



# CONNECTING DONORS WITH PATIENTS



**Blood Bank of Hawaii** ANNUAL REPORT | FY2015

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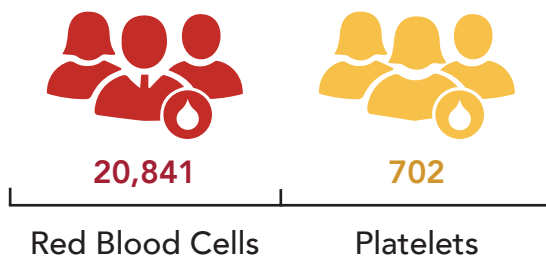
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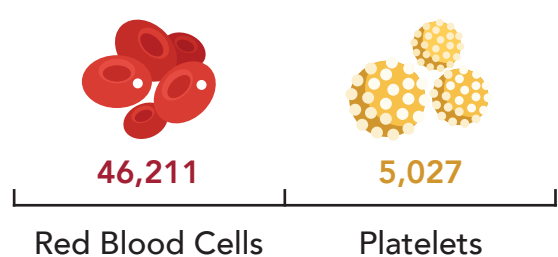
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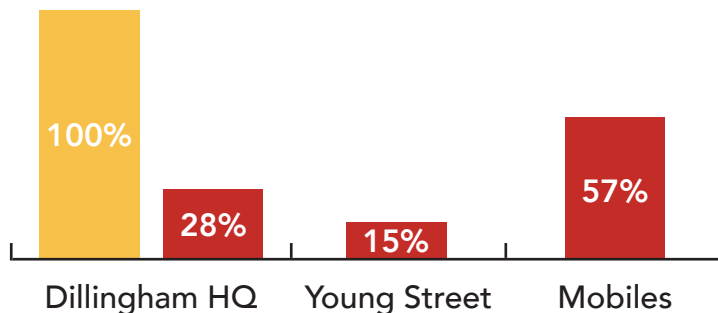
### DONORS



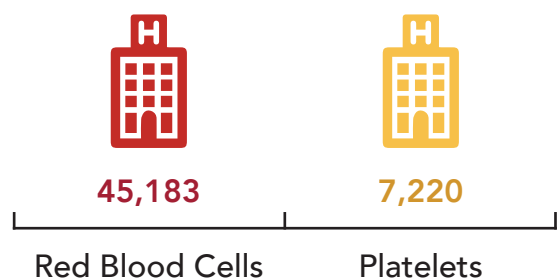
### UNITS COLLECTED



### COLLECTION SITES



### UNITS DISTRIBUTED



Yellow = Platelets    Red = Red Blood Cells

## Community Investment

**E**ach year as I reflect to write this article, I am drawn back to the vital role the community plays in saving lives. From volunteer workers, blood donors and drive coordinators, you are the pulse and heartbeat of Blood Bank of Hawaii (BBH). Because of your efforts and commitment, BBH is here today celebrating 75 years of serving Hawaii's patients.

Imagine our community without loyal blood donors and BBH. Together we provide the blood which enables the infrastructure to exist for hospital programs such as organ transplants, heart surgeries, trauma centers, neonatal and pediatric intensive care units, and oncology centers. Without the blood on the shelves and readily available, these programs would not be possible.

Blood banking / transfusion medicine is a highly specialized field of medicine. Hawaii only has a handful



**LORI L. MCCARNEY**  
2015 Chair, Board of Trustees

of certified specialists in blood banking. BBH has 40 percent of the State's medical specialists and 50 percent of technical specialists for the community.

As BBH initiated change with the implementation of an enterprise computer system and faces hardship of relocation under duress due to the rail project, I have witnessed community support fortify BBH. For the next several years, BBH will need your continued commitment to navigate through these rough waters. You have invested into the lives of Hawaii's patients and loved ones for 75 years. The indomitable island spirit, your voice, passion and commitment will carry BBH into the future.

Thank you for all you do for our community.

*“Because of your efforts and commitment,  
BBH is here today celebrating 75 years of  
serving Hawaii's patients.”*

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## The Value of Blood

**B**irthdays and anniversaries are often times for reflection on the past. For Blood Bank of Hawaii (BBH) however, as we celebrate 75 years of connecting donors with patients, we are looking forward.

The blood banking industry continues to face challenging times. More than 40% of blood centers across the nation operated in the red last year. Blood centers are non-profit with the bulk of revenue coming from blood processing fees based on hospital utilization. With medical advances, blood utilization is decreasing while reimbursement for blood components continues to decline at an alarming rate. Compounding these challenges, regulatory compliance and technology expenses continue to climb. These are issues all of the healthcare industry is grappling with.

The question facing America is, "Do we believe blood saves lives?" If the answer is unequivocally yes, then what is the true value of blood?

### Zika

Like our mainland counterparts, BBH is tackling the issue of viability and other threats like emerging viruses. Compounded for us locally is the devastating impact of rail construction and operations. We are asking the sobering question of community leaders and government officials to consider what life would be like without BBH.



**KIM-ANH NGUYEN, MD, PhD**  
President and CEO

Threats to the blood supply come from many directions like dengue and Zika. Dengue gave BBH an opportunity to work closely with State Department of Health, be part of the solution and take the lead to protect the blood supply. Zika gave way to the opportunity for more partnerships.

Since 80 percent of people infected with Zika virus show no symptoms, it is often unclear who is infected, where it originated and which areas are at high prevalence. About two percent of the state's blood population is blood donors. Several manufacturers are racing to develop Zika blood screening tests and BBH has been asked to participate in pivotal clinical trials. By testing all donations for Zika, BBH is likely to be the first to identify infected individuals in Hawaii and where local spread is occurring. In safeguarding the blood supply we are also adding value to the state's public health efforts.

With of our unique geographical location, BBH is in the forefront of national discussions on Zika. Because tests are not available for every emergent infectious threat, technologies to inactivate a host of pathogens-- viruses, bacteria and parasites-- in blood components are in



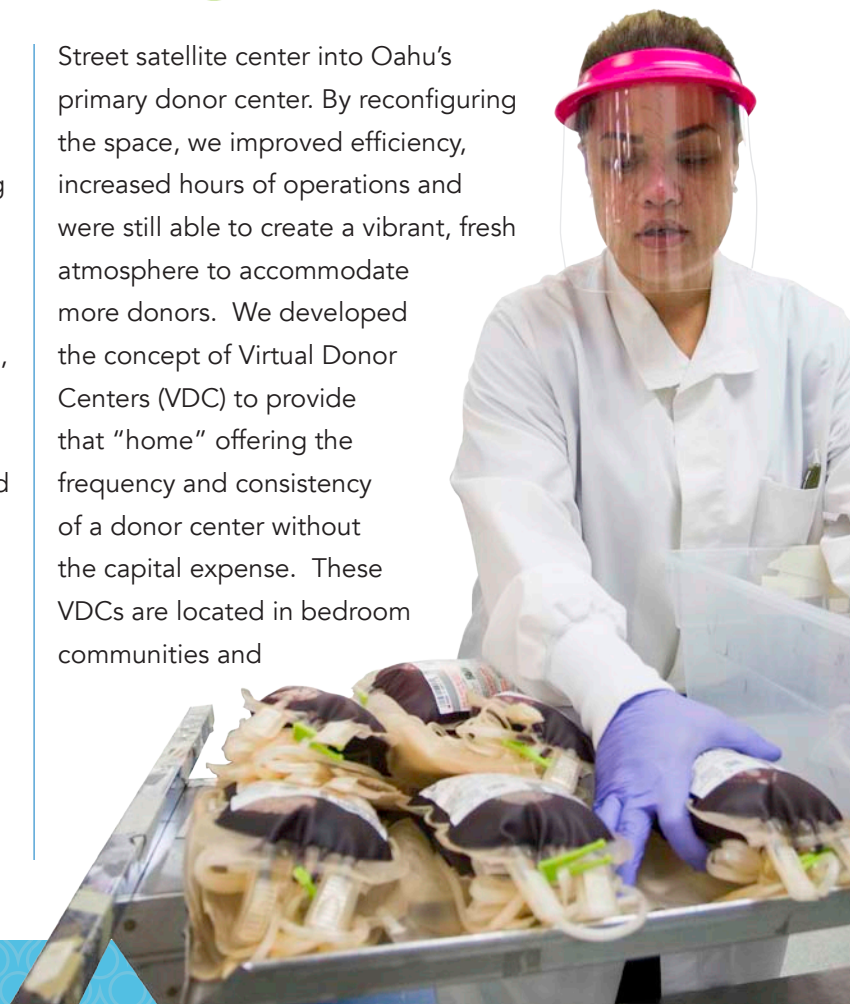
different stages of development. We are proactively engaging in discussion with several companies for the opportunity to implement this technology to protect Hawaii's vulnerable blood supply. Federal funding is being sought to support this initiative.

### Adapting to Change

Along with our proactive approach to the threat of viruses, BBH has implemented a phased plan to shore up the blood supply, mitigate regulatory compliance risks and prevent operational disruption due to rail construction and operations. We ceased collections at BBH headquarters on Dillingham and are working diligently to find new donation "homes" for displaced donors to prevent the loss of up to 28 percent of the State's whole blood and 100 percent of platelet collections.

The challenges rail pose required BBH to find creative solutions. We renovated and transformed our Young

Street satellite center into Oahu's primary donor center. By reconfiguring the space, we improved efficiency, increased hours of operations and were still able to create a vibrant, fresh atmosphere to accommodate more donors. We developed the concept of Virtual Donor Centers (VDC) to provide that "home" offering the frequency and consistency of a donor center without the capital expense. These VDCs are located in bedroom communities and



urban locations making it convenient for people to donate close to home or work with regularly scheduled hours. University of Hawaii (UH) at Manoa piloted the inaugural VDC, a true partnership in innovation.

This rail response plan has a cost. BBH was performing well even in the challenging times facing the blood banking industry. We were able to adapt to manage anticipated increases in operational expenses, implementing a new computer system and even the loss of revenue from unanticipated lower blood utilization. However, no non-profit can financially absorb the magnitude of a project like the rail.

Implementing the first phase of our rail response plan, the relocation of the primary donor center, has set us back financially this past fiscal year. We also completed a major infrastructure investment with the successful launch of ElDorado Donor (EDD), our enterprise computer system. Looming ahead is the daunting task of relocating the blood processing, testing, storage and distribution operations remaining at our headquarters. Realistically we anticipate a continuing budget shortfall in the next fiscal year and are seeking financial assistance from multiple sources.

As stewards of the State's blood supply, we need to focus on the urgent threat of Zika, despite the operational disruption of the rail. Upholding our mission of a safe and reliable supply of blood is a critical component of public health and safety requiring community engagement.

## Looking Forward

While the community invests in BBH, we invested in our technological foundation with the new computer system which is necessary for future technological advances. On the horizon is an electronic donor history questionnaire,

which paves the way for an abbreviated questionnaire. Both applications will make donating blood more convenient than ever. Technology also will allow us to interface with automated blood collection devices for improved operational efficiency to better meet patient-centered blood component needs.

Challenges today are opportunities for improvement tomorrow. As the blood banking industry adapts to the changing marketplace, there is no question about the value of blood if you ask hospitals and patients. Our lifesaving mission is here to stay for the foreseeable future just as BBH is poised to celebrate more milestone anniversaries to come.





## Annual Financial Statements

OPERATING REVENUES	FY2015			FY2014		
	Unrestricted	Temporarily Restricted	Total	Unrestricted	Temporarily Restricted	Total
Blood processing	\$10,446,813	\$ –	\$10,446,813	\$11,233,086	\$ –	\$11,233,086
Platelet pheresis	4,579,564	–	4,579,564	5,047,440	–	5,047,440
Salvage plasma	840,481	–	840,481	681,312	–	681,312
Laboratory fees	440,118	–	440,118	514,181	–	514,181
Cell therapy	37,350	–	37,350	132,300	–	132,300
<b>Total operating revenues</b>	<b>16,344,326</b>	<b>–</b>	<b>16,344,326</b>	<b>17,608,319</b>	<b>–</b>	<b>17,608,319</b>
<b>COSTS AND OPERATING EXPENSES</b>						
Blood components	11,117,212	–	11,117,212	11,222,715	–	11,222,715
Recruiting, general and administrative expenses	5,559,111	–	5,559,111	4,685,568	–	4,685,568
<b>Total costs and operating expenses</b>	<b>16,676,323</b>	<b>–</b>	<b>16,676,323</b>	<b>15,908,283</b>	<b>–</b>	<b>15,908,283</b>
<b>Change in net assets from operations</b>	<b>(331,997)</b>	<b>–</b>	<b>(331,997)</b>	<b>1,700,036</b>	<b>–</b>	<b>1,700,036</b>
<b>OTHER CHANGES</b>						
Interest and dividends	100,434	–	100,434	91,811	–	91,811
Net realized and unrealized gains on investments	(143,582)	–	(143,582)	141,954	–	141,954
Contributions	24,797	–	24,797	21,283	122,000	143,283
Other	(23,032)	–	(23,032)	21,422	–	21,422
Net assets released from restrictions by satisfaction of program restrictions	–	–	–	164,989	(164,989)	–
<b>Total other changes</b>	<b>(41,383)</b>	<b>–</b>	<b>(41,383)</b>	<b>441,459</b>	<b>(42,989)</b>	<b>398,470</b>
Change in net assets before pension liability adjustment	(373,380)	–	(373,380)	2,141,495	(42,989)	2,098,506
<b>Pension Liability Adjustment</b>	<b>(406,724)</b>	<b>–</b>	<b>(406,724)</b>	<b>(590,492)</b>	<b>–</b>	<b>(590,492)</b>
<b>CHANGE IN NET ASSETS</b>	<b>(780,104)</b>	<b>–</b>	<b>(780,104)</b>	<b>1,551,003</b>	<b>(42,989)</b>	<b>1,508,014</b>
<b>YEAR END NET ASSETS</b>	<b>\$15,400,254</b>	<b>\$71,266</b>	<b>\$15,471,520</b>	<b>\$16,180,358</b>	<b>\$71,266</b>	<b>\$16,251,264</b>



## Special Thanks

As we continue our efforts in shoring up the blood supply, the need for additional mobile locations has become increasingly important. We rely heavily on bloodmobiles to collect blood from donors across Oahu, who would not donate otherwise. A new motor coach will provide more places for donors displaced by the closure of Dillingham collections and offer more regularly scheduled, consistent sites for new and loyal community donors. The generous donations from the sponsors below help make the purchase of a new bloodmobile realistic in the next fiscal year.



## Donors

### \$15,000

Hawaiian Electric

### \$1,000-4,999

Chevron Humankind Employee

Engagement Fund

In Memory of Wilfred Pang

In Memory of Robert "Bobby" Mito

Jhamandas Watumull Fund

### \$250-499

Cycle City Limited

Monsantogether

Michael David & Geriann Hong

### \$100-249

Amazon Smile Foundation

Desmond Kotake

IBM Employee Services Center

In Memory of Al Shaver

Patrick & Grace Duarte

### Under \$100

In Memory of Gary Kure

In Memory of Gerhard Reimann

In Memory of James Sherman

In Memory of Patrick Tsuji

Joni Terao

Nelson Nagaue

Network for Good

Truist Workplace Giving Program

## Recognizable and Memorable

Blood Bank of Hawaii's new primary donor center has a fresh and memorable look. Larger than life red blood cells grace the exterior of the building making the center easy to find in the Moiliili area. New and loyal blood donors who have ventured inside are greeted by a colorful sunset on the ocean as the center's signature artwall. The new center at 1907 Young Street opened in January and is quickly gaining a reputation as a great place to get social and save lives.



## Community Drivers

**L**ifesaver Clubs (LSC) are companies and organizations which host, sponsor and recruit for blood drives to help meet the blood needs of Hawaii's hospitals. Whether big or small, they make a lasting impact in patients' lives every day. LSC contribute 57% of the state's blood supply and BBH can't thank enough those who donate their time and energy recruiting and inspiring others to give. These special groups have committed to host at least one blood drive a year and often go above and beyond to exceed their goals.



Atlas Insurance saves lives!

Acura of Honolulu  
Akaka Falls Lions Club  
Alii Place  
ALTRES  
American Savings Bank, F.S.B.  
Anchor Church  
Anuenue Immersion School  
Bank of Hawaii  
BMW of Honolulu  
BYU Hawaii  
C4 Christ Centered  
Community Church  
Calvary Chapel of Honolulu  
at Komo Mai  
Calvary Chapel Pearl Harbor  
Castle Medical Center  
Central Pacific Bank  
Chaminade University of Honolulu  
Church of the Holy Cross  
City & County of Honolulu  
County of Hawaii  
Courtyard by Marriott Kauai  
Crossfit HTF  
Delta Airlines  
Dole Plantation  
Dr. K.B. Chun & Sons  
Elk's Lodge  
First Hawaiian Bank  
First Presbyterian Church  
of Honolulu at Koolau  
Foodland Super Market, Ltd  
GEICO Insurance  
GP Roadway Solutions  
Grand Hyatt Kaua  
Group 70 International  
Halekulani Hotel

Hapuna Beach Prince Hotel  
Hawaii Independent Energy  
Hawaii Job Corps  
Hawaii Medical Service Association  
Hawaii Pacific Health  
Hawaii Pacific University  
Hawaii Shotokan Karate  
Hawaii State Teachers Association  
Hawaii USA Federal Credit Union  
Hawaiian Electric Company, Inc.  
Hawaiian Telcom Main  
HiEmployment  
Hilton Worldwide  
Holy Family Catholic Academy  
Honolulu Fire Department  
Honolulu Police Department  
Honpa Hongwanji Hawaii Betsuin  
Kailua Community Church  
Kailua United Methodist Church  
Kaimuki Christian Church  
Kaiser Permanente  
Kaneohe Yacht Club  
Kapilina Beach Homes  
Ko Olina Beach & Sports Club  
Kroc Center Hawaii  
Kuakini Health System  
Legal Aid  
Locations LLC  
Matson Navigation  
Matson Terminals  
Moanalua Gardens Missionary Church  
Monsanto Company  
New Hope  
Oahu Transit Services, Inc. (TheBus)  
Oceanic Time Warner Cable  
Olivet Baptist Church

Ono Construction  
Our Lady of Good Counsel  
Outrigger Ohana Waikiki East  
Pacific Beach Hotel  
ProService Hawaii  
Resurrection of the Lord  
Catholic Church  
Rotary Club  
Servco Pacific Inc.  
Simplex Grinnell  
St. John Vianney Parish  
St. Joseph Church  
Starwood Hotels & Resorts  
State of Hawaii  
Taste Tea  
The Arc of Hawaii  
The Bridge Church of the Nazarene  
The Church of Jesus Christ of  
Latter-Day Saints  
The Home Depot – Pearl City  
The Queen's Health Systems  
Tony Group Autoplex  
Trinity Missionary Baptist Church  
Turtle Bay Resort  
University of Hawaii Systems  
Wahiawa General Hospital  
Waianae Coast Comprehensive  
Windward Church of the Nazarene  
Health Center  
Waikiki Beach Marriott  
Waterfront Plaza  
Wells Fargo  
Wilson Okamoto  
Youth Challenge Academy

## High School Lifesaver Clubs

Statistics show that people who start donating in high school are more likely to continue giving throughout their lives. In 2014, nearly 40 high schools played a vital role in saving lives. Together they hosted 83 blood drives during the academic year, bringing in 8% of the State's blood supply with 4,083 units collected.

Admiral Arthur W. Radford High School  
Aiea High School  
H. P. Baldwin High School  
Hawaii Baptist Academy  
Henry J. Kaiser High School  
Hilo High School  
Iolani School  
Island Pacific Academy  
James B. Castle High School  
James Campbell High School

Kahuku High & Intermediate School  
Kailua High School  
Kaimuki High School  
Kalaheo High School  
Kalani High School  
Kamehameha Schools - Hawaii Campus  
Kamehameha Schools - Kapalama Campus  
Kamehameha Schools - Maui Campus  
Kapaa High School  
Kapolei High School  
Kauai High School  
King Kekaulike High School  
Konawaena High School  
Le Jardin Academy  
Leilehua High School  
Maryknoll High School  
Mid-Pacific Institute  
Mililani High School  
Moanalua High School



Nanakuli High & Intermediate School  
Pearl City High School  
President William McKinley High School  
Punahou School  
Roosevelt High School  
Sacred Hearts Academy  
Waiakea High School  
Waiialua High & Intermediate School  
Waianae High School  
Waimea High School  
Waipahu High School

## Mahalo to Our Community Supporters

BBH would not be able to meet the needs of Hawaii's patients without community support. Whether it's providing cost-free locations for blood drives or donating resources, promotional support and services, our community supporters play a key role in saving lives.

AIPA Properties, LLC  
American Assets Trust  
Anna Miller's Restaurant  
Aunt Sally Kaleohano's Luau Hale  
Big City Diner  
Buca di Beppo Italian Restaurant  
Castle & Cooke, Inc.  
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Dave's Hawaiian Ice Cream  
Douglas Emmett, Inc.  
Hale Mahaolu

Hawaii Pastors Roundtable  
Hawaii Reserves, Inc.  
Hawaii State Teachers Association Retirees  
Hawaiian Airlines  
HGEA Retirees  
Hilo Medical Center Retirees  
HMSA  
Honpa Hongwanji Hilo Betsuin  
Hui Okinawa  
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Kalihi Business Association  
Kaunua Senior Center  
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MMI Realty Services, Inc.  
Ohana Broadcast Company  
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Pearlridge Shopping Center  
PM Realty Group  
Puna Hongwanji Mission  
Retired & Senior Volunteer Program (RSVP)  
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The Church of Jesus Christ of Latter-day Saints  
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**Blood Bank of Hawaii**

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[www.BBH.org](http://www.BBH.org)