



INNOVATIVE
BLOOD
RESOURCES

2015 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 more than 65 years of experience and service providing value-driven solutions to hospitals and other healthcare 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

- Approximately 1,800 volunteer coordinators helped organize and conduct blood drives
- Over 78,000 volunteer blood donors—including 17,200 first-time donors—gave more than 193,000 units of blood products
- Nearly 2,900 apheresis platelet donors gave close to 21,000 units 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

(CALENDAR YEAR 2016)

LEADERSHIP

Donald C. Berglund, CEO,
Innovative Blood Resources, and
President, Memorial Blood Centers

Jeffrey D. Allen, M.B.A.
Chief Operating Officer and
Chief Financial Officer

Ellen DiSalvo, President, Nebraska
Community Blood Bank

Kathy Geist, M.B.A.
Vice President, Recruitment and
Mobile Operations

Jed Gorlin, M.D., M.B.A., Medical
Director and Vice President,
Medical and Quality Affairs

Mark Janzen, Ph.D., Vice President,
Laboratory Services

BOARD OF DIRECTORS

Andy Detlefsen, Chair
Wells Fargo

Thomas Heaney, Vice Chair
Trio Executive Search

Phillip Martin
Secretary/Treasurer
Fox Rothschild LLP

Matthew P. Dokken
3M

James Dowiak
U.S. Bancorp

Timothy Kuck
Telemark Advising Services

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

Scott Lynch
Blue Cross and Blue Shield of
Minnesota

Laura Redoutey
Nebraska Hospital Association

Paul Torgerson
HealthEast Care System



INNOVATIVE
BLOOD
RESOURCES



Memorial
BLOOD CENTERS

A Division of Innovative
Blood Resources



Nebraska
Community Blood Bank
A Division of Innovative Blood Resources

Connecting People, Saving Lives

Financial Summary

INNOVATIVE BLOOD RESOURCES FINANCIAL STATEMENTS

ALL AMOUNTS IN THOUSANDS

Statement of financial position

(June 1, 2014 - May 31, 2015)

ASSETS	
Cash and Investments	\$15,847
Accounts Receivable, Net	7,220
Inventories, Net	1,457
Property, Plant & Equipment, Net	16,412
Other Assets	2,080
Total Assets	\$43,016

LIABILITIES AND NET ASSETS

Liabilities	
Accounts Payable	\$1,696
Accrued Expenses	2,714
Long Term Debt	3,681
Other Liabilities	975
Total Liabilities	\$9,066

Net Assets	
Unrestricted	\$33,782
Restricted (Temporarily)	168
Total Net Assets	\$33,950

Total Liabilities and Net Assets \$43,016

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

(As of May 31, 2015)

REVENUE	
Service Fees on Units Delivered	\$42,997
Laboratory Service Fees	9,979
Contributions	334
Other	751
Total Revenue	\$54,061

PROGRAM EXPENSE

Cost of Components & Services	\$46,309
Operating Expenses	8,150
Fundraising	232
Total Expense	\$54,691

Operating Change in Net Assets (630)

Non-Operating Revenue & Expense (46)

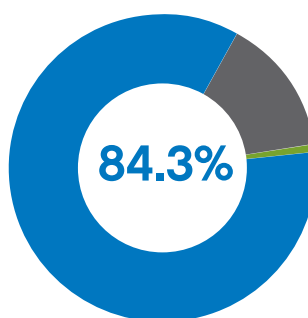
Total Change in Net Assets (\$676)

WHERE THE MONEY GOES:

84.3% Program Costs to Support our Mission

15% General & Administrative

0.7% Marketing & Development



ADVISORY BOARDS

(CALENDAR YEAR 2016)

MINNESOTA-METRO

Damon Fitzgerald, Chair
Rebecca Blaesing
Daniel Boulay
James Burroughs II
Kevin Croston, M.D.
Roger Green
Steve Heintze
Phillip Kibort, M.D., M.B.A.
Erik Lindell
Pete Rhodes
Tom Whelan
Katherine Ziegler

MINNESOTA-NORTHLAND

Gary L. Doty, Chair
James Chervenky
Sara Clark
Carl Crawford
Beth Egan
Katherine Flanders
Rani Gill
Kevin Jacobsen
Mary Matlack
MSgt. Justin Pederson
Lesa Radtke
Stephanie Sklors
Doug Smith
Rachel Snyder-Cochran
Gayle Taylor
Robert Unzen

NEBRASKA

Pam Lionberger, Chair
Melissa Carpenter
Scott Cushman
Jim Gustafson
Greg Howe
Tanya Lebsock
Matt Mar
Stanley Okosun, M.D.
Olivia Ring
Fred Schluckebier

