

Blood Bank of Hawaii Annual Report 2008

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#### OUR MISSION

The Blood Bank of Hawaii is committed to providing a safe and adequate supply of blood, blood products and related transfusion services to the patients of Hawaii.

#### **OUR VALUES**

- We are committed to quality throughout the organization.
- We believe in treating people as we wish to be treated.
- We strive for excellence in all we do.
- We pride ourselves in the professionalism, compassion and ethical practices of our staff.
- We are committed to teamwork and strive to create a work environment that facilitates respect and forward thinking.



#### PRESIDENT & CHAIRMAN'S MESSAGE

These days, it is easy to lose sight of the small and regular occurrences that make up one's daily work and life. At the Blood Bank of Hawaii, however, we strive to recognize and appreciate the selfless acts by the thousands of people who support our lifesaving efforts.

We appreciate every donor who walks through our doors at the Dillingham and Downtown Donor Centers, enters our bloodmobiles, or shows up at community collection sites. We welcome first-timers and Super Donors alike, because their gift of blood is making a difference for Hawaii's patients and their families.

We appreciate our unsung volunteers. Whether helping in the Blood Bank canteen, assisting with special projects, or providing leadership and guidance to achieve greater donor participation in their community, our volunteers are the backbone of the Blood Bank of Hawaii.

We appreciate our Lifesaver Clubs, which celebrated their 30<sup>th</sup> anniversary in 2008. Through the efforts of hardworking club coordinators and company leaders, the Lifesaver Clubs bring in approximately half of the state's blood supply every year.

And we appreciate the Blood Bank of Hawaii staff. Their caring touch, professional expertise, and dedication to our mission ensure that our donors have a pleasant, rewarding experience, resulting in a safe and dependable blood supply for Hawaii's patients.

They are our everyday heroes. On behalf of the Blood Bank of Hawaii, thank you for helping us meet our community's need for blood.

Together we can improve lives, one donation at a time.

Sincerely,

Robyn Yim, M.D.

President & Medical Director

Robert P. Hiam

Chairman of the Board

Robert Phon

# Saving and Improving Patient Lives

hen Jasmine Hoopii was born on January 2, 1992, she looked perfectly normal. But to those who know her history, she represents a New Year's miracle.

Jasmine was born with an interrupted aortic arch, or a space in her aorta, as well as a ventricular septal defect and atrial septal defect, meaning she had two holes in her heart.

At just two days old, she underwent surgery for a repair of the aorta. Her doctor gave her a 50/50 chance of survival. Three weeks later, Lopaka and Jenn Hoopii took their precious newborn daughter home, but soon learned that her "scarred" aorta had brought more complications.

That meant another trip back to Kapi`olani Medical Center for Women & Children for threemonth-old Jasmine. This time she stayed for four months.

"There were many days when Jasmine received blood; sometimes she had daily transfusions for months," said Jenn, recalling the two additional surgeries—a second aortic surgery and an open heart surgery to close the two holes—the latter during which she lost four times her blood volume. "Red blood cells, platelets, plasma. You name it, she got it."

In Jasmine's fight to live, she needed more than 100 blood transfusions. Her gift of life came



from 64 volunteer blood donors.

"I can honestly say that if there was not enough blood to sustain her at the time, I know she would not be here with us today," continued Jenn. "The Lord certainly had other plans for Jasmine."

In 2003, eleven-year-old Jasmine was again admitted to Kapi`olani Medical Center for her last surgery.

Now a thriving 17-year-old student at Kailua High School, Jasmine participates on the school volleyball team, dances the hula and involves herself in the school blood drive—recently as a first-time donor.

"I feel that I am one of the special ones, and am very thankful for that," says Jasmine. "I'm especially grateful for all that the blood donors have done for me—the sacrificing of their time and giving of themselves," she said. "I started giving blood because I wanted to experience a part of what the donors went through for me, as well as to give the gift of life to others."

Jenn and Lopaka are quick to echo Jasmine's words. "We are so

grateful to those who donated blood to Jasmine back in the early months of 1992, and to those who continue to donate today," said Jenn.

"I'm sure that when donors give blood, they don't have the intention of meeting the person whose life they will save. I want to assure them that we are truly thankful for their gift, and that they have done a

deed worthy of being recorded in

the books of heaven."

#### Top left:

Baby Jasmine after her open heart surgery at Kapi`iolani Medical Center for Women & Children.

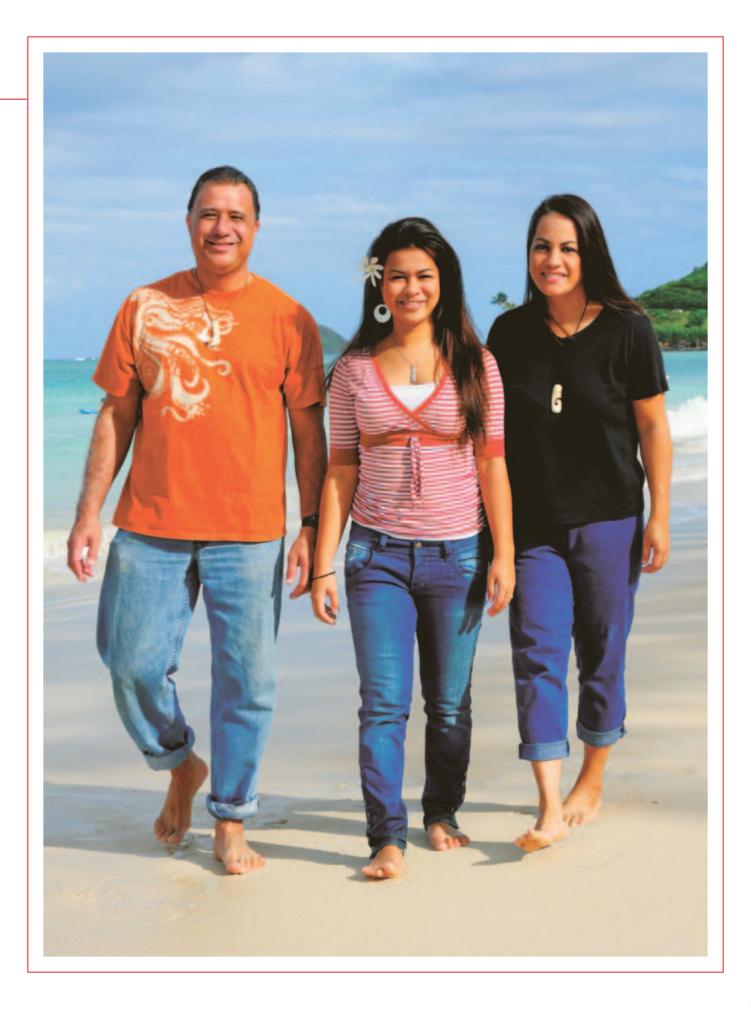
#### Bottom:

Jasmine gives the gift of life as a first-time donor at the Kailua High School drive.

#### Facing page:

A picture of health, 17-year-old Jasmine enjoys a stroll on Kailua Beach with her dad, Lopaka, and mom, Jenn.







Reference Laboratory Supervisor Stephanie Pettit screens a newly collected blood unit in her quest to find an accurate blood match for a specific patient.



round the clock, Reference Laboratory Supervisor Stephanie Pettit and her staff provide care for specific patients in need of unique transfusions at local hospitals. These patients have difficult-to-match blood and highly specialized tests are conducted to ensure that compatible blood is found for patients, like Walter Albao of Maui.

Walter has leukemia, a cancer of the blood caused by his bone marrow producing too many white blood cells. As the number of leukemia cells increases, Walter's body produces fewer healthy white blood cells, red blood cells and platelets. Chemotherapy and medication also affect his bone marrow, so

Walter requires blood component transfusions to survive.

But keeping Walter alive is not as simple as attaching him to a bag of blood each time he needs one. When a patient undergoes multiple transfusions, the body produces antibodies in response to the donated blood. This creates a new matching problem that makes it more difficult to find a perfectly matched blood product.

Answering the challenge to find the match that is the difference between life and death are the dedicated technicians in the Blood Bank of Hawaii's Reference Laboratory.

To keep Walter alive, the technicians screen blood units for the "markers" that would react to his antibodies. They look for a

unit free of those markers, which would make it safe for Walter to accept the blood.

BBH helps Walter to continue to enjoy life.

"We are pleased that the Blood Bank has been able to meet the transfusion needs of Hawaii's patients," said Associate Medical Director Randal Covin, M.D. "It's another way that we can help to improve and save lives."



BBH Associate Medical Director Dr. Randal Covin makes a point about the blood donation process to a group of medical technology students from Kapi`olani Community College during a tour of the Dillingham Donor Center. The tour is one part of BBH's training program; the other includes a classroom lecture.



elieving that first-hand experiences create lasting impressions, Dr. Darryl Glaser, a pediatric hematology and oncology physician at Kapi`olani Medical Center for Women & Children, asked the Blood Bank for help this past summer in complementing his teaching curriculum for his students and medical residents.

"Engaging in standard donor phlebotomy, observing procedures in the laboratories, seeing how platelets are agitated, and how the blood is stored brought their textbook reading to life," Glaser said.

His students spent two days in lectures and training sessions that allowed them to observe how blood is collected, tested, processed and stored for later use, and learn the standards and regulations that govern blood donation and transfusion.

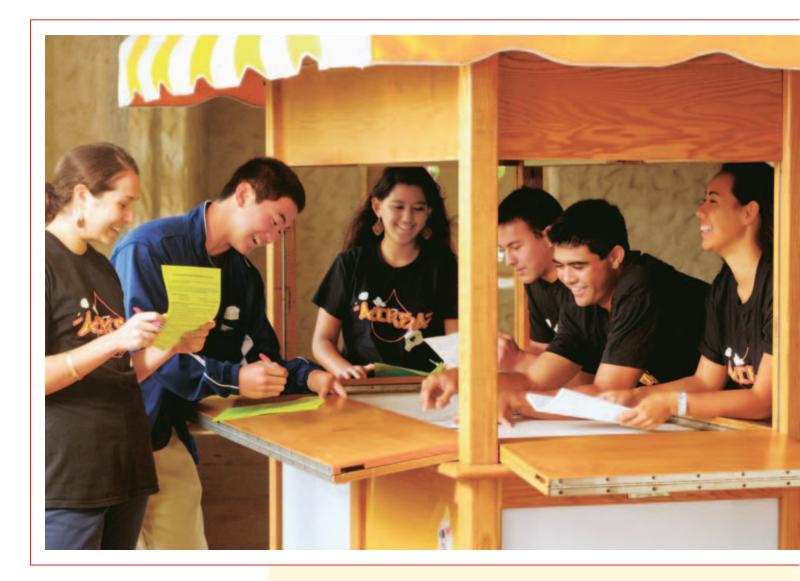
Glaser's young professionals, however, aren't the only one to benefit from BBH's training program. Students enrolled in the University of Hawaii's John A. Burns School of Medicine and Kap`iolani Community College's medical technology programs visit BBH each year to train in blood banking and transfusion medicine prior to their clinical training. Medical technologists (MT), also known as clinical laboratory scientists (CLS), perform diagnostic analytic tests on blood, tissue and body fluids to provide laboratory information for the detection, diagnosis and

treatment of human diseases.

Recent University of Hawaii graduate Reid Rosehill says his Blood Bank of Hawaii experience helped him to understand from where hospitals get their blood and how it is processed before it gets to the patient. "Prior to that, I had little to no knowledge about blood donations, the important need for blood and how short the community supply can get without help from donors," said Rosehill. "That was really eye opening."

Rosehill sees a career in medical technology as a great way to combine an aptitude for science with a desire to help others. But he's been lucky, he says.

"My mom was a medical technologist, so I always knew it was an option for me," he said. "But after going through the medical technology program and my training at the Blood Bank of Hawaii, it's no longer an option—becoming a med tech is now my goal."



Kamehameha Schools blood drive committee members lead a table sign-up on campus.

#### THE NEXT GENERATION

Students play a vital role in maintaining a safe and adequate community blood supply. In 2008, the 43 schools listed below, hosted 76 blood drives to help meet the needs of Hawaii's patients. They contributed 4,773 pints of blood, helping to save over 14,000 lives. Blood Bank of Hawaii thanks this up-and-coming generation of blood donors for their life-saving efforts!

- > Aiea High School
- > Anuenue School
- > Baldwin High School
- > Campbell High School
- > Castle High School
- > Farrington High School
- > Hawaii Baptist Academy
- > Hawaii Preparatory Academy
- > Hawaii Youth Challenge Academy
- > Hilo High School
- > Iolani School
- > Kahuku High School
- > Kailua High School
- > Kaimuki High School
- > Kaiser High School

- > Kalaheo High School
- > Kalani High School
- > Kamehameha Schools— Kapalama
- > Kamehameha Schools— Maui
- > Kapaa High School
- > Kapolei High School
- > Kauai High School
- > Kealakehe High School
- > King Kekaulike High School
- > Le Jardin Academy
- > Leilehua High School
- > Maryknoll School
- > McKinley High School
- > Mid-Pacific Institute

- > Mililani High School
- Moanalua High SchoolNanakuli High &
- Intermediate School
  > Pearl City High School
- > Punahou School
- > Radford High School
- > Roosevelt High School
- > Sacred Hearts Academy
- > Saint Louis School
- > St. Andrew's Priory School
- > Waiakea High School
- > Waialua High & Intermediate School
- > Waianae High School
- > Waipahu High School



or many Hawaii high school students who involve themselves in campus drives, success stories are drawn in blood. Take Kamehameha Schools–Kapalama, which collected in the 2007–08 school year 208 pints of blood—a dramatic increase over the 85 pints collected the previous year. Just as impressive, 152 donors were first-timers.

"I credit the students," said Andrew Lai, speech teacher and student body advisor, who is in his second year of coordinating the blood drives. "They feel a sense of pride when they do it. At the same time, they build school spirit and community awareness, and that's a goal every school wants."

With support from the Blood Bank staff and under Lai's supervision, the students educated their classmates on the process and the importance of giving blood. A September assembly promoted the school's one-day blood drive in the fall and two-day drive in the spring.

Tucker Troy, who is a senior in charge of this year's student group's efforts, says students are happy to play a part in helping their community. "Our school stresses community service, and blood donation is an easy way."

to give the priceless gift of life," he says with characteristic enthusiasm.

In Hawaii, roughly seven percent of the Blood Bank of Hawaii's total collections, or 4,773 units, come from school blood drives during the school year. Young donors are increasingly important to the blood community as current donors—the World War II generation and baby boomers—will, at some point, become ineligible to donate.

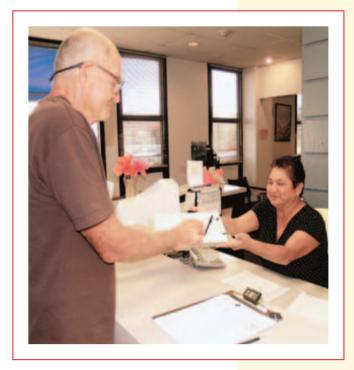
Even with the school's successful drive, Troy acknowledges what can sometimes hold students back. "The number one fear is the needle," he says. "But when students accept that a little needle poke goes a long way, they see that the initial pain is worth it. They gain a sense of satisfaction that makes up for the pain and anxiety, and they realize that it's a chance to save lives and help the community."

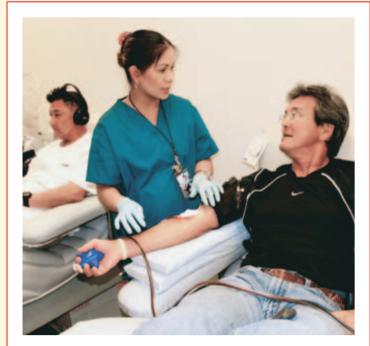
Troy also is quick to admit that the majority of students leave the blood drive with nothing worse than bandaged arms and a craving for cookies.

"Just like the Blood Bank's motto says: It's safe, it's simple, it saves lives," he adds with a smile.



Members of the
Kamehameha Schools
blood drive committee
proudly display their
brightly-colored armbands.
From left to right: Lacy
Deniz, Tucker Troy,
Sierra Fox, Kamakani
Macdonald-Chun, Asia
Lum, Aleks Akiyama.





#### Top left:

Moana Vegas, registrar, welcomes Century Donor Richard Freeman who arrived for his 123rd blood donation.

#### Top right:

Phlebotomist Joy Agraan makes sure that apheresis donors Kent Goya, right, and Norman Nomura are comfortable while they donate platelets.

#### Bottom right:

After donating blood, Wayne Shiohira, left, refuels himself with a donut and fruit juice offered by canteen volunteers Verna and James Hayashi.





very business claims that a satisfied customer is the company's lifeblood, but it is literally true for the Blood Bank of Hawaii. With just two percent of eligible people donating blood, Blood Bank staffers and volunteers work hard to express our appreciation to donors and make them feel welcomed and looking forward to donating again.

At our Dillingham Donor Center, the donor experience begins at the registration desk. "We're the frontline," said Moana Vegas, a registrar for 18 years. "We greet each donor warmly when they walk through the door, explain the process if the donor is a first-timer, and thank them for saving up to three lives with their single donation."

Moana keeps a watchful eye out for the nervous first-timer. "You can understand why they're nervous," she said. "I've found it helps to tell them to take a deep breath and think how their blood will save a baby's life or someone they know. I don't lie to them— I tell them it's going to feel like a bee sting, but the pain quickly goes away and you are a hero every time you donate."

Stepping into the collection area, donors find themselves greeted by caring and compassionate nurses. Michele Daog, LPN, a Blood Bank nurse for 12 years, said it's important to educate donors. "First-timers are especially overwhelmed and we take the time to walk them through the process. Explaining what happens helps ease their fears," she said.

"When they're on the bed, we constantly check to make sure they're comfortable. I like to engage in small talk about movies, or music, or the game, to take their mind off the needle. And very quickly it's over and they're surprised at how fast it went."

Donors get to choose from an assortment of bright and colorful bandages to wrap around their arm, making for a cheery end to the process. "And we thank them for coming, because the key to building the trust of a lifelong donor is to successfully convey our sincere appreciation," Michele said.

The final stop for donors is the canteen where volunteers like James and Verna Hayashi are ready to re-energize them with snacks and drinks, and look out for their safety.

"As they enter the canteen area, we make sure they've recovered from the donation," James said. They call for aid if the donor seems lightheaded.

His wife, Verna, says it's easy to greet donors with a warm smile at the canteen. "Donors do a selfless, important thing for the community," she said. "After giving them refreshments, we thank them for donating and ask if they want to make an appointment for another donation."

James and Verna volunteer one day each week for four hours. Disappointed that they themselves cannot give blood, Verna proudly said, "Volunteering is our way to support the donors and the Blood Bank."

# Improving Organizational Spirit

ince 1978, local companies have played a key role in ensuring that patient blood needs are met every day in Hawaii.

Through company Lifesaver Clubs, employees get support and encouragement "from the top" to donate approximately half of the state's blood supply. While donations clearly benefit blood recipients, Lifesaver Clubs also have a positive effect on company employees who give their blood.

Paul Cafferty, a Hawaiian Electric Company (HECO) employee for 30 years before he retired 10 years ago, is the company's top donor at 212 pints of blood...and still actively gives blood. "I give because, well, it's become a habit," he said with a smile. "When other guys started catching up with me, it gave me more motivation to keep on giving. It became like clockwork—go to the Blood Bank at 6:30 in the morning every eight weeks!"

Many HECO employees share Cafferty's enthusiasm. Randall Shimoda, a planning engineer who has given 31 pints, has made blood donation a family lifestyle. He, his wife and three of their four children are regular donors and, along with dozens of other HECO employees, retirees, family members and friends, have been recognized as "HECO Core Donors" for giving at least four times per year.

"HECO has been helping and serving the community for over 100 years," Shimoda said. "Donating blood is one of the special ways we help improve the life and health of our community. And we take pride in being a Core Donor because it shows our willingness to go above and beyond to help those who need help."

Every January, HECO celebrates Blood Donor Month with a breakfast reception to honor its Core Donors, giving special recognition to



Paul R. Angelo, HECO aerial lineman, is comfortable and relaxed in our bloodmobile.



those who reached milestones in increments of 25 donations. "While these receptions are not extravagant, they have always been well attended," said Mindy Kakazu, HECO safety aide and Lifesaver Club coordinator. "Since its inception, our qualifying donors have more than doubled."

HECO shows its appreciation by giving each donor a small item printed with the HECO Blood Donor logo at its frequent blood drives. "These have become a sort of 'badge of courage' for our donors," Kakazu said, "that often inspire others to donate."

HECO has taken other steps to make donations convenient for employees: an offsite blood drive location was changed to a more convenient on-site facility, a second day was added to the one-day drive at their Ward Avenue location to increase the opportunity to donate, and donation hours were extended at the Waiau power plant.

Lifesaver Clubs like HECO support their employees in ways big and small, and contribute to ensuring a safe and adequate blood supply for patients.

#### Above:

At HECO's breakfast reception, Richard M. Rosenblum, president and chief executive officer, and Mindy Kakazu, safety aide, stand in front of HECO's Giving Tree display listing the names of Core Donors.

#### Below:

Proudly wearing their Blood Bank t-shirts at a drive are, from left, Richard Pagan, technical analyst; Paul J. Cafferty, retiree; and Brian Okahara, pipefitter mechanic.



## Lifesaver Clubs

The Blood Bank of Hawaii thanks the following organization for hosting at least one blood drive, for providing a blood drive site, or for otherwise supporting the Blood Bank in 2008:

- > Accuity LLP
- > AIG Hawaii Insurance Company
- > Akaka Falls Lions Club
- > Alakai Mechanical Corporation
- > Alexander & Baldwin, Inc.
- > Alii Medical Group
- > Aloha Airlines, Inc.
- > Altres
- ALU LIKE, Inc.
- > American Red Cross
- > American Savings Bank
- > Ameriprise Financial
- > AON Corporation
- > Architects Hawaii, Ltd.
- > Ashford & Wriston
- > Atlas Insurance Agency, Inc.
- > Austin Tsutsumi & Associates
- > BAE Systems
- > Bank of Hawaii
- > Bays Deaver Lung Rose & Holma
- Big Kmart Iwilei
- > Bishop Museum
- > Boy Scout Troop 35
- > Boy Scout Troop 75
- > BYU Hawaii
- > Calvary Chapel Aiea
- > Calvary Chapel Pearl Harbor
- > Calvary Chapel West Oahu
- > Carlsmith Ball
- > Castle Medical Center
- > Castle Resorts & Hotels
- > Cathedral of Our Lady of Peace
- > Central Pacific Bank
- > Central Seventh Day Adventist Church
- > Central Union Church
- > Century Computers
- > Chaminade University
- > Chevron USA, Inc.
- > City & County of Honolulu
- > Clinical Laboratories of Hawaii
- > County of Hawaii
- > County of Kauai
- > County of Maui
- > Deloitte & Touche LLP
- > Diagnostic Laboratory Services
- > Dr. K.B. Chun & Sons
- > Embassy Suites
- Farrington High School's Health Occupation Students of America
- > FCH Enterprises, Inc.

- > Federal Detention Center
- > First Assembly of God Red Hill
- > First Hawaiian Bank
- > First Presbyterian Church of Honolulu
- > Foodland Super Market, Ltd.
  - **GEICO Direct**
- > Girl Scout Troop 433
- > God's Country Waimanalo
- > Goodsill Anderson Quinn Stifel
- > Grand Hyatt Kauai Resort & Spa
- > Grand Wailea Resort Hotel & Spa
- > Halekulani Hotel
- > Hapuna Beach Prince Hotel
- > Hawaii County Police Department
- > Hawaii Electric Light Company
- > Hawaii Employers Council
- > Hawaii Medical Centers
- > Hawaii Medical Service Association (HMSA)
- > Hawaii Pacific Health
- > Hawaii Pacific University
- > Hawaii Prince Hotel
- > Hawaii State FCU
- Hawaii SuperferryHawaiian Airlines
- > Hawaiian Dredging Construction Company, Inc.
- > Hawaiian Electric Company, Inc.
- > Hawaiian South Shore
- > Hawaiian Telcom
- > HawaiiUSA FCU
- > Heald College
- > Hilton Hawaiian Village Beach Resort & Spa
- > Hilton Kauai Beach Resort
- > Hilton Waikoloa Village
- > HMAA
- > Holy Family
- > Home Depot
- > HonBlue, Inc.
- > Honolulu Community College
- > Honolulu Fire Department
- > Honolulu Harley Owners Group
- > Honolulu Police Department
- > Hope Chapel Kapolei
- > HSTA
- > HSTA Retirees

- > Hui Okinawa
- > HVCB
- Hyatt Regency Waikiki Resort & Spa
- > Iglesia Ni Cristo
- > Internal Revenue Service
- > ITO EN (USA), Inc.
- J W Marriott Ihilani Resort & Spa
- > JN Automotive Group
- > Kailua Community Church
- Kailua United Methodist Church
- > Kaiser Permanente Hawaii
- > Kalihi Business Association
- > Kaneohe Yacht Club
- > Kapi`olani Community College
- Kapi`olani Medical Center at Pali Momi
- > Kapi`olani Medical Center for Women & Children
- > Kauai Marriott Resort
- > King Intermediate School
- > Kiwanis Club of East Hawaii
- > Kiwanis Club of Pearl Harbor
- > Kohala Lions Club
- > Kona Hongwanji Mission
- > Kuakini Health System
- Leeward Community
   College
- > Liberty Mutual Group
- Maui Divers Jewelry
- Maui Electric Company, Ltd.
- > McCorriston Miller Mukai MacKinnon LLP
- > MetLife Home Loans
- > Molokai Lions Club
- > Na Hoku, Inc.
- New Hope Christian Fellowship
- > NOAA
- > Oahu Transit Services, Inc. (TheBus)
- Oceanic Time Warner Cable
- > ONO Construction, Inc.
- Outrigger EnterprisesPacific Resources for Education & Learning
- > Parsons Brinckerhoff Quade & Douglas, Inc.
- > Pearl City Lions Club
- > Pearl Harbor FCU
- > Pearl Harbor Naval Shipyard

- > Prudential Insurance
- Resurrection of The Lord Church
- > Roberts Hawaii
- > Rotary Club District 5000
- > Sacred Heart Catholic Church
- > Servco Pacific, Inc.
- Shriners Hospital for Children
- > Smith Barney, Inc.
- > Spirent Communications
- > St. John Vianney Parish
- > St. Joseph Church
- > St. Jude Catholic Church
- > Starwood Hotels & Resorts
- State Farm Insurance
- / State rainining
- State of HawaiiStraub Clinic & Hospital
- > Temple Emanu-El
- > Tesoro Hawaii Corporation
- > The Church of Jesus Christ of Latter-Day Saints, Honolulu Hawaii West
- Stake
  > The Church of Jesus Christ of Latter-Day Saints,
- Kaneohe 1st Ward

  > The Church of Jesus Christ
  of Latter-Day Saints,
- Makakilo Hawaii Stake
- > The Honolulu Advertiser
- The Kahala Hotel & ResortThe Queen's Health
- Systems
- > Times Super Market
- > Tony Group Autoplex
- > TSA Maui > UH Hilo
- > UH Manoa
- > United States Government
- University Health AllianceVCA Animal Hospital
- Wahiawa General HospitalWaianae Coast
- Comprehensive Health Center > Waikiki Beach Marriott
- Resort
- > Watanabe Ing LLP
- Weston Solutions, Inc.Windward Community
- College > Y. Hata & Company, Ltd.

#### FINANCIAL REVIEW

**Donor Recruitment** 

Facility

**Total** 

#### **Operating Revenues Blood Processing** 13,785,705 Plasma for Fractionation 454,786 **Reference Laboratory** 259,305 **Total** 14,499,796 **Operating Expenses** Administration 2,853,579 **Blood Processing** 5,352,447 **Blood Collection** 4,548,022

1,341,072

14,736,635

641,515

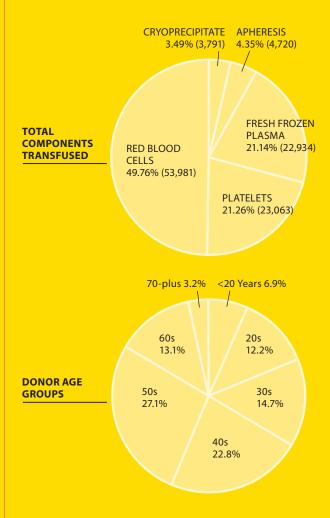
Operating Income	
Total Revenue	14,499,796
Total Expense	14,736,635
Net Operating Income	-236,839

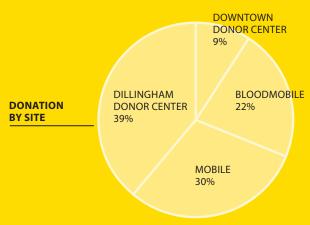
Non-Operating Revenues	
Investment Gains (Loss)	(330,918)
Interest & Dividends	163,767
Other	132,563
Total Non-Operating Revenues	-34,588

Net Income	-271,427

The Blood Bank of Hawaii's financial records for the fiscal year ending September 30, 2008 have been examined by the accounting firm KPMG LLP. A copy of the auditor's report is available for inspection at the Blood Bank of Hawaii, 2043 Dillingham Boulevard, Honolulu, Hawaii 96819.

### COLLECTIONS & PRODUCT DISTRIBUTION





#### **COLLECTION TYPE**

Whole Blood	59,132 pints
Apheresis	4,158 units
Total Collections	63,290

#### **DONOR GENDER**

Male	 												60.3%
Female	 												39.7%

#### Blood Bank of Hawaii

2043 Dillingham Boulevard Honolulu, HI 96819-4024 Non-Profit Organization U.S. Postage PAID Honolulu, HI Permit No. 350

