

2023

Annual Report



**THE BLOOD[®]
CONNECTION**
Your Community Blood Center



Table of Contents

Message from the CEO	7
Reason for Being	9
Total Units	11
A Year of Growth	12
TBC by the Numbers	15
Financial Summary	16
Thank You	18
Hospital Partners	19
Board of Trustees	20
Connect With Us	22



“I’ve been able to do a lot of things in my life... because one person decided that it was **worth the trouble.**”

- John, Recipient



A message from our CEO



DEAR FRIENDS,

Year after year I am amazed at how The Blood Connection (TBC) continues to grow and expand. 2023 was particularly impressive as we made great, innovative strides in several areas including our laboratory, leadership development, TBC donation experience, employee safety and more. This was all done while adding to our fleet of bloodmobiles and our donation centers. I hope that you take time to enjoy reading more about these things throughout this year's Annual Report and join with us in celebrating our accomplishments.

One highlight of our year was our continued commitment to the Blood Emergency Readiness Corps (BERC). This coalition of blood centers across the country has made a promise to stand ready and support emergency blood needs of each other when tragedy strikes. Each BERC blood center commits to hold a certain number of blood products aside during their on-call rotation, creating a reliable and available blood supply for emergency needs. This year, TBC was honored to be hosted by The Citadel to spotlight our involvement in BERC. There, The Citadel made history by allowing the first non-military helicopter to land on Summerall Field courtesy of TBC partners, Med-Trans Corp. and Colleton County Fire-Rescue Department during a press conference addressing why there is a never-ending need for blood donations and how they're essential to emergency preparedness, especially ahead of hurricane season. This truly put the spotlight on the need for blood donors and the importance of having a stable and sufficient community blood supply. We are so thankful for this tremendous display of support and opportunity.

As we begin 2024, I am excited to see what we will be able to accomplish together. I know that each new year brings its own set of challenges but I'm confident in the exceptional team that we have built and know that we will be able to navigate them together – achieving and growing even more than we ever have before. TBC cannot accomplish its mission without some key players – our staff, our partners, and most importantly, our donors. We hope that you will join us in one of those roles and help us to continue to save lives.

SINCERELY,

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

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 **MISSION**

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.

326,221
total units collected

**Which impacted local hospital patients
& *their*** *parents • spouses • siblings • grandparents
• friends • classmates • teammates*

A Year of Growth & Innovation for TBC

Over the past few years, The Blood Connection has grown exponentially. From the number of our donation centers to the number of our employees and even the number of blood donors has grown. 2023 was no exception.

CENTERS

This year, TBC was proud to open the long-awaited Anderson, SC. blood donation center! For years, TBC has hosted mobile blood drives in the community and even had a temporary donation center in the Anderson Mall for a short period of time. We wanted to finally put down more permanent roots in the community that has supported us and the blood needs of AnMed Health for so long. In 2023 we had the grand opening of the state-of-the-art donation center that can now serve whole blood, double red cell (DRBC), platelet, and therapeutic donor for years to come.

BLOODMOBILES

While we were adding to our fixed site locations, we also expanded our fleet of bloodmobiles which allowed us to broaden our reach into the communities we serve. This year, we added bloodmobiles Maverick, Goose, and Pluto. We also asked for donor input into the naming of one of our new bloodmobiles. Through social media, donors voted on many different options for new names but eventually landed on the name, “Bruce Vein” for the new bloodmobile – playing off “Bruce Wayne,” the secret name of well-known superhero, Batman.

In 2023, we honored TBC’s longest tenured employee, Melanie Porter, by naming on of our bloodmobiles, “Melanie.” We hoped that this one small act showed her that we truly appreciated her over 40 years of service and dedication to TBC.

HOSPITAL PARTNERS

In addition to the growth that we experienced, TBC also implemented new and innovative processes, equipment and more to the organization. These improvements – along with TBC’s long-standing mission to provide safe, adequate, cost-effective blood products to hospitals – attracted additional healthcare partners and expanded our impact in the Southeast. TBC is proud that as we grow and expand into new areas, we make it our mission to create self-sufficient communities where the blood that is collected in that area, goes to support the blood product needs in that area. We also pride ourselves on hiring local people from

those communities to help round out the team that helps to collect, test, and deliver the lifesaving products to our hospital partners and their patients.

TBC CARES

This year, we created and implemented TBC Hydration Stations as a part of our TBC Cares initiative. These stations were placed in all donation centers, bloodmobiles, and are also used on our inside setup blood drives. The goal of the TBC Hydration Stations is to not only continue to improve our donor experience but to also mitigate potential negative reactions a donor may experience during or after their donation due to not eating or drinking enough prior to their donation.

COMMUNITY IMPACT

It’s no secret that TBC has a major impact on the communities we serve through the blood products we provide to local hospitals. However, we also impact the community in more ways than one! Through TBC’s Giveback Program, we partner with local organizations to host blood drives that can also support a charity of their choosing. In 2023, we really grew this program and hosted TBC Giveback drives that benefitted numerous charities. One of the highlights of our giveback program in 2023 was hosting a drive to benefit Corporal Lucas Watts – a police officer who was severely injured in the line of duty in the Upstate of South Carolina. Through our blood drive and the support of the community rallying behind the cause, we were able to donate \$4,680 to the Oconee County SC Sheriff’s Foundation which then donated the funds to support Corporal Watts and his family during his recovery. This is just one of the many ways we were able to double down on our support of the communities we serve.

INCREASED COLLECTIONS

As we grow and expand, it is natural for us to see an increase in collections but there were several annually held blood drives that did exceptionally well in 2023. This year, TBC saw record-breaking collections at our annual Blood Bowl competitions. Up first was the competition between North Carolina State University (NC State) and East Carolina University (ECU) where we were able to collect 1,925 units of blood. Then, between Clemson University and the University of South Carolina (UofSC), we were able to collect 5,326 units of blood. This was a huge success as it was a 45% increase in collections over the collections from this drive event in 2022!



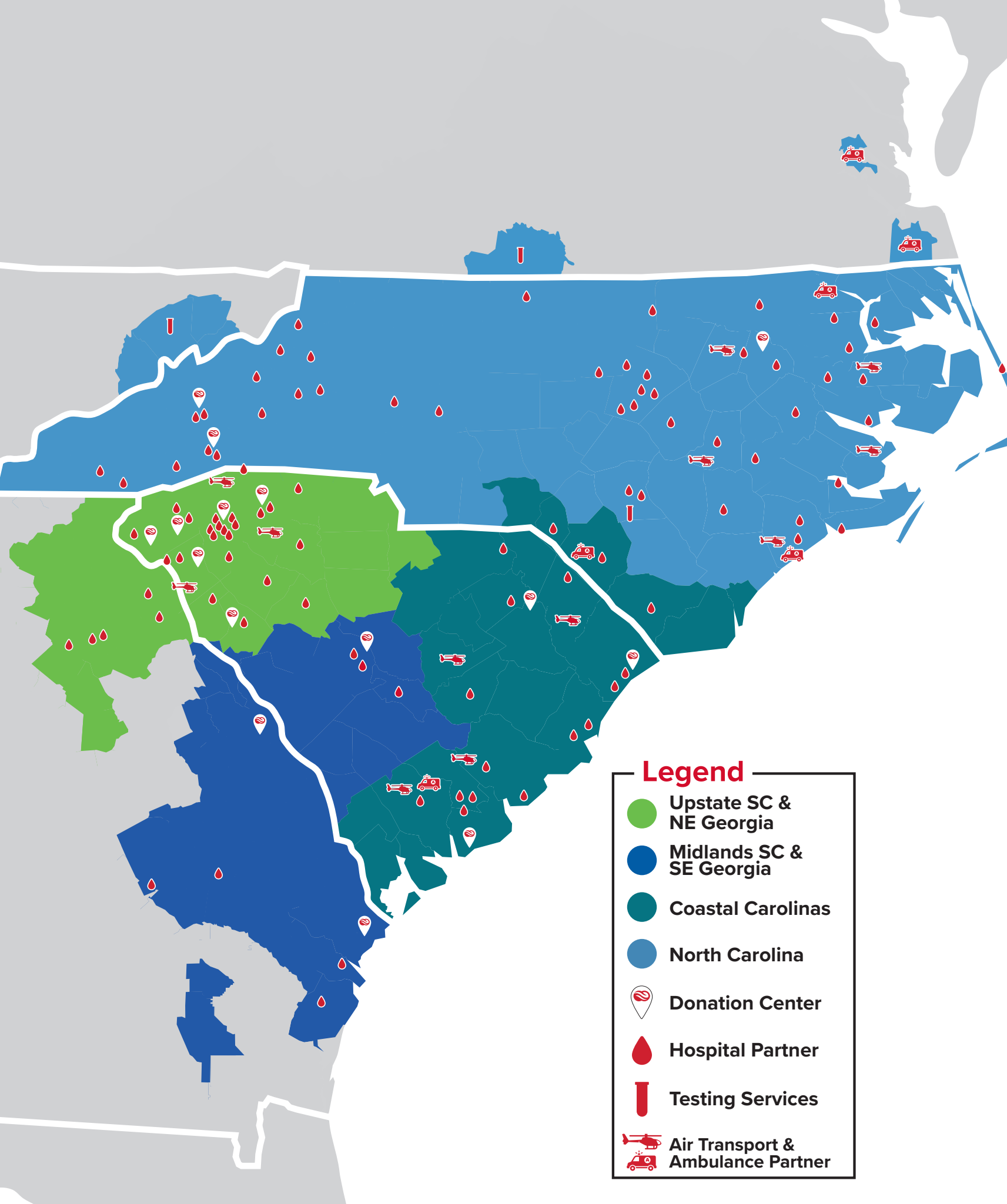
Individually, our collections year-over-year at Clemson increased by 57% and our collections at USC increased by 15%.

We also added a new Blood Bowl to our repertoire with the University of Georgia (UGA) vs. the University of Tennessee (UTK). This drive was unlike any other as it was one day of collections instead of a week-long blood drive competition. During that one event, on the UGA campus – in 10 hours – we collected 438 units of blood! With each donation potentially being able to impact 3 lives, the students, faculty, and university staff (along with our TBC staff of course!) could impact up to 23,067 lives in the communities we serve!

We are so thankful for everyone that worked tirelessly to make those blood drives successful and for the universities that made it possible.

As you can see, 2023 was a very eventful year for TBC, filled with growth, innovation, and expansion. We have big plans for 2024 – we hope you’ll join us in this exciting new year for more adventures in saving lives in the communities we serve.





TBC by the Numbers

Employees

800+

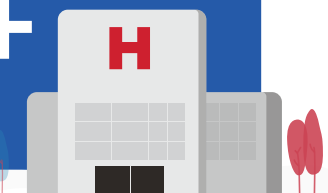
Centers

15



Hospitals

120+



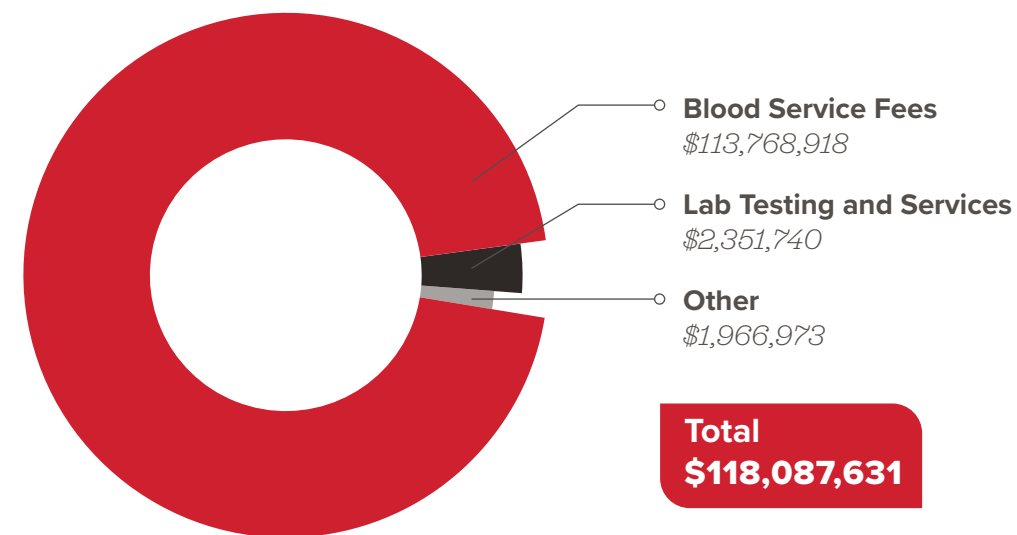
Mobile Units

50

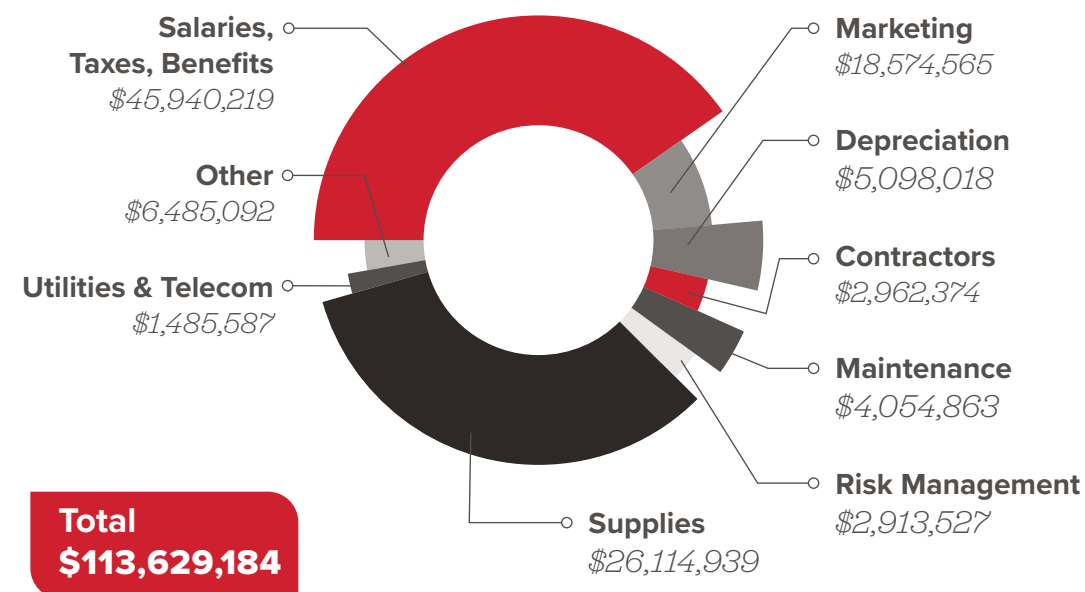


1 Mission
Saving Lives

REVENUES



EXPENSES



STATEMENT OF FINANCIAL POSITION

	FY 2023	FY 2022
Current Assets	\$26,535,877	\$22,386,727
Net Property & Equipment	\$40,264,685	\$36,914,464
Lease Assets	\$8,512,480	
Other Assets	\$14,072,804	\$13,121,885
Total Assets	\$89,385,846	\$72,423,076
Current Liabilities	\$10,959,149	\$9,434,004
Lease Liability	\$8,717,210	
Long Term Liabilities	\$11,685,371	\$9,965,612
Total Liabilities	\$31,361,730	\$19,399,616
Net Assets	\$58,024,116	\$53,023,460
Total Liabilities & Net Assets	\$89,385,846	\$72,423,076

STATEMENT OF ACTIVITIES

	FY 2023	FY 2022
Revenues	\$118,087,631	\$97,556,449
Less Expenses	\$113,629,184	\$93,163,681
Income from Operations	\$4,458,447	\$4,392,768
Non-Operating Income (Expense)	\$542,209	(\$625,134)
Increase in Net Assets	\$5,000,656	\$3,767,634

Thank You to Our Supporters

WE CANNOT THANK OUR PARTNERS ENOUGH for the work they do to help us accomplish our mission every year. To our partners that hosted more blood drives, increased their collections, and spread our mission to new organizations and locations – we are grateful for your commitment to saving lives. Without you, we could not ensure our communities and hospital partners have the lifesaving blood products they need. We thank you for your dedication to The Blood Connection and appreciate your efforts to spread that connection throughout our region.

TO OUR HOSPITAL PARTNERS, thank you for trusting us to be your community blood provider. You are right there by our sides when the need for blood is critical, and we thank you for putting your faith in us to ensure those products are available for the patients you serve. We put in the hard work every day to ensure you have access to safe, adequate, and high-quality blood products and we are so proud to be your blood provider. Thank you for your continued partnership – we look forward to serving you in 2024.



Hospital Partners

- AnMed Health**
AnMed Health
AnMed Health Cannon

Appalachian Regional Health
Watauga Medical Ctr
Charles A Cannon Jr.
Memorial Hospital

Bon Secours Mercy Health
Greenville Downtown
Greenville Eastside

CarolinaEast Health
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

MUSC Health Medical Centers
MUSC Charleston
MUSC Columbia – Midlands
MUSC Florence
MUSC Kershaw
MUSC Lancaster
MUSC Marion

Prisma Health
Baptist Hospital Easley
Greenville Memorial
Greer Memorial
Hillcrest Hospital
Laurens County Hospital
Oconee Memorial
Patewood Hospital
- Prisma Health Baptist Parkridg
Prisma Health Richland

Roper St. Francis Healthcare
Roper Hospital
Roper St. Francis Hospital
Roper St. Francis Hospital
Mt. Pleasant Hospital
Roper St. Francis
Berkeley Hospital

Spartanburg Regional
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

UNC Healthcare
Caldwell UNC Healthcare
Holly Springs REX Healthcare
Johnston Health Clayton
Johnston Health Smithfield
Nash UNC Healthcare
Onslow Memorial Hospital
Pardee Hospital
UNC Health Blue Ridge
Morganton
UNC Health Blue Ridge Valdese
UNC Health Southeastern
UNC Lenoir Healthcare
UNC REX Healthcare
UNC Rockingham Healthcare
Wayne UNC Healthcare

ECU Health
The Outer Banks Hospital
ECU Health Beaufort
ECU Health Bertie
ECU Health Chowan
ECU Health Duplin
ECU Health Edgecombe
ECU Health Medical Center
ECU Health North Hospital
ECU Health Roanoke-Chowan
- WakeMed Health**
WakeMed Cary Hospital
WakeMed Raleigh Campus
WakeMed North

Other Hospitals
Abbeville Area Medical Center
AdventHealth Hendersonville
Atrium Health Wake Forest
Baptist Medical Center
Barrow-Northeast Georgia
Medical Center
Cape Fear Valley
Carteret Health Care
Charles George VA
Medical Center
Colleton Medical Center
Columbus Hospital
Conway Medical Center
Doctors Hospital of Augusta
Duke University Medical Center
Durham VA Medical Center
Elbert Memorial Hospital
Encompass Health Rehabilitation
Hospital Greenville
Encompass Health Rehabilitation
Hospital AnMed
Fairview Park Hospital
Fayetteville VA Medical Center
Grand Strand Regional
Medical Center
Granville Medical Center
Iredell Health System
Lexington Medical Center
Martin General Hospital
Memorial Health University
Medical Center
Memorial Health Meadows
Hospital
Memorial Satilla Health
Midlands Regional Rehabilitation
Hospital
Naval Medical Center
Camp Lejeune
Newberry County
Memorial Hospital
Oconee Health Campus
Onslow Memorial Hospital
(Jacksonville)
- Piedmont Athens Regional
Medical Center
Piedmont Athens Regional
Royston Health Campus
Salisbury VA Medical Center
Scotland Memorial Hospital
Self Regional Hospital
Shriner's Hospital for
Children-Greenville
Stephen's County Hospital

**Med-Trans Air Medical
Transport**
AirCare (Sumter)
Air Reach (Mullins)
AnMed (Anderson)
CareFlight (Walterboro)
Med-Trans (Greenville)
Meducare Air (North Charleston)
Regional One (Spartanburg)

EMS Ambulance Services
Colleton County Fire and Rescue
James City County EMS, VA
Northampton County EMS
Onslow County EMS
Robeson County EMS
Tidewater EMS, VA

Vidant EastCare
Beaufort (Washington)
Craven (New Bern)
Duplin/Wayne (Mount Olive)
Nash (Rocky Mount)



Board of Trustees

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Prisma Health

Chad Richard

Executive Director, Supply Chain

Prisma Health

Karen Sheriff

Vice President / Owner

Shertech Pharmacy

DONATE

Give blood at one of our blood donation centers or on a blood mobile and save lives! As a community blood center, blood donations serve local hospitals and help our neighbors. There is NO substitute for blood, it must be donated. The only way to have enough blood for hospitals is if our community donates it.

PARTNER

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

LIKE

Like and follow us on Facebook, LinkedIn, TikTok, Twitter, and Instagram to stay up to date with our latest news, promos, and videos. You don't want to miss our special giveaways, plus fun and educational posts. Be sure to share them too!

VISIT

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



HOST A DRIVE



DONATE BLOOD





THE BLOOD[®]
CONNECTION

Your Community Blood Center



thebloodconnection.org

The Blood Connection is a non-profit organization. Blood can be donated every 56 days. Donors must be 16 years or older and over 110 lbs. to donate. Parental consent required for 16 year olds in SC and GA, 16 AND 17 year olds in NC. Before you donate blood, make sure that you drink plenty of water and eat a healthy meal. TBC Donor ID Card (preferred) or photo ID required to donate. Gift cards and other incentives are non-transferable.

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