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Vice President

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Vice President

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Secretary/Treasurer

RUSSELL OKATA
<table>
<thead>
<tr>
<th>Section</th>
<th>Page</th>
</tr>
</thead>
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<td>2018 Board of Trustees</td>
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</tr>
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<td>Board Chair’s Message</td>
<td>3</td>
</tr>
<tr>
<td>President’s Message</td>
<td>5</td>
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<td>Financial Highlights</td>
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<td>Community</td>
<td>11</td>
</tr>
<tr>
<td>Lifesaver Clubs</td>
<td>12</td>
</tr>
</tbody>
</table>
Alone, together.

Rick Ching
Board of Trustees Chair
Isolation. Interdependence. Connectivity. These three factors define the way in which Blood Bank of Hawaii executes its mission to provide a safe and reliable blood supply for all of the state’s civilian hospitals.

Due to our geographic isolation, we alone bear the distinguished responsibility of meeting one hundred percent of patient demand. Honoring those patients and the medical professionals who support their transfusion needs in the most efficient way possible has been at the core of every business decision we’ve made.

As a result, Blood Bank of Hawaii and the neighbor island hospitals engage in intricate coordination of delivering and rotating viable red blood cells, plasma and platelets that is only possible through daily air cargo shipments between our islands.

But the business of blood banking is not only about reliable product delivery, it’s about making human connections and building a community of 24,000 annual donors throughout the islands. To accomplish this, we hosted blood drives on Oahu, Kauai, Hawaii, Maui, Lanai, and Molokai made possible with the dedication and assistance of our staff working alongside invaluable community sponsors and volunteers, who are the heartbeat of our organization.

This year, the Board approved an important decision that will shape our organization for decades to come. Purchasing the site of our future headquarters in Kapolei represents a bold step in reinforcing our commitment to serve the entire state of Hawaii. Regardless of the challenges that our islands may face, Blood Bank of Hawaii will continue to play a critical role in Hawaii’s healthcare delivery on every island. Working together with our many supporters, we’ll contribute to a strong health infrastructure and network of resilience, which benefits every Hawaii resident and visitor alike.

As I enter my final year as Board of Trustees Chair, I’d like to thank the many wonderful people I’ve had the privilege of working with. To serve as a leader for such a noble cause has been among the highlights of my life. I’ll always remember this time fondly.
A state of change.

Kim-Anh T. Nguyen, MD, PhD
President and CEO
Hawaii is getting a modern makeover. 
Or more specifically, the island of Oahu. 
It’s this shift in direction that thrust us into our own change of course.

In 2016, the planned Honolulu Rail Transit construction route forced us to terminate donor operations at our Kalihi headquarters and relocate to Young Street, shuttering what had been a thriving donor center for 40 years. This closure directly affected both our blood supply and our methods of collecting blood. We lost 30% of our Dillingham donors, were forced to import blood from the mainland, and had to collect the majority of local donations via bloodmobiles.

We needed a new home, but we refused to rush our search. Our approach had to be methodic, strategic, and thorough. So we steadily trekked along the path to a new location, not knowing where it’d lead us, but certain that eventually we’d get there. And, after years of looking, I am more than thrilled to announce that we’ve found our future headquarters.

The West Won Us

We’ve purchased the land for our new home in Kapolei. This means that for the first time in our nearly 75-year history, our headquarters will be located outside of Honolulu. This also means that in order to safeguard and secure the State of Hawaii’s blood supply, we’ve had to re-envision our operation.

We plan on relocating our manufacturing plant, testing laboratory, and distribution center to Kapolei, while maintaining the Young Street Donor Center as the main donor center and a second distribution site in town. Over time, we also plan on shifting back to a 50% mobile / 50% donor center blood donation model, which will be more economically sustainable. Kapolei will house our administrative headquarters and mobile collections base of operations.

Despite these changes to our organization, we promise to not lose sight of our mission to be Hawaii’s sole, reliable source of blood.
Because blood transfusions are the most common medical procedure, we’re always looking for ways to make transfusions safer and better tailored for patients’ therapeutic needs. For example, all platelets are tested for the presence of contaminating bacteria, but this past year we changed our bacterial detection technology and processes to boost the sensitivity. These enhancements increase the detection of contaminated platelets and prevent their transfusion, further improving their margin of safety.

Universal blood types O+ and O- are the highest in demand but not always abundant among the donor population, so we’re constantly looking for ways to maintain adequate supplies in an economically sustainable way. That’s why this year we introduced “MAX RED,” a new automated (apheresis) technology to collect a double dose of red cells from each donation, safely returning platelets and plasma to the donor. For donors with type O or rare type red cells, MAX RED allows us to better match that donor’s blood type with current patient needs, maximizing the donor’s life-saving gift at the point of donation: maximum impact, in real time.

In business an inflection point is defined as “a time of significant change in a situation; a turning point.” This year marks the beginning of a new chapter in our history. It’s bright and scary and thrilling to be a part of. Mahalo for all your support.
## Vital statistics

### FY 2018

<table>
<thead>
<tr>
<th><strong>UNITS COLLECTED</strong></th>
<th><strong>47,413</strong></th>
<th><strong>8,414</strong></th>
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</thead>
<tbody>
<tr>
<td>Red Blood Cells</td>
<td><strong>44,943</strong></td>
<td>Single Donor Platelets</td>
</tr>
<tr>
<td>Single Donor Platelets</td>
<td><strong>7,314</strong></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th><strong>NUMBER OF UNIQUE DONORS</strong></th>
<th><strong>23,987</strong></th>
<th><strong>1,519</strong></th>
<th><strong>829</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>Whole Blood Cells</td>
<td></td>
<td>Red Blood Cell Automation</td>
<td>Platelets</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th><strong>UNITS DISTRIBUTED</strong></th>
<th><strong>44,943</strong></th>
<th><strong>7,731</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>Red Blood Cells</td>
<td></td>
<td>Single Donor Platelets</td>
</tr>
<tr>
<td>Single Donor Platelets</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### RED BLOOD CELL PROCEDURES

- **29%** Mobiles
- **71%** Fixed Site

### DISTRIBUTION

- **83%** Oahu
- **7%** Hawaii
- **3%** Maui
- **3%** Kauai

### COLLECTIONS

- **83%** Oahu
- **6%** Hawaii
- **3%** Maui
- **3%** Kauai
HAWAII BLOOD SUPPLY

3% Collected
3% Used

83% Collected
83% Used

6% Collected
7% Used

8% Collected
7% Used

GUAM BLOOD SUPPLY

3,005 Components Used

Hospital Partners

We’ve been proudly serving Hawaii’s hospitals since 1941. But they have also played a crucial role in serving us — especially when it comes to help with fundraising and meeting our organizational goals. And now that we’ve expanded to Guam, we’ve been able to carry out our mission all the way across the Pacific.

Oahu
Adventist Health Castle
Kahuku Medical Center
Kaiser Permanente
Moanalua Medical Center
Kapiolani Medical Center for Women and Children
Kuakini Medical Center
Pali Momi Medical Center
The Queen’s Medical Center
– Punchbowl
The Queen’s Medical Center
– West Oahu
Straub Medical Center
Wahiawa General Hospital

Maui, Molokai & Lanai
Maui Memorial Medical Center
Lanai Community Hospital
Molokai General Hospital

Hawaii
Hilo Medical Center
Kona Community Hospital
North Hawaii Community Hospital

Kauai
Kauai Veterans Memorial Hospital
Wilcox Medical Center

Guam
Guam Regional Medical City

Kamehameha Schools Hawaii High School students on a Lab Tour learning all about blood banking.
## Financial highlights

**FY 2018**

<table>
<thead>
<tr>
<th>Financials (in 000s)</th>
<th>FY2014</th>
<th>FY2015</th>
<th>FY2016</th>
<th>FY2017</th>
<th>FY2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Operating Revenue</td>
<td>$17,608</td>
<td>$16,344</td>
<td>$16,892</td>
<td>$17,512</td>
<td>$17,147</td>
</tr>
<tr>
<td>Operating Expenses</td>
<td>($15,918)</td>
<td>($16,676)</td>
<td>($17,643)</td>
<td>($17,012)</td>
<td>($16,805)</td>
</tr>
<tr>
<td><strong>NET OPERATING MARGIN</strong></td>
<td>$1,690</td>
<td>($332)</td>
<td>($751)</td>
<td>$500</td>
<td>$342</td>
</tr>
<tr>
<td>Non-Operating Revenue</td>
<td>$408</td>
<td>$125</td>
<td>$362</td>
<td>$1,263</td>
<td>$842</td>
</tr>
<tr>
<td>Non-Operating Expenses</td>
<td>($590)</td>
<td>($573)</td>
<td>($327)</td>
<td>$0</td>
<td>$0</td>
</tr>
<tr>
<td><strong>NET CHANGE IN ASSETS</strong></td>
<td>$1,508</td>
<td>($780)</td>
<td>($716)</td>
<td>$1,763</td>
<td>$1,184</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Balance Sheet (in 000s)</th>
<th>FY2014</th>
<th>FY2015</th>
<th>FY2016</th>
<th>FY2017</th>
<th>FY2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Assets</td>
<td>$19,479</td>
<td>$19,715</td>
<td>$19,435</td>
<td>$20,205</td>
<td>$21,083</td>
</tr>
<tr>
<td>Liabilities</td>
<td>($3,228)</td>
<td>($4,244)</td>
<td>($4,680)</td>
<td>($3,687)</td>
<td>($3,381)</td>
</tr>
<tr>
<td><strong>Net Assets</strong></td>
<td>$16,252</td>
<td>$15,471</td>
<td>$14,755</td>
<td>$16,518</td>
<td>$17,702</td>
</tr>
</tbody>
</table>
Our isolation as an island state fosters a uniquely powerful sense of community. We witness this year after year, as local businesses and organizations contribute to our cause in countless ways. Without their support, we would not be able to serve as Hawaii’s sole blood source. We’re in this together. So thank you, for not only making financial donations but for donating resources, providing blood drive locations, and offering promotional support.

**Donations**

**$40,000**
Hawaii Community Foundation - Robert Emens Black Funds

**$18,012**
BOH Live Kokua Campaign

**$10,000**
AUW/HEI Charitable Foundation
Hawaii Community Foundation - Kosasa Family Fund
In Memory of George Newton

**$5,000**
McDonald’s Grant

**$3,998**
Aloha United Way

**In-Kind Donations**

AIPA Properties LLC
Alexander & Baldwin
American Assets Trust
Aunty Sally Kaleohano’s Luau Hale
Bayer Crop Science Hawaii
Cameron Center
Castle & Cooke Inc.
CBRE Group Inc.
Church of the Holy Cross
Colliers Monroe Friedlander Inc.
Comic Con
Cookie Corner
Douglas Emmett Inc.
Eggs Hawaii Inc.
Friends for Life Hilo
Grand Naniloa Hotel
Hale Mahaolu

Hale Mahaolu Home Pumehana
Hawaii County
Hawaii Reserves Inc.
Hawaii State Teachers Association Retirees
Hawaiian Airlines
Hilo Hawaiian Hotel
HMSA
Honolulu Country Club
Honpa Hongwanji Hilo Betsuin
Hui Okinawa
Kalihi Business Association
Kamai Snack-n-Go
Kamaka Air
Kauai County
Kaunaoa Senior Center
Kiwanis Clubs
Lions Club International

Locations Foundation
McDonald’s Restaurants of Hawaii
MMI Realty Service Inc.
Molokai Drugs Inc.
Oahu Veterans Center
Pacific Ink & Art Expo
PM Realty Group
Pulama Lanai
Puna Hongwanji Mission
Retired & Senior Volunteer Program (RSVP)
Ruby Tuesday’s
Shriners Hospital for Children
Sofos Realty Corporation
The Church of Jesus Christ of Latter-Day Saints
Washington Prime Group
In this time of transition, we’ve never been more reliant on Lifesaver Clubs to keep our mission alive. These are the special businesses and organizations that go the extra distance to host, sponsor and recruit for blood drives. It’s their noble efforts that ensure hospitals get the blood they need to save lives. Year after year, we’re awed by their invaluable support.

Lifesaver Clubs

In this time of transition, we’ve never been more reliant on Lifesaver Clubs to keep our mission alive. These are the special businesses and organizations that go the extra distance to host, sponsor and recruit for blood drives. It’s their noble efforts that ensure hospitals get the blood they need to save lives. Year after year, we’re awed by their invaluable support.

II32 Bishop
I5 Craigside
Aikahi Shopping Center
Airport Industrial Park
Akaka Falls Lions Club
Alii Place
AlohaCare Insurance
Alohilani Resort
ALTRES
American Savings Bank
Anchor Church
Anuenue Immersion School
Bank of Hawaii
Bayer U.S. – Crop Science
Bishop Museum
Blaisdell Farmer’s Market
Blue Zones Project
BMW of Honolulu
Brigham Young University Hawaii
Buzz’s Original Steakhouse
C4 Christ Centered Comm Church
Calvary Chapel
Castle Medical Center
Celebrate Wahia
Central Pacific Bank
Central Union Church
Chaminade University
Church of the Holy Cross
City & County of Honolulu
Comprehensive Service Center
Cornerstone Fellowship Mililani Mauka
CrossFit
Cycle City, Ltd.
Delta Air Lines
Democratic Party of Hawaii
Diamond Head - Elk’s Lodge
Downtown Community - Bishop Square
Dr. K.B. Chun & Sons
Eagle Scout Kanoa Monlux
Eggs Hawaii
Elks Lodge Kailua
Emmanuel Episcopal Church
Ewa Beach Community
First Hawaiian Bank
First Presbyterian Church
of Honolulu - Koolau
Foodland Super Market Ltd.
Friendship Baptist Church
GEICO Insurance
Gourmet Events Hawaii
Grand Hyatt Kauai
Group 70 International & Legal Aid
Halawa Park
Hale Pawa’a
Halekulani Hotel
Hawaii Army National Guard
Hawaii Coffee Company
Hawaii County Police Department
Hawaii Government Employee Association Retirees
Hawaii Job Corps
Hawaii Kai Community
Hawaii Pacific University
Hawaii RSVP
Hawaii State Teachers Association
Hawaii State Teachers Association Retirees Hilo
Hawaiian Electric Company
Hawaiian Telcom
HawaiiUSA Federal Credit Union
Hawthorne Cat
HiEmployment & KKDLY
Hilo Medical Center Retirees
Hilton Hawaiian Village Waikiki Beach Resort
Hilton Waikiki Beach Hotel
HMSA
Honda Windward
Honolulu Central Seventh-day Adventist Church
Honolulu Community College
<table>
<thead>
<tr>
<th>Locations LLC</th>
<th>Lutheran Church of Honolulu</th>
</tr>
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<tbody>
<tr>
<td>Hawaii Fire Department</td>
<td>Manoa Innovation Center</td>
</tr>
<tr>
<td>Honolulu Police Department</td>
<td>Marriott International Waikiki</td>
</tr>
<tr>
<td>HouseMart Ben Franklin Crafts</td>
<td>Matson Navigation</td>
</tr>
<tr>
<td>Hope Chapel Mililani</td>
<td>Metro Christian Church</td>
</tr>
<tr>
<td>Hui Okinawa</td>
<td>Mililani Community</td>
</tr>
<tr>
<td>Hyatt Centric Waikiki Beach</td>
<td>Mililani St. John Apostle and Evangelist</td>
</tr>
<tr>
<td>Iglesia Ni Cristo Wahiaawa</td>
<td>Moanalua Gardens Missionary Church</td>
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<tr>
<td>Impact Fellowship</td>
<td>Moanalua Middle School</td>
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<tr>
<td>JN Pre-Owned</td>
<td>Molokai Community</td>
</tr>
<tr>
<td>Kahala Community - Kahala Mall</td>
<td>Na Lama Kukui</td>
</tr>
<tr>
<td>Kailua Community</td>
<td>New Hope</td>
</tr>
<tr>
<td>Kailua Elementary School</td>
<td>Oahu Spine &amp; Rehab</td>
</tr>
<tr>
<td>Kailua Seventh-day Adventist Church</td>
<td>Oahu Transit Services</td>
</tr>
<tr>
<td>Kailua United Methodist Church</td>
<td>Our Lady of Good Counsel</td>
</tr>
<tr>
<td>Kaimuki Christian Church</td>
<td>Pacific Guardian Center</td>
</tr>
<tr>
<td>Kaiser Permanente</td>
<td>Pacxa-aiio</td>
</tr>
<tr>
<td>Kaneohe Community</td>
<td>Pali Momi Medical Center</td>
</tr>
<tr>
<td>Kaneohe Yacht Club</td>
<td>Pan Am Building</td>
</tr>
<tr>
<td>Kapilina Beach Homes</td>
<td>Pearl Harbor Kai Elementary School</td>
</tr>
<tr>
<td>Kapiolani Community College</td>
<td>Pearl Harbor Naval Shipyard</td>
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<tr>
<td>Kapiolani Medical Center for Women &amp; Children</td>
<td>Pearridge Community</td>
</tr>
<tr>
<td>Kapolei Community</td>
<td>Pepsi</td>
</tr>
<tr>
<td>Kapolei Eye Care</td>
<td>Pioneer Plaza</td>
</tr>
<tr>
<td>Kauai Community</td>
<td>ProService Hawaii</td>
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<tr>
<td>Kauai Community College</td>
<td>Puna Hongwanji Mission</td>
</tr>
<tr>
<td>KCC Farmers’ Market</td>
<td>PVT Land Company Ltd.</td>
</tr>
<tr>
<td>Keller Williams Honolulu</td>
<td>Resurrection of the Lord</td>
</tr>
<tr>
<td>Kei Community</td>
<td>Catholic Church</td>
</tr>
<tr>
<td>Kihei Community</td>
<td>Ronald N.S. Ho &amp; Associates Inc.</td>
</tr>
<tr>
<td>Kiwanis of East Hawaii</td>
<td>Rotary Club of Hawaii Kai</td>
</tr>
<tr>
<td>Kuakini Health System</td>
<td>SALT At Our Kakaako Community</td>
</tr>
<tr>
<td>Kualoa Ranch</td>
<td>Salt Lake Elementary School</td>
</tr>
<tr>
<td>Laie Community - Shopping Center</td>
<td>Sea Life Park</td>
</tr>
<tr>
<td>Lanai Community</td>
<td>Servco Pacific Inc.</td>
</tr>
<tr>
<td>Le Jardin Academy</td>
<td>Sheraton Kauai Resort</td>
</tr>
<tr>
<td>Le Progres De L’Oceanie of the Free and Accepted Masons of Hawaii</td>
<td>Sheraton Kona Resort &amp; Spa</td>
</tr>
<tr>
<td>Leeward Community College</td>
<td>at Keaouh Bay</td>
</tr>
<tr>
<td>Legal Aid</td>
<td>Shops at Dole Cannery</td>
</tr>
<tr>
<td>Spectrum</td>
<td>Shriners Hospitals for Children</td>
</tr>
</tbody>
</table>
We’re especially impressed by the many high schools that organize blood drives. These students are our future. And we’re happy to say that the future’s looking bright. Mahalo to these young fearless volunteers who contributed 13% of the state’s blood supply and comprise the largest share of first-time donors. 100 high school blood drives were held across 44 campus sites throughout the islands. To honor the commitment of our high school heroes who donated three times during their high school years, BBH introduced honor cords for seniors to wear at their graduation ceremonies. In addition, three high schools received special accolades for their notable accomplishments:

High School Lifesaver Clubs

Aiea High School
Campbell High School
Castle High School
Damien Memorial High School
Farrington High School
H. P. Baldwin High School
Hawaii Baptist Academy
Hawaii Preparatory Academy
Henry J. Kaiser High School
Hilo High School
Iolani School
Island Pacific Academy
Kahuku High School
Kailua High School
Kaimuki High School
Kalaeo High School
Kalani High School
Kamehameha Schools - Hawaii
Kamehameha Schools - Kapalama
Kamehameha Schools - Maui
Kapaa High School
Kapolei High School***
Kauai High School
King Kekaulike High School
La Pietra Hawaii School for Girls
Le Jardin Academy**
Leilehua High School
Maryknoll High School
McKinley High School
Mid-Pacific Institute
Mililani High School
Moanalua High School
Nanakuli High School
Pearl City High School
Punahou School
Radford High School
Roosevelt High School
St. Louis School*
St. Francis School
Waiakea High School
Waialua High School
Waianae High School
Waimea High School
Waipahu High School

***Largest High School Blood Drive  |  **Largest Percentage of Student Participation  |  *Most Improved High School Blood Program