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Community Blood Bank Donor Dinner Program
& Annual Report

2016

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 Loreda, *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*
Janele Greer, *Component Tech*
Benjamin Berkowitz, *Component Tech*

Couriers/Warehouse Staff

John Ondreako, *Courier*
Marc Johnson, *Warehouse Clerk*
Luke Miller, *Courier*

Community Blood Bank Staff

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

Jourdan Kemick
Charlotte Knight
Megan Long
Daniel Macerata
Lisalyn Palmer
Latoya Roberts
Kayla Watkins
Jannel Whitney

NWPA Regional Team

Mark Zielewski, *Team Leader*
Brooke Yurchisin

PANY Regional Team

Kristy Good
Rachael Ohl

WNY Regional Team

Courney Abbott
Lacey Boyd
Julia McKuhn
Elizabeth Stoner
Michelle Wiltsie

Community Blood Bank

News & Notes

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.

Community Blood Bank

News & Notes

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 Yapple
Lori Zimmer
Tammie Zimmerman
Suellen Ward
David Wiest

Gallon Achievements

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 Hopsecger
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
- The Bradford Era, St. Marys Daily Press, The Kane Republican, Ridgeway Record, Warren Times Observer, The Titusville Herald, WESB Radio
- Tioga Publishing, Endeavor Media, KC101, Solomon's Words Blog, Tioga Freedomist, Wellsville Daily
- Jamestown Post Journal, Sharon Herald, The Westfield Republican, Gowanda News, Dunkirk Observer, Record Argus, The Derrick, ExploreClarion.com

Thank you all!

Financial Statistics - Assets

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

Schedule of Functional Expenses June 30, 2016

	Program Services					Total Program Services	Supporting Services		Total Supporting Services	Total Program & Support Services
	Donor Recruitment	Donor Collection	Laboratory Testing	Storage & Distribution	Component Preparation		Accounting & Administration	Data Processing		
Salaries	\$ 216,214	\$ 923,297	\$ 341,218	\$ 40,980	\$ —	\$ 1,521,709	\$ 350,824	\$ 51,524	\$ 402,348	\$ 1,924,057
Employee benefits	39,227	198,387	85,406	12,267	—	335,287	56,133	12,475	68,608	403,895
Blood packs	—	218,501	(198)	—	345,778	564,081	—	—	—	564,081
Reagents	—	—	9,181	—	—	9,181	—	—	—	9,181
Other clinical supplies	13	62,810	30,488	8	23,337	116,656	134	—	134	116,790
Referred/NAT testing	—	—	1,030,261	—	7,711	1,037,972	—	—	—	1,037,972
Chagas testing	—	—	—	—	—	—	—	—	—	—
Blood purchases and Inventory change	—	4,552	162,502	—	—	167,054	—	—	—	167,054
Advertising/promotion	95,826	10,644	—	—	—	106,470	—	—	—	106,470
Mobile unit expense	—	62,502	—	—	—	62,502	—	—	—	62,502
Office expense/postage	7,612	26,482	7,036	—	11,685	52,815	16,265	4,431	20,696	73,511
Dues/subscriptions	2,397	1,805	2,260	—	—	6,462	46,756	348	47,104	53,566
Food expense	—	47,298	—	—	—	47,298	—	—	—	47,298
Freight	169	6,441	134,938	(84)	3,908	145,372	341	—	341	145,713
Education and travel	5,808	95,976	106	217	—	102,107	7,430	310	7,740	109,847
Pathologist fees	—	—	58,711	—	—	58,711	—	—	—	58,711
Contract fees	—	—	140,071	—	—	140,071	107,581	—	107,581	247,652
Equipment lease	1,975	—	—	—	—	1,975	2,977	—	2,977	4,952
Interest	840	2,634	5,359	932	293	10,058	5,959	261	6,220	16,278
Depreciation	2,107	33,908	20,259	1,738	—	58,012	57,619	4,461	62,080	120,092
Amortization	—	11,817	—	—	—	11,817	—	—	—	11,817
Insurance	10,398	—	10,398	10,398	10,398	41,592	37,810	10,398	48,208	89,800
Maintenance and minor equipment	1,751	37,391	30,961	16,647	921	87,671	30,775	76,982	107,757	195,428
Telephone/utilities	8,263	19,668	12,440	5,099	2,335	47,805	17,709	1,429	19,138	66,943
Housekeeping, cab and courier	2,609	21,352	18,884	152,285	931	196,061	4,936	833	5,769	201,830
Rent	—	14,553	—	—	—	14,553	—	—	—	14,553
Other expense	—	—	—	—	—	—	36,346	—	36,346	36,346
Purchase commitment shortfall	—	—	—	—	—	—	—	—	—	—
Total	\$ 395,209	\$ 1,800,018	\$2,100,281	\$ 240,487	\$ 407,297	\$ 4,943,292	\$ 779,595	\$ 163,452	\$ 943,047	\$ 5,886,339

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

	2016	2015
ASSETS		
Current assets:		
Cash and cash equivalents	\$ 365,709	\$ 264,965
Accounts receivable, net of \$9,700 and \$14,517	1,020,735	942,113
Accrued interest receivable	640	1,521
Inventory	78,378	109,508
Prepaid expenses	421,047	282,945
Total current assets	<u>1,886,509</u>	<u>1,601,052</u>
Property and equipment:	4,411,237	4,495,168
Less: accumulated depreciation	<u>2,403,592</u>	<u>2,601,329</u>
Total property and equipment	<u>2,007,645</u>	<u>1,893,839</u>
Other assets:		
Long-term investments	1,022,532	1,008,789
Intangible assets, net of accumulated amortization	8,456	12,148
Total other assets	<u>1,030,988</u>	<u>1,020,937</u>
Total assets	<u>\$ 4,925,142</u>	<u>\$ 4,515,828</u>
LIABILITIES AND NET ASSETS		
Current liabilities:		
Accounts payable	\$ 444,774	\$ 385,027
Accrued salaries, wages and related payroll taxes	277,781	261,786
Accrued purchase commitment shortfall	—	57,480
Current portion of long-term debt	<u>224,108</u>	<u>152,270</u>
Total current liabilities	<u>946,663</u>	<u>856,563</u>
Long-term debt, less current portion	<u>145,335</u>	<u>211,062</u>
Total liabilities	<u>1,091,998</u>	<u>1,067,625</u>
Net assets:		
Unrestricted net assets	<u>3,833,144</u>	<u>3,448,203</u>
Total net assets	<u>3,833,144</u>	<u>3,448,203</u>
Total liabilities and net assets	<u>\$ 4,925,142</u>	<u>\$ 4,515,828</u>

Statements of Activities

For the Years Ending June 30, 2016 and 2015

	2016	2015
REVENUE AND SUPPORT:		
Revenue:		
Blood products	\$ 5,847,753	\$ 5,993,493
Laboratory testing	134,338	2,787
Supplemental fees, surcharges and other income	263,452	105,665
Dividend and interest income	24,233	22,933
Realized gain (loss) on investment	(38,496)	105,330
Gain (loss) on sale of assets	3,982	(6,300)
Impairment (loss) on equipment	(9,168)	(74,084)
Total revenue	<u>6,226,094</u>	<u>6,149,824</u>
Support:		
Contributions	11,370	6,939
Total support	<u>11,370</u>	<u>6,939</u>
Total revenue and support	<u>6,237,464</u>	<u>6,156,763</u>
Expenses:		
Program services	4,943,292	5,302,941
Supporting services	<u>943,047</u>	<u>1,024,859</u>
Total expenses	<u>5,886,339</u>	<u>6,327,800</u>
Excess of revenue and support over (under) expenses	351,125	(171,037)
Unrealized gain (loss) on investment	<u>33,816</u>	<u>(142,062)</u>
Increase (decrease) in net assets	384,941	(313,099)
Net assets, beginning of year (restated)	<u>3,448,203</u>	<u>3,761,302</u>
Net assets, end of year	<u>\$ 3,833,144</u>	<u>\$ 3,448,203</u>

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 Cash Flows For the Years Ending June 30, 2016 and 2015

	2016	2015
Cash flows from operating activities:		
Increase (decrease) in net assets	\$ 384,941	\$ (313,099)
Adjustments to reconcile increase (decrease) in net assets to net cash provided by (used in) operating activities:		
Depreciation and amortization	131,909	206,570
(Gain) loss on sale of asset	(3,982)	6,300
Loss on impairment of equipment	9,168	74,084
Realized (gain) loss on investments	38,496	(105,330)
Unrealized (gain) loss on investments	(33,816)	142,062
(Increase) decrease in accounts receivable	(77,741)	285,323
(Increase) decrease in inventory	31,130	(24,694)
(Increase) decrease in prepaid items	(138,102)	102,023
Increase (decrease) in accounts payable	59,747	14,389
Increase (decrease) in accrued liabilities	(41,485)	44,947
Total adjustments	(24,676)	745,674
Net cash provided by (used in) operating activities	360,265	432,575
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)	(48,083)
Purchase of investments	(436,187)	(1,621,621)
Net cash provided by (used in) investing activities	(265,632)	(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	\$ 365,709	\$ 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
- Stat MedEvac 17
 - Clarion, PA
- Titusville Area Hospital
 - Titusville, PA
- UPMC Hamot
 - Erie, PA
- UPMC Horizon – Greenville Campus
 - Greenville, PA
- UPMC Horizon – Shenango Valley Campus
 - Farrell, PA

Partner Hospitals

- UPMC Northwest
 - Seneca, PA
- Veteran Affairs Medical Center
 - Erie, PA
- Warren General Hospital
 - Warren, 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.

UPMC HEALTH PLAN

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