



COMMUNITY
BLOOD BANK

51ST ANNUAL

Celebration of Giving

DONOR DINNER

**Donor Dinner Program
& Annual Report**

2017

Community Blood Bank

Community Blood Bank relies on local donors to meet the needs of local patients. Our mission is to ensure that every hospital we serve has an optimal supply of blood for every patient in need.

The Annual Donor Dinner recognizes our outstanding donors, donor chairpersons, donor groups and blood donation advocates and the life-saving impact they make in our communities. The night of recognition honors the dedication it takes in order to give the gift of life to so many in need.

2017 Donor Chair & Group of the Year

Erie Region:

Rob Eggleston - Erie County Technical School

WNY Region:

Margaret Bernecky - Honeywell Safety Products

NWPA Region:

Deborah Moyer - GE Oil & Gas

PA-NY Region:

Mary Beth Colton - BOCES - Belmont



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

Steven T. Erhartic - Treasurer
Portfolio Manager, Erie Insurance

Edward Althof
Vice President, Loesel-Schaaf Insurance

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

Paul DeSantis
Chief Financial Officer
Millcreek Community Hospital

Mary Jo Fulton, RN, MS

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

Julie Jacobs
Chief Financial Officer
Warren General Hospital

Deanna Renaud
Interim Executive Director & Director of Donor
Services, Community Blood Bank

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

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

R.J. Zonna
Auditor, Dept. of the Auditor General;
Commonwealth of PA

A Glimpse of the Past Year

Our amazing donors helped create a year of highlights in 2017. Not only did more donors roll up their sleeves in the past year than in the two years prior, but more donors gave their "best fit" donation! That means more of our donors gave the donation type that made the biggest impact on the local blood supply, based on their eligibility and blood type.



A Glimpse of the Past Year

Continued

Double-red cell donations became the secret weapon in our fight against blood shortages. Despite the unprecedented weather at the end of 2017 and the challenges that come from 7 feet of snow, the blood supply was stable for most of the year. We brought back our magical Disney World giveaway and made one local family's dream vacation come true. We also found out that our donors REALLY like kayaks! Our May giveaway brought in hundreds of donors for the grand prize of a pair of kayaks with paddles and life vests.

CBB staff also spent much of the year evaluating the products we provide to our hospitals in an effort to align with specific patient needs and create a stronger inventory. In 2017, we developed the ability to draw apheresis plasma, just like platelets and red cells. Plasma is another crucial component to many patients' treatment and, thanks to this new program, we have more universal plasma available to area patients. AB donors, ask how you can join the plasma donor program.

A Year of Growth

In September, donors and partners helped cut the ribbon for a new addition to CBB's fleet. Affectionately known as 'Winnie', the new 38-foot bloodmobile has enabled us to increase the number of opportunities to reach new and existing businesses. It was made possible by generous community support. A retired mobile unit was donated for continued use in Mexico. We also formed new partnerships in 2017, most notably with UPMC Susquehanna. We began hosting blood drives at three hospitals in the Williamsport region in July, and have a growing donor base in the surrounding area so the health system can bolster its blood supply.

Community Blood Bank Donor Achievements

Platelet Apheresis

5 GALLONS

Andria Blythe
Kyle Bonanno
Tracy Dorsch
Patrick Dwyer
Daniel Fromknecht
Gary Hanes
Heidi Thayer
Zachery Wolf
Donald Worthington

10 GALLONS

Jeffrey Campbell
Charles Fuller
Richard Hasbrouck
Robert Nuhfer
John Sceiford
Gary Smith
Dean Walk
William Yuskovic

15 GALLONS

Alan Baumann
Sheila Bock
Sally Byrtus
Terry Carlin
Clyde Davis
Daniel Deitch
Kenneth Firth
Dana Morrison
Mark Morrow
Robert Pillar
Deanne Scott
Diana Twaroski
Eleanor Walker
Mark Zielewski

20 GALLONS

Mark Bruns
Michael Buckholtz
Casey Donaldson
Joseph Isacks
Thomas Paris
E Clark Rose
Ronald Schaaf
Richard Thomson
Daniel Williams



Community Blood Bank Donor Achievements

Platelet Apheresis

25 GALLONS

Darin Beckes
Thomas Chandley
David Lesnieski
Margaret Williams

30 GALLONS

Susan Banka
Gerald Brookhouser
Peter Kroemer

35 GALLONS

Jerry Brock
Linda Holmes

40 GALLONS

Barbara Anderson
Dennis Crossmire
Butch Karnes
Timothy Kerr
Joseph Lander

45 GALLONS

Todd Stephen Beckes
Robert Bogardus
Richard Godzwa
Michael Schleicher

50 GALLONS

James Gelsie

55 GALLONS

Gary Smith

60 GALLONS

Tim Campbell



Community Blood Bank Donor Achievements

Whole Blood

5 GALLONS

Marie Bartlett
James Beck
Timothy Beyer
Bonnie Jo Billen
James Bojarski
John Browne
Stacy Bukoski
Mary Lou Calabrese
Kristine Campbell
Steven Campbell
Bernadette Carroll
Betty Casey
David Childs
Heidi Clapsadl
Brian Claypool
Kevin Collier
Kimberly Cooney
Christeanna Cucuzza
Patricia Cummings
David Czerwinski
Marilyn Delahoy
Jean Delinski

5 GALLONS

Jennifer DiNicola
Timothy Dzurik
Sherri Edwards
Debra Fisher
James Foster
Keith Freeman
Fred Freeman
Jeanne Gerlach
Donald Graeca
Kenneth Green
Jason Grosch
Daniel Harkness
Tammy Hart
Karen Hayes
Robert Hein
Yvonne Hendrickson
James Hess
Alex Hromyak
Scott Hunt
Dean Huya
Timothy Iesue
Aldo Jackson
Benjamin Johnson
Janet Jones
Danielle Jones
Edward Karpinski
Sherri Kiefer
Larry Klemm
Juliann Kline
Daniel Kloss



Community Blood Bank Donor Achievements

Whole Blood

Continued

5 GALLONS

Paul Knobloch
Gale Lehman
Steven Lundin
Joseph Lutterbaugh
Barbara Malinski
James Marterella
Gary Masters
Pauline Masters
Stacy McHenry
Mary Meade
Arden Miller
Timothy Miller
Janelle Monoski
John Morgan
Kevin Morris
Gregory Nowak
Kazumi Orozco
James Osmanski
Jack Patterson
Kerry Pearson
Ayrn Pluta

5 GALLONS

Crystal Pollock
Edith Prather
Gary Prescott
Lisa Pihoda
Martin Reinelt
Amy Schleicher
John Slocum
Karen Soderberg
Jeffery Sorenson
James Stewart
Jeffrey Styborski
Jeanne Sykes
Kenneth Tafelski
Cinda Tarr
Becky Thiele
Patricia Thompson
John Ullrich
Brenda Viglione
Heidi Vogt
Carl Voltz
Lori Wagel
Abigail Weise
Arthur Whiteman
Dianne Williard
Aimee Work
David Young
Nancy Zamoski
Ryan Zurad



Community Blood Bank Donor Achievements

Whole Blood

10 GALLONS

Michael Anderson
Sam Bayle
Michael Broadhuhn
Kimberly California
David Carll
Arthur Churchill
Walter Ciukaj
Donald Duckett
Paul Fellingner
Dorothy Ferguson
Vincent Gardner
William Gehrlein
Peter Gorny
Lee Gray
William Gress
Douglas Hewitt
Shane Alan Hillen
Douglas Hopson
Cherryl Jones
Thomas Kirsch
Walter Konstanty

10 GALLONS

James Koper
Brian Meyer
Janice Olszewski
Jeffrey Osborn
Gregory Pierson
Lori Randolph
Rex Slocum
Mervin Small
Josephh Spero
Shannon Swanson
Richard Wheeler
Karl Wollman
Clay Woodring
Stephen Zanghi

15 GALLONS

James Allman
Irene Blackford
Robert Freeman
Brenda Jackson
Margaret Kertulis
William Lallman
Mary Link
Edward Mattson
Joseph Monoski
Charles Moyer
Mary Schleicher
James Szymanowski
Mark Urban



Community Blood Bank Donor Achievements

Whole Blood

20 GALLONS

Theodore Firment

Susan Funk

John Lytle

Stephen Miller

Glen Palmer

Clara Paul

E Willy Sickert

Thomas Traub

Joseph Wells

25 GALLONS

Karl Kenyon

Howard Lillie

Jeffery Ziegler

30 GALLONS

Bernard Lucas

Thank you to all of these donors, their dedication to supporting this community's blood supply is remarkable. We also want to extend our gratitude to every donor that made a life-saving blood donation in 2017. Each of you are single-handedly leaving a legacy that will make an impact in this community for generations to come.

Corporate Donors

Community Blood Bank would like to thank each of the local businesses that helped support us throughout the past year. From giveaway items to gift cards, gift baskets and more, we received numerous donations from local businesses that provide incentives to our donors. Offering promotions provides donor with another benefit to give blood and helps us maintain a safe and adequate blood supply.

Corporate Donors

Continued

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

- Calamari's Squid Row
- Erie Otters
- Our Own Candle Company
- Chipotle
- Romolo Chocolates
- Firehouse Subs
- Potratz Floral Shop & Greenhouses
- Harley Davidson of Erie
- The Smith Provision Company
- Boscov's
- Erie Ale Works
- Brooklyn Pizza
- Dick's Sporting Goods
- YMCA of Greater Erie

Media Partners

Community Blood Bank is appreciative to our local media outlets. Their media coverage of upcoming blood drives and response during shortages, enable us to quickly issue public appeals for donors.

Thank you to our local media partners across all our counties, especially: JET TV 24/FOX 66, WICU/WSEE, Cumulus Media, Connoisseur Media, The Erie Radio Company, WCTL, Erie Times News, Bradford Era, St. Marys Daily Press, The Kane Republican, Ridgway Record, Warren Times Observer, The Titusville Herald, WESB Radio, Tioga Publishing, Endeavor Media, KC101, Solomon's Words, Wellsville Daily, Jamestown Post-Journal, Sharon Herald, The Westfield Republican, Dunkirk Observer, Record Argus, The Derrick and Sun-Gazette

Hospital Partners

Pennsylvania -

Bradford Regional Medical Center
- Bradford, PA
Charles Cole Memorial Hospital
- Coudersport, PA
Corry Memorial Hospital
- Corry, PA
Millcreek Community Hospital
- Erie, PA
Penn-Highlands Elk
- St. Marys, PA
Saint Vincent Hospital – Allegheny Health
Network
- Erie, PA
Soldiers + Sailors Memorial Hospital
- Wellsboro, PA
STAT MedEvac 6
- Shippensburg, PA
STAT MedEvac 7
- Meadville, PA
STAT MedEvac 8
- Mercer, PA
STAT MedEvac 9
- Clearfield, PA
STAT MedEvac 17
- Corry, PA
Titusville Area Hospital
- Titusville, PA
UPMC Hamot
- Erie, PA
UPMC Horizon - Greenville
- Greenville, PA
UPMC Horizon – Shenango Valley
- Farrell, PA

UPMC Kane
- Kane, PA
UPMC Northwest
- Seneca, PA
UPMC Susquehanna
- Williamsport, PA
Veterans Affairs Medical Center
- Erie, PA
Warren General Hospital
- Warren, PA

Western New York Hospitals -

Brooks Memorial Hospital
- Dunkirk, NY
Jones Memorial Hospital
- Wellsville, NY
Lake Shore Health Care 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

Community Blood Bank Financial Statistics

COMMUNITY BLOOD BANK OF ERIE COUNTY
(dba COMMUNITY BLOOD BANK OF NORTHWEST PENNSYLVANIA
AND dba COMMUNITY BLOOD BANK OF WESTERN NEW YORK)
STATEMENTS OF FINANCIAL POSITION
June 30,

	2017	2016
ASSETS		
Current assets:		
Cash and cash equivalents	\$ 114,775	\$ 365,709
Accounts receivable, net of \$14,103 and \$9,700	1,087,865	1,020,735
Accrued interest receivable	634	640
Inventory	274,122	247,036
Prepaid expenses	<u>192,716</u>	<u>252,389</u>
Total current assets	<u>1,670,112</u>	<u>1,886,509</u>
Property and equipment:	4,614,471	4,411,237
Less: accumulated depreciation	<u>2,515,102</u>	<u>2,403,592</u>
Total property and equipment	<u>2,099,369</u>	<u>2,007,645</u>
Other assets:		
Long-term investments	1,123,865	1,022,532
Intangible assets, net of accumulated amortization	<u>4,772</u>	<u>8,456</u>
Total other assets	<u>1,128,637</u>	<u>1,030,988</u>
 Total assets	 <u>\$ 4,898,118</u>	 <u>\$ 4,925,142</u>
LIABILITIES AND NET ASSETS		
Current liabilities:		
Accounts payable	\$ 410,056	\$ 444,774
Accrued salaries, wages and related payroll taxes	286,297	277,781
Current portion of long-term debt	<u>83,746</u>	<u>224,108</u>
Total current liabilities	780,099	946,663
Long-term debt, less current portion	<u>78,241</u>	<u>145,335</u>
Total liabilities	<u>858,340</u>	<u>1,091,998</u>
Net assets:		
Unrestricted net assets	<u>4,039,778</u>	<u>3,833,144</u>
Total net assets	<u>4,039,778</u>	<u>3,833,144</u>
 Total liabilities and net assets	 <u>\$ 4,898,118</u>	 <u>\$ 4,925,142</u>

Statements of Financial Position
For the Years Ending June 30, 2017 and 2016



Community Blood Bank Financial Statistics

COMMUNITY BLOOD BANK OF ERIE COUNTY
(dba COMMUNITY BLOOD BANK OF NORTHWEST PENNSYLVANIA
AND dba COMMUNITY BLOOD BANK OF WESTERN NEW YORK)
STATEMENTS OF ACTIVITIES
Years ended June 30,

	<u>2017</u>	<u>2016</u>
REVENUE AND SUPPORT:		
Revenue:		
Blood products	\$ 6,015,491	\$ 5,847,753
Laboratory testing	125,173	134,338
Supplemental fees, surcharges and other income	225,771	263,452
Dividend and interest income	27,636	24,233
Realized gain (loss) on investment	19,758	(38,496)
Gain (loss) on sale of assets	5,462	3,982
Impairment (loss) on equipment	—	(9,168)
Total revenue	<u>6,419,291</u>	<u>6,226,094</u>
Support:		
Contributions	<u>39,631</u>	<u>11,370</u>
Total support	<u>39,631</u>	<u>11,370</u>
Total revenue and support	<u>6,458,922</u>	<u>6,237,464</u>
Expenses:		
Program services	5,203,022	4,943,292
Supporting services	<u>1,085,899</u>	<u>943,047</u>
Total expenses	<u>6,288,921</u>	<u>5,886,339</u>
Excess of revenue and support over (under) expenses	170,001	351,125
Unrealized gain (loss) on investment	<u>36,633</u>	<u>33,816</u>
Increase (decrease) in net assets	206,634	384,941
Net assets, beginning of year	<u>3,833,144</u>	<u>3,448,203</u>
Net assets, end of year	<u>\$ 4,039,778</u>	<u>\$ 3,833,144</u>



Statements of Activities
For the Years Ending June 30, 2017 and 2016

Community Blood Bank Financial Statistics

COMMUNITY BLOOD BANK OF ERIE COUNTY
(dba COMMUNITY BLOOD BANK OF NORTHWEST PENNSYLVANIA
AND dba COMMUNITY BLOOD BANK OF WESTERN NEW YORK)
STATEMENTS OF CASH FLOWS
Years Ended June 30,

	<u>2017</u>	<u>2016</u>
Cash flows from operating activities:		
Increase (decrease) in net assets	\$ <u>206,634</u>	\$ <u>384,941</u>
Adjustments to reconcile increase (decrease) in net assets to net cash provided by (used in) operating activities:		
Depreciation and amortization	143,215	123,784
(Gain) loss on sale of asset	(5,462)	(3,982)
Loss on impairment of equipment	—	9,168
Realized (gain) loss on investments	(19,758)	38,496
Unrealized (gain) loss on investments	(36,633)	(33,816)
(Increase) decrease in accounts receivable	(67,124)	(77,741)
(Increase) decrease in inventory	(27,086)	31,130
(Increase) decrease in prepaid items	59,673	(138,102)
Increase (decrease) in accounts payable	(34,718)	59,747
Increase (decrease) in accrued liabilities	<u>8,516</u>	<u>(41,485)</u>
Total adjustments	<u>20,623</u>	<u>(32,801)</u>
Net cash provided by (used in) operating activities	<u>227,257</u>	<u>352,140</u>
Cash flows from investing activities:		
Proceeds from sale of asset	12,750	7,195
Proceeds from sale of investments	127,594	400,472
Purchase of equipment	(261,044)	(237,112)
Purchase of investments	<u>(150,035)</u>	<u>(428,062)</u>
Net cash provided by (used in) investing activities	<u>(270,735)</u>	<u>(257,507)</u>
Cash flows from financing activities:		
Proceeds from long-term debt	33,200	170,192
Repayment on long-term debt	<u>(240,656)</u>	<u>(164,081)</u>
Net cash provided by (used in) financing activities	<u>(207,456)</u>	<u>6,111</u>
Net increase (decrease) in cash and cash equivalents	(250,934)	100,744
Cash and cash equivalents, beginning of year	<u>365,709</u>	<u>264,965</u>
Cash and cash equivalents, end of year	\$ <u>114,775</u>	\$ <u>365,709</u>
Interest paid	\$ <u>11,227</u>	\$ <u>17,159</u>



Statements of Cash Flows
For the Years Ending June 30, 2017 and 2016