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Closing
Community Blood Bank
Annual Donor Dinner

This year the Community Blood Bank is excited to celebrate our 50th Donor Dinner as we once again gather to recognize our outstanding donors, donor chairpersons and donor groups and the lives that they have saved. Tonight, we honor the blood donors who began donating blood many years ago, and have donated so consistently that they’ve reached remarkable milestones in their donation history. For some, this is their first milestone, and for others this is another in a long line of successes.

Tonight, we also celebrate our donor chairpersons, who saw an opportunity at their businesses, churches, community groups or schools to organize blood drives and inspire others to save lives in our communities.

The selflessness, dedication and generosity of our donors, donor chairpersons, groups and employees are the heart strings of the Community Blood Bank. Without you we would not be who we are, and for that we celebrate you!

Thank you!

Community Blood Bank Board of Directors

Henry Ward (Chairperson)
Vice President for Affiliated Services, Saint Vincent Hospital

Aaron Phillips (Vice-Chairperson)
Human Capital Management Practice Leader, Decision Associates

Sarah Eakin, M.D. (Secretary)
Pathologist, UPMC Hamot Medical Center

Steven T. Erhartic (Treasurer)
Portfolio Manager, Erie Insurance

Jeffrey Richmond, M.D.
Medical Director, Community Blood Bank

Scott Greenwell
Executive Director, Community Blood Bank

Merry Bollheimer, Esq.
General Counsel & Vice President of Legal Affairs, Mercyhurst University

Jennifer Stewart
Assistant Vice President & Cash Management Advisor, Northwest Savings Bank

William A. Geary, M.D., PhD
Medical Director of Pathology & Lab Medicine, UPMC Chautauqua WCA Hospital

Edward Althof
Vice President, Loesel-Schaaf Insurance

Julie Jacobs
CFO, Warren General Hospital

Paul DeSantis,
CFO, Millcreek Community Hospital

R.J. Zonna
State Auditor, Dept. of the Auditor General

Mary Jo Fulton, RN, MS
Community Blood Bank
Staff

Administration
Dr. Jeffrey Richmond, Medical Director
Ed Brink, CPA (Brink & Giewont)
Scott Greenwell, Executive Director
Diane Pirschel, Quality Assurance Director
Deborah McAndrew, Quality Assurance Auditor
Abby Gomez, Quality Assurance Specialist
Tracy Riedel-Dorsch, Database Administrator
Frank Balzer, Operations Manager
June Kifer, AP/Purchasing Clerk
Sarah Uglow, Accounting Assistant
Kristen Loredo, Administrative Assistant
Joyce Bednarski, Receptionist
Arlene Benny, Data Entry Clerk/Tele-Recruiter

Laboratory Staff
Tracy Collier, BS MT (ASCP), Technical Director
Debra Helmer, BS MT (ASCP), Laboratory Supervisor
JoAnne Griebel, Hospital Services Coordinator
Pam Barton, BS MT (ASCP)
Cathy Kupniewski, BS MT (ASCP)
Heidi Noggle, BS MT (ASCP)
Jennifer Shaffer, BS MT (ASCP)
Estrella Molina, Component Tech
Rose Surma, Component Tech
Janelle Greer, Component Tech
Benjamin Berkowitz, Component Tech

Couriers/Warehouse Staff
John Ondreako, Courier
Marc Johnson, Warehouse Clerk
Luke Miller, Courier

Donor Services Department:
Deanna Renaud, Director of Donor Services
Nicole Hornaman, Communications & Marketing Coordinator
Sara Macerata, Special Products Coordinator

Recruitment:
Deanna Rosenthal, Erie County Mobile Drive Coordinator
Shari Jerman, NWPA Regional Mobile Drive Coordinator
Lora Cope, PANY Regional Mobile Drive Coordinator
Kathy Hastings, WNY Regional Mobile Drive Coordinator
Phyllis Yanosko, Tele-recruiter

Collections:
Jennifer Stephany, Manager of Donor Collections
Chris Koszegi, Donor Operations Supervisor/Team Leader
Tammy Wurst, Donor Collections Compliance Lead

Erie County Team
Kay Campbell, Team Leader
Marty Hamilton, Team Leader
Brittany Berchtold
Ronisha Butler-Sherrell
Lindsay Graeca
Stephanie Johnson
Parley Kashey

NWPA Regional Team
Mark Zielewski, Team Leader
Brooke Yurchisin

PANY Regional Team
Kristy Good
Rachael Ohl

WNY Regional Team
Courtney Abbott
Lacey Boyd
Julia McKuhn
Elizabeth Stoner
Michelle Wiltsie
Still moving forward. The past 3 years have held a lot of exciting changes for the blood bank. We’ve introduced new technologies, remodeled our donor areas, including our Platelet Apheresis room and all the screening booths, and welcomed new staff and new donor groups into our family!

Our successes over the past years have been due in great part to the generosity and ingenuity of all the people in the CBB family.

In an industry that is ever-changing, CBB is proud to be moving forward in the best interests of our generous donors, our partner hospitals and the patients who rely on all of us when life hangs in the balance.

**In House**

In August of 2016 we welcomed Scott Greenwell into the CBB family as Executive Director. We are excited to see where Scott’s vision and guidance will take us. Welcome, Scott!

**In Our Lab**

Our laboratory staff continue to pride themselves on working with donors and CBB staff as a team to ensure that your donations are processed, stored and delivered to those in our community who are in need of your vital and precious gifts. The laboratory staff would like to thank all of our donors for their continued commitment to our community and are humbled by their demonstration of sincere generosity.

In Donor Services

In 2016, the Collections and Recruitment Departments joined forces under a new arm of CBB, called “Donor Services,” which also includes Reception, Tele-Recruitment, Marketing and now Fundraising. It’s been about a year since this change took place, and staff are now working cohesively to bring our donors the best experience possible. We are truly excited by the opportunities we’ve uncovered through individual strengths and a shared passion for our mission.

This change has also helped us identify ways to share each donor’s “hero ability” with them. Whether it’s chatting with our phlebotomists about the number of times they’ve given or learning more about their blood type from our receptionist, we want to make sure every donor knows just how important they are to the medical care in our communities. To that end, we’ve created a new position for our former Donor Services Assistant. Sara Macerata is now our Special Products Coordinator, and will be serving as a “donor concierge” to customize donation experiences for our amazing donors, while also ensuring the needed blood products are always available to our partner hospitals.

Sara has been a true asset with every position she’s held at CBB, and we are excited by the possibilities Sara brings to this role.

We would like to take a moment to thank everyone who supported us through the many unfortunate blood shortages that we faced this year. From the local organizations who supported us by donating promotional items, holding drives, and spreading awareness to every donor and community member who heard our plea and responded, THANK YOU! Here’s to hoping that 2017 is a year free of shortages!
Gallon Achievements

**25 Gallon**
- Michael Finotti
- Malcolm Pollard
- Jeffrey Shaw

**20 Gallon**
- Twila Dewey
- Gary Thayer
- Thomas Traub

**15 Gallon**
- Robert Allison
- Timothy Eicher
- Gary Froehlich
- Richard Kester
- William Kutz
- Alexandra Mazur
- Joseph F. Monoski
- Charles Moyer
- James Peluso
- Dana Pulice
- Thomas Snyder
- Rodney Troester
- Mark Urban
- Thomas Wardanski
- Philip Wroblewski

**10 Gallon**
- Dell Becker
- Greg Biletnikoff
- Lorie Craig
- Joe Dolak
- Barbara Double
- Karl Ebert
- Melvin Lee Edwards
- James Erickson
- Jeffrey Ewing
- Dorothy Ferguson
- Donna Grimaldi
- Shane Allen Hillen
- Michael E. Hoffman
- Paul McGee
- Lisa McLaughlin
- Diana Meanor
- Paul Pawlak
- Christine Pol
- Kenneth Tome
- Robin Yaple
- Lori Zimmer
- Tammie Zimmerman
- Suellen Ward
- David Wiest

**5 Gallon**
- Paul Becker
- Claudia Brown
- Valerie Buck
- Julia Confer
- James Currie
- William Daly
- Cheryl Dipietro
- Edward Dragon
- Ronald Eliason
- Michael Eller
- Geraldine Evan
- Susan Frawley
- Robert Fromknecht
- Danny Fuller
- Kenneth Gardner
- Richard Gardner
- Randy Geci
- Jane Gilewicz
- Rebecca Gould
- Amy Hammill
- Tammy Hart
- Martha Hofmann
- Melissa Huff
- Betty Jaggi
- Carol Jones
- Jeffrey Jones
- Evelyn Krug
- Ernestine Lawson
- Ronald Lester
- Candance Magraw
- Stephen Matheis

- Judy Marlett
- Mary Martter
- Donald McCarty
- Tammi Michali
- Michael Oakes
- Michelle Ohmer
- Elmer Olson
- Craig Palmer
- Rosemarie Panko
- Jack Patterson
- Janice Pelensky
- William Pohopin
- Stephanie Reichardt
- Daniel Schneider
- James Schneider
- Sally Skelly
- Michael Sparks
- Stephen Stanisch
- Nicole Barclay Swanson
- Vern Testi
- Mark Warnshuis
- Michael Weaver
- Steven Wendel
- Cameron Wilkins
- Douglas Wolf
Platelet Apheresis
Gallon Achievements

5 Gallon
Francis Haas
Paul Rossman

10 Gallon
Charles Fuller

15 Gallon
Cynthia Sharrer
Thomas Snyder

20 Gallon
Richard Caldwell
Kurt Duska
Dan Muczynski
Susan Osborn
Gerald Pituch

25 Gallon
Cynthia Englert
Derf Hopseger
Penny Keller

30 Gallon
Gerald Olson

35 Gallon
Lawrence Kisielewski

40 Gallon
Todd Marzalen

50 Gallon
Edward Althof
Mary Lou Scott

Donor Chair &
Group of the Year

Erie Region:
Timothy Campbell, First Presbyterian Church of the Covenant

NWPA Region:
Kris Black, Eisenhower High School

PA-NY Region:
Amy Metcalf, Oswayo Valley High School

WNY Region:
Elizabeth DeRosa, UPMC Chautauqua WCA Hospital

Oswayo Valley High School receives their award
Corporate Donors

The Community Blood Bank would like to thank each of the local businesses that helped support us throughout this past year. From giveaway items to gifts cards, gift baskets and more, we received numerous donations from local businesses who know how important it is to reward our donors for helping to maintain a safe and adequate blood supply.

We would like to thank the following businesses for their continued support and generosity:

- Calamari’s Squid Row
- Erie Otters
- Erie Bayhawks
- Our Own Candle Company
- Potratz Floral Shop & Greenhouses
- Romolo Chocolates
- Waldameer & Water World
- Wegmans Food Markets, Inc.
- Harley Davidson of Erie
- McDonald’s
- Yum Yum’s Pizza
- Sticks and Bricks/Brooklyn Pizza
- Valerio’s
- The Breakfast Place

Thank you all!

Media Support

As always, the Community Blood Bank is extremely grateful to our local media outlets. We would be lost without their willingness to cover our promotions, shortages and current needs.

We would to thank each of our local media supporters across all our counties, especially:

- JET TV 24/Fox 66 (YourErie), WICU/WSEE (Erie News Now), Cumulus Media, Connoisseur Media, The Erie Radio Company, WCTL, & the Erie Times News

Thank you all!
### Schedule of Functional Expenses

**June 30, 2016**

<table>
<thead>
<tr>
<th>Program Services</th>
<th>Supporting Services</th>
<th>Total Program &amp; Support Services</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Donor Recruitment</strong></td>
<td><strong>Accounting &amp; Administration</strong></td>
<td><strong>Total Program &amp; Support Services</strong></td>
</tr>
<tr>
<td>Salaries $216,214</td>
<td>$1,521,709</td>
<td>$1,924,057</td>
</tr>
<tr>
<td>Employee benefits $39,227</td>
<td>$350,824</td>
<td>$402,348</td>
</tr>
<tr>
<td>Blood packs $218,501</td>
<td>$56,133</td>
<td>$68,608</td>
</tr>
<tr>
<td>Reagents</td>
<td>$9,181</td>
<td>$564,081</td>
</tr>
<tr>
<td>Other clinical supplies</td>
<td>$47,298</td>
<td>$73,511</td>
</tr>
<tr>
<td>Chagas testing</td>
<td>$47,298</td>
<td>$145,713</td>
</tr>
<tr>
<td>Blood purchases and inventory change</td>
<td>$167,054</td>
<td>$167,054</td>
</tr>
<tr>
<td>Advertising/promotion $95,826</td>
<td>$106,470</td>
<td>$106,470</td>
</tr>
<tr>
<td>Mobile unit expense</td>
<td>$62,502</td>
<td>$62,502</td>
</tr>
<tr>
<td>Office expense/postage $7,612</td>
<td>$52,815</td>
<td>$26,625</td>
</tr>
<tr>
<td>Dues/subscriptions $2,397</td>
<td>$6,462</td>
<td>$47,298</td>
</tr>
<tr>
<td>Food expense</td>
<td>$47,298</td>
<td>$145,713</td>
</tr>
<tr>
<td>Freight $169</td>
<td>$102,107</td>
<td>$100,847</td>
</tr>
<tr>
<td>Education and travel $5,808</td>
<td>$58,711</td>
<td>$58,711</td>
</tr>
<tr>
<td>Contract fees</td>
<td>$140,071</td>
<td>$247,652</td>
</tr>
<tr>
<td>Equipment lease</td>
<td>$1,975</td>
<td>$4,952</td>
</tr>
<tr>
<td>Insurance $30,398</td>
<td>$10,398</td>
<td>$89,800</td>
</tr>
<tr>
<td>Maintenance and minor equipment</td>
<td>$30,398</td>
<td>$10,398</td>
</tr>
<tr>
<td>Telephone/utilities $8,263</td>
<td>$47,805</td>
<td>$66,943</td>
</tr>
<tr>
<td>Housekeeping, cab and courier</td>
<td>$196,061</td>
<td>$201,830</td>
</tr>
<tr>
<td>Rent $14,553</td>
<td>$14,553</td>
<td>$14,553</td>
</tr>
<tr>
<td>Other expense</td>
<td>$36,346</td>
<td>$36,346</td>
</tr>
<tr>
<td>Purchase commitment shortfall</td>
<td>$36,346</td>
<td>$36,346</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>$395,209</td>
<td>$810,281</td>
</tr>
<tr>
<td><strong>$ 1,800,018</strong></td>
<td><strong>210,487</strong></td>
<td><strong>$ 407,297</strong></td>
</tr>
<tr>
<td><strong>$ 4,943,202</strong></td>
<td><strong>$ 779,595</strong></td>
<td><strong>$ 943,047</strong></td>
</tr>
<tr>
<td><strong>$ 5,886,339</strong></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
# Financial Statistics - Assets

**COMMUNITY BLOOD BANK OF ERIE COUNTY**  
(dba COMMUNITY BLOOD BANK OF NORTHWEST PENNSYLVANIA  
and dba COMMUNITY BLOOD BANK WESTERN NEW YORK)

## Statements of Financial Position  
For the Years Ending June 30, 2016 and 2015

<table>
<thead>
<tr>
<th></th>
<th>2016</th>
<th>2015</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>ASSETS</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Current assets:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash and cash equivalents</td>
<td>$265,709</td>
<td>$264,065</td>
</tr>
<tr>
<td>Accounts receivable, net of $9,700 and $14,517</td>
<td>1,020,735</td>
<td>942,313</td>
</tr>
<tr>
<td>Accrued interest receivable</td>
<td>640</td>
<td>1,221</td>
</tr>
<tr>
<td>Inventory</td>
<td>78,378</td>
<td>109,208</td>
</tr>
<tr>
<td>Prepaid expenses</td>
<td>421,847</td>
<td>283,845</td>
</tr>
<tr>
<td>Total current assets</td>
<td>1,886,309</td>
<td>1,601,052</td>
</tr>
<tr>
<td>Property and equipment</td>
<td>4,411,237</td>
<td>4,495,568</td>
</tr>
<tr>
<td>Less: accumulated depreciation</td>
<td>2,403,092</td>
<td>2,601,129</td>
</tr>
<tr>
<td>Total property and equipment</td>
<td>2,008,145</td>
<td>1,894,439</td>
</tr>
<tr>
<td>Other assets:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Long-term investments</td>
<td>1,022,532</td>
<td>1,008,789</td>
</tr>
<tr>
<td>Intangible assets, net of accumulated amortization</td>
<td>8,456</td>
<td>12,148</td>
</tr>
<tr>
<td>Total other assets</td>
<td>1,030,988</td>
<td>1,020,937</td>
</tr>
<tr>
<td>Total assets</td>
<td>$4,925,142</td>
<td>$4,515,828</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th>2016</th>
<th>2015</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>LIABILITIES AND NET ASSETS</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Current liabilities:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Accounts payable</td>
<td>$444,774</td>
<td>$385,027</td>
</tr>
<tr>
<td>Accounts payable, wages and related payroll taxes</td>
<td>277,784</td>
<td>261,756</td>
</tr>
<tr>
<td>Accrued purchase commitment shortfall</td>
<td>75,962</td>
<td>5,340</td>
</tr>
<tr>
<td>Current portion of long-term debt</td>
<td>224,198</td>
<td>154,340</td>
</tr>
<tr>
<td>Total current liabilities</td>
<td>946,663</td>
<td>856,543</td>
</tr>
<tr>
<td>Long-term debt, less current portion</td>
<td>1,453,335</td>
<td>211,062</td>
</tr>
<tr>
<td>Total liabilities</td>
<td>1,099,999</td>
<td>1,067,605</td>
</tr>
<tr>
<td>Net assets:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Unrestricted net assets</td>
<td>3,833,144</td>
<td>3,448,203</td>
</tr>
<tr>
<td>Total net assets</td>
<td>3,833,144</td>
<td>3,448,203</td>
</tr>
<tr>
<td>Total liabilities and net assets</td>
<td>$4,925,142</td>
<td>$4,515,828</td>
</tr>
</tbody>
</table>
COMMUNITY BLOOD BANK OF ERIE COUNTY  
(dba COMMUNITY BLOOD BANK OF NORTHWEST PENNSYLVANIA  
and dba COMMUNITY BLOOD BANK WESTERN NEW YORK)  
Statements of Cash Flows  
For the Years Ending June 30, 2016 and 2015

<table>
<thead>
<tr>
<th></th>
<th>2016</th>
<th>2015</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash flows from operating activities:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Increase (decrease) in net assets</td>
<td>$384,941</td>
<td>($313,099)</td>
</tr>
<tr>
<td>Adjustments to reconcile increase (decrease) in net assets to net cash provided by (used in) operating activities:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Depreciation and amortization</td>
<td>131,909</td>
<td>206,570</td>
</tr>
<tr>
<td>Gain on sale of asset</td>
<td>(3,982)</td>
<td>6,300</td>
</tr>
<tr>
<td>Loss on impairment of equipment</td>
<td>9,168</td>
<td>74,084</td>
</tr>
<tr>
<td>Realized (gain) loss on investments</td>
<td>38,496</td>
<td>(105,330)</td>
</tr>
<tr>
<td>Unrealized (gain) loss on investments</td>
<td>33,816</td>
<td>142,062</td>
</tr>
<tr>
<td>Increase (decrease) in accounts receivable</td>
<td>(77,741)</td>
<td>285,323</td>
</tr>
<tr>
<td>Increase (decrease) in inventory</td>
<td>31,130</td>
<td>(24,694)</td>
</tr>
<tr>
<td>Increase (decrease) in prepaid items</td>
<td>(138,102)</td>
<td>102,023</td>
</tr>
<tr>
<td>Increase (decrease) in accounts payable</td>
<td>59,747</td>
<td>14,389</td>
</tr>
<tr>
<td>Increase (decrease) in accrued liabilities</td>
<td>(41,485)</td>
<td>44,947</td>
</tr>
<tr>
<td>Total adjustments</td>
<td>(24,676)</td>
<td>745,674</td>
</tr>
<tr>
<td>Net cash provided by (used in) operating activities</td>
<td>$360,265</td>
<td>$432,575</td>
</tr>
</tbody>
</table>

| Cash flows from investing activities: |            |            |
| Proceeds from sale of asset         | 7,195      | —          |
| Proceeds from sale of investments   | 400,472    | 1,608,138  |
| Purchase of equipment               | (237,112)  | (49,083)   |
| Purchase of investments             | (436,187)  | (1,671,621)|
| Net cash provided by (used in) investing activities | ($265,623) | ($61,566)  |

| Cash flows from financing activities: |            |            |
| Proceeds from line of credit         | —          | 290,000    |
| Proceeds from long-term debt         | 170,192    | —          |
| Repayment on line of credit          | —          | (290,000)  |
| Repayment on long-term debt          | (164,081)  | (185,812)  |
| Net cash provided by (used in) financing activities | 6,111      | (185,812)  |

Net increase (decrease) in cash and cash equivalents | 100,744 | 185,197 |
Cash and cash equivalents, beginning of year | 264,965 | 79,768  |
Cash and cash equivalents, end of year | $265,709 | $264,965 |
Interest paid | $17,159 | $30,703 |
Partner Hospitals

Pennsylvania Hospitals
Bradford Regional Medical Center  ·  Bradford, PA
Cole Memorial Hospital  ·  Coudersport, PA
Corry Memorial Hospital  ·  Corry, PA
Kane Community Hospital  ·  Kane, PA
Millcreek Community Hospital  ·  Erie, PA
Penn-Highlands Elk Regional Medical Center  ·  St. Marys, PA
Soldiers & Sailors Memorial Hospital  ·  Wellsboro, PA
St. Vincent Hospital, Allegheny Health Network  ·  Erie, PA
Stat MedEvac 6  ·  Clarion, PA
Stat MedEvac 7  ·  Meadville, PA
Stat MedEvac 8  ·  Mercer, PA
Stat MedEvac 9  ·  Clearfield, PA
Titusville Area Hospital  ·  Titusville, PA
UPMC Hamot  ·  Erie, PA
UPMC Horizon – Greenville Campus  ·  Greenville, PA
UPMC Horizon – Shenango Valley Campus  ·  Farrell, PA

Western New York Hospitals
Brooks Memorial Hospital  ·  Dunkirk, NY
Jones Memorial Hospital  ·  Wellsville, NY
Lakeshore Health Center, TLC Health Network  ·  Irving, NY
UPMC Chautauqua WCA Hospital  ·  Jamestown, NY
Westfield Memorial Hospital  ·  Westfield, NY

Ohio Hospitals
Stat MedEvac 14  ·  North Lima, OH

Approvals & Memberships
Approved by:
Erie County Medical Society and the Erie County Society of Osteopathic Physicians and Surgeons
Licensed by:
Food & Drug Administration
New York Department of Health
Pennsylvania Department of Health
Accredited by:
American Association of Blood Banks
Member of:
America’s Blood Centers
In Closing

Thank you to our donors, donor chairs and donor groups for allowing the Community Blood Bank to be the instrument through which you express your commitment to your local community!

Together, we saved thousands of lives in 2016, and we look forward to saving thousands more in 2017.

We would like to take a moment to thank UPMC Health Plan for helping to make this year’s Donor Dinner possible through their sponsorship of the dinner. As we move forward with our fundraising initiatives we are proud to partner with UPMC Health Plan and hopefully many others to provide recognition to our outstanding donors, and help us bring our mission to life every day.

Community Blood Bank of Northwest Pennsylvania & Western New York
2646 Peach Street • Erie, PA 16508 • Phone: 814-456-4206 • Fax: 814-452-3966
www.fourhearts.org