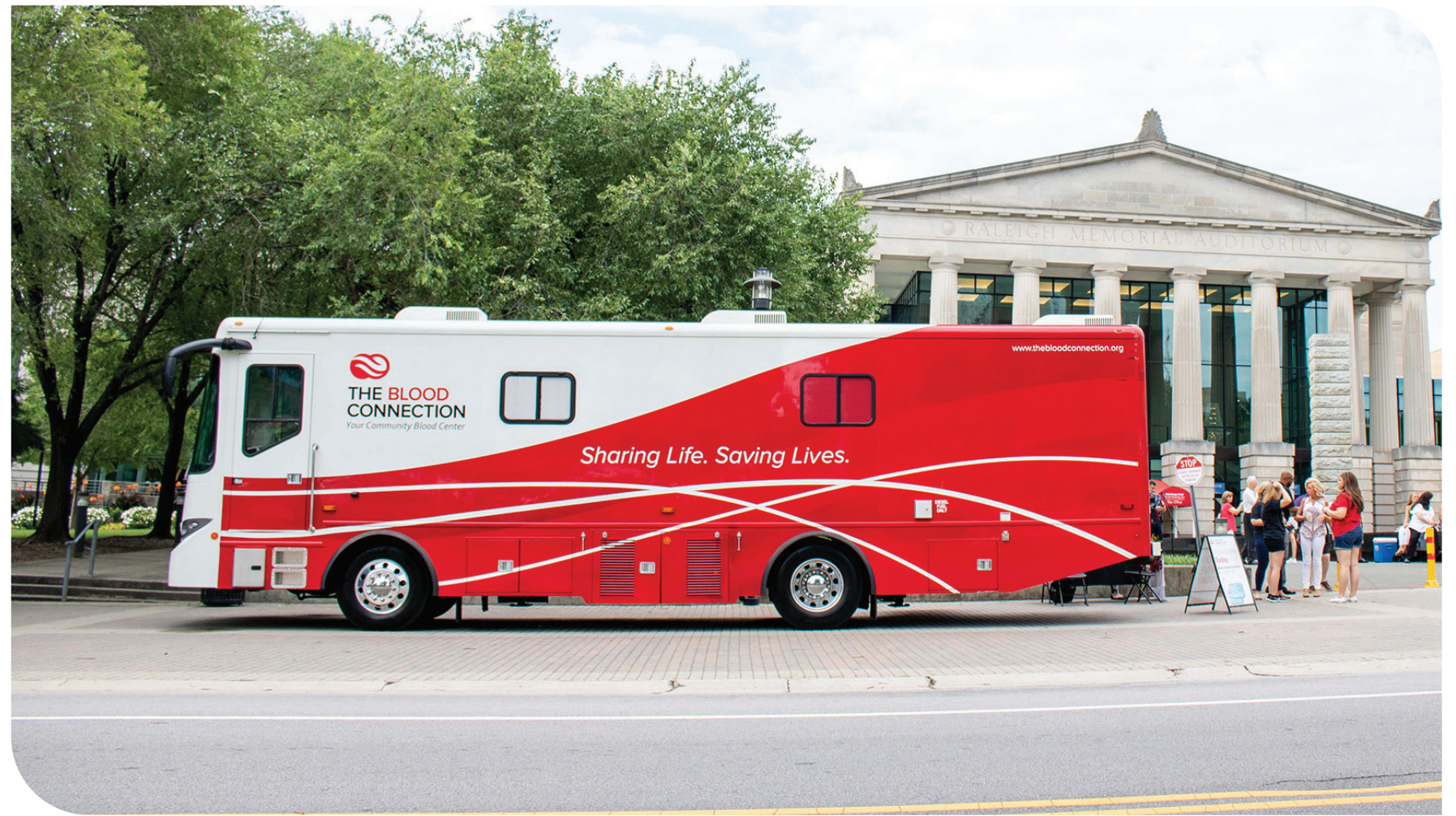
with us on our mission to save lives by hosting a blood drive through your workplace, school, or place of worship. You bring the donors, we'll take care of everything else. With our blood mobiles and inside set up equipment, we can easily help you host a drive anywhere.

LIKE

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

VISIT

thebloodconnection.org to schedule a blood 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.
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