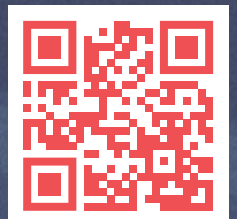


MOVING
FORWARD

MOVING FORWARD

2021 - 2023
ANNUAL REPORT

MOVING
FORWARD



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Chief Marketing Officer
Hawaiian Airlines

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Executive Vice President,
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Forging Ahead

Avi Mannis, Board Chair

It's been a monumental past three years for Blood Bank of Hawaii, filled with milestone after milestone—from celebrating our 80th anniversary to making progress on our Bold New Operational Plan. As we pivot towards the future, our focus remains on technology, developing our workforce, and making sure our community partnerships are stronger than ever.

At the heart of it all is our new Kapolei Headquarters, a state-of-the-art facility in one of Hawaii's fastest-growing cities. We're now ever closer to raising the final \$2 million needed for its completion and would like to thank all the generous organizations that have helped us get this far.

The development of our new headquarters wouldn't have been possible without the support of government leadership from the City and County of Honolulu, the State and our Federal Congressional delegation. They've gone above and beyond to support our new home and all the hope it offers the Hawaii community.

We want to thank all our Lifesaver clubs. Because of you, we're able to realize our mission of being the state's sole blood provider. Your dedication to recruiting donors is an inspiration to us all, and is vital to maintaining our blood supply throughout the year.

Central to our progress is the hard work and dedication of our executive team and staff. Under Kim-Anh's leadership, this lean team continues to go the extra mile. Their hard work is the reason we can ensure that all of our state's hospitals have the blood they need to serve their patients, day after day.

It's an exciting time for the Blood Bank of Hawaii, with the path ahead being forged by innovation, resilience, and the unwavering support of our small, but strong community. Our new headquarters in Kapolei is symbolic of this and will stand as a testament to all we've achieved and everything we have to look forward to. Mahalo to all the individuals and organizations that have made this journey possible. Because of you, we have a safer and stronger Hawaii.





Aloha,

In the summer of 2018, we took a bold step towards the future. That year, the theme of our annual report was an “Inflection Point,” a time of significant change or a turning point. For us, that meant making the strategic decision to purchase a property in Kapolei and to build a modern facility that would house our future headquarters.

Today, we're closer than ever to completing that vision, first realized six years ago, for a new headquarters in West Oahu that will safeguard and secure the blood supply for the state of Hawaii.

As part of our Bold New Plan, our Kapolei headquarters includes the construction of a 19,000-square-foot, FDA Biosafe Level 2 facility with unrestricted access to collect, process, test, store and distribute blood. It will operate 24 hours a day, seven days a week, and will serve patients on every island in Hawaii.

This facility will be integral to our state's emergency preparedness plan. In the event of a disaster impacting central Honolulu or Honolulu Harbor, our Kapolei location offers a strategic advantage for keeping our blood supply out of harm's way.

We plan for our new home to be a hub for technology, featuring an energy-efficient design, state-of-the-art temperature controls, reliable data connectivity, and cold chain storage capabilities to store products that need ultra-low freezer temperatures. We also plan for this facility to house the nation's supply of the rare blood type found in some Polynesians. All this will help ensure that we're able to respond as effectively as possible to any potential pandemic or emergency.

We're also leaving roughly 9,000 square feet for future expansion and continued innovation. We firmly believe in constantly finding new ways to make progress and staying at the forefront of cutting-edge technology, and our new home represents exactly that.

All this construction also means developing our workforce, and now, more than ever, we've stepped up our recruitment efforts to meet our growing demands. As part of this, our new headquarters will have a space specifically designed for youth training programs in emerging healthcare careers.

None of this would be possible without your support. So, I'd like to express my heartfelt gratitude to everyone who's helped us get here. To all the individuals, the organizations, and my hardworking team, I am inspired by you every day and feel grateful to be surrounded by you.

In 2018, we took a big step and made a bold plan. In 2024, that plan is coming together better than we could have ever imagined.

Mahalo,

Kim-Anh Nguyen, President and CEO





FINANCIAL HIGHLIGHTS

FINANCIALS (IN 000S)	FY2021	FY2022	FY2023
Operating Revenue	\$19,097	\$18,659	\$19,589
Operating Expenses	(\$15,868)	(\$16,993)	(\$19,276)
Net Operating Margin	\$3,229	\$1,666	\$313
Non-Operating Revenue	\$2,296	\$874	\$2,819
Non-Operating Expenses	(\$1,111)	(\$184)	(\$770)
Net Change in Assets	\$6,636	\$2,724	\$3,902

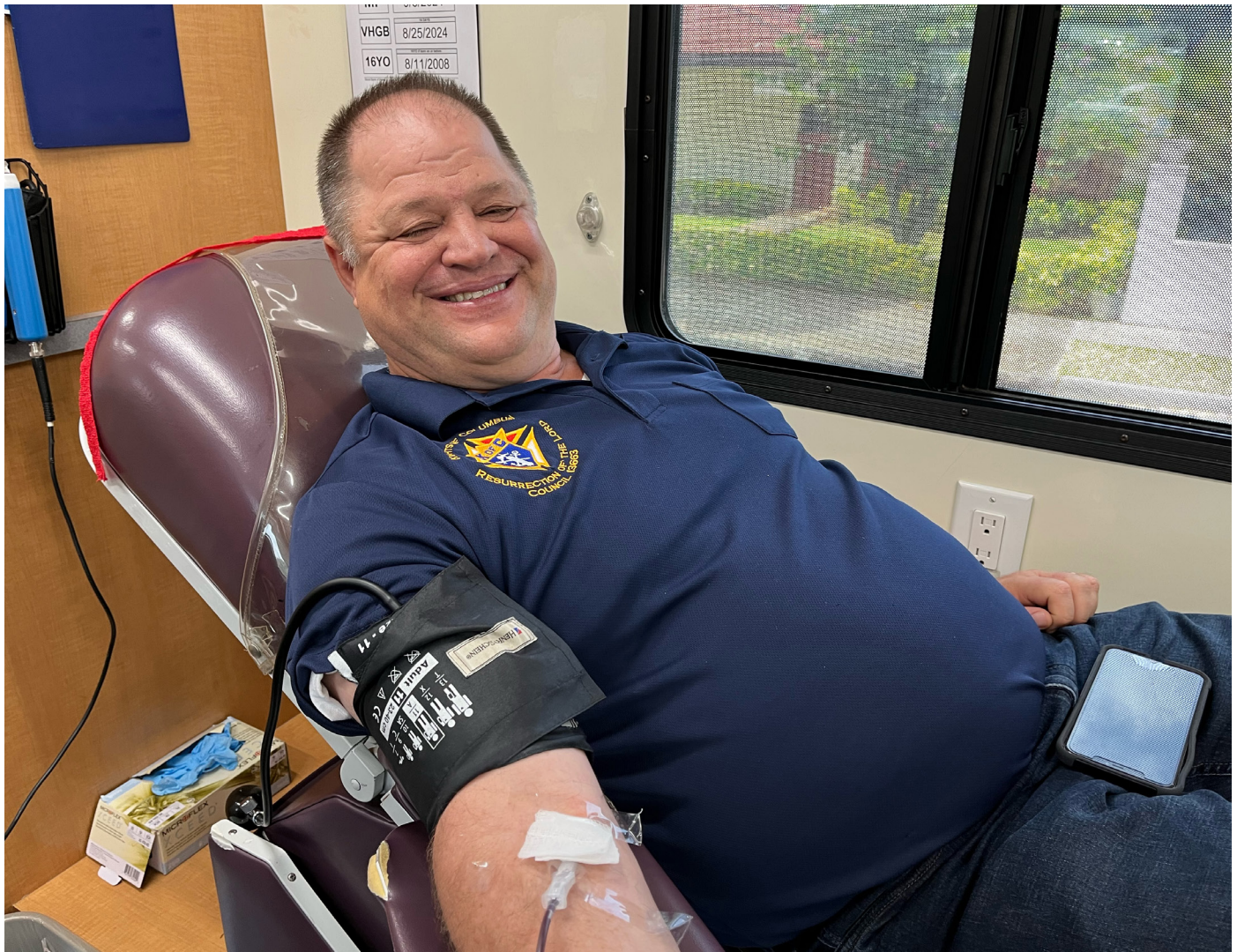
BALANCE SHEET (IN 000S)	FY2021	FY2022	FY2023
Assets	\$28,255	\$30,236	\$34,169
Liabilities	(\$3,081)	(\$2,338)	(\$2,368)
Net Assets	\$25,174	\$27,898	\$31,801



Stronger Together

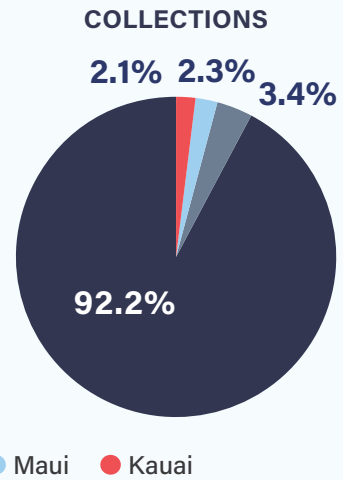
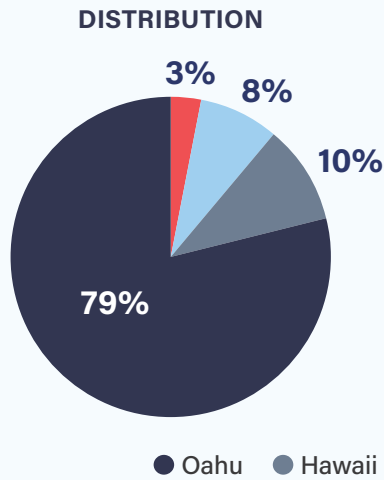
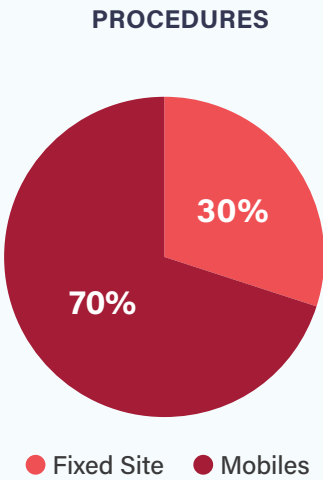
Blood Bank of Hawaii is proud to serve as the state's sole provider of blood. Every day, hospitals require a safe and reliable blood supply for all kinds of critical patient needs—from organ transplants and heart surgeries to pediatric ICU services. We're proud to work with these hospitals and call them our partners.

- Adventist Health Castle
- Clinical Laboratories of Hawaii
- Diagnostic Laboratory Services, Inc.
- Guam Regional Medical Center
- Hawaii Health Systems Corporation
 - Hilo Medical Center
 - Kahuku Medical Center
 - Kauai Veterans Memorial Hospital (KVMH)"
 - Kona Community Hospital
- Hawaii Pacific Health
 - Kapiolani Medical Center for Women and Children
 - Pali Momi Medical Center
 - Straub Medical Center
 - Wilcox Health
- Kaiser Permanente Moanalua Medical Center
- Kuakini Medical Center
- Maui Health System
 - Maui Memorial Medical Center
 - Lanai Community Hospital
- Tripler Army Medical Center
- The Queen's Health Systems
 - The Queen's Medical Center – Punchbowl
 - The Queen's Medical Center – West Oahu
 - Molokai General Hospital
 - Queen's North Hawaii Community Hospital
 - The Queen's Medical Center – Wahiawa

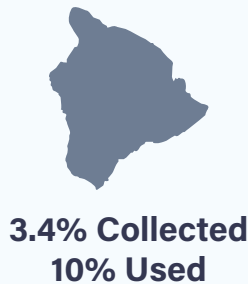
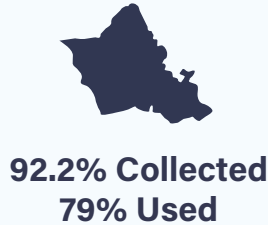




RED BLOOD CELL



HAWAII BLOOD SUPPLY



GUAM BLOOD SUPPLY



UNITS COLLECTED

50,835
Red Blood Cells

9,110
Single Donor Platelets

NUMBER OF UNIQUE DONORS

20,714
Whole Blood Cells

2,653
Red Blood Cell Automation

925
Platelets

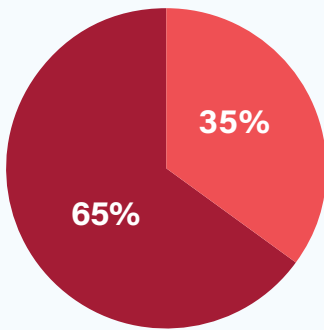
UNITS DISTRIBUTED

45,883
Red Blood Cells

8,753
Single Donor Platelets

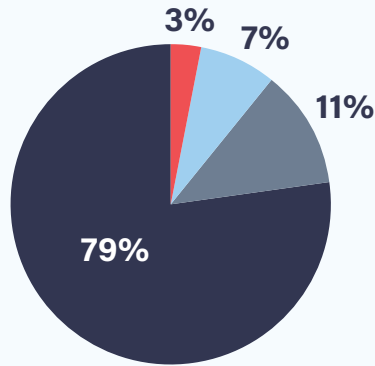
RED BLOOD CELL

PROCEDURES



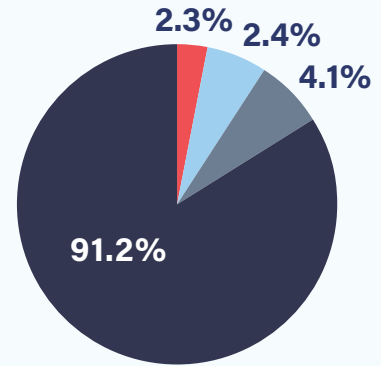
● Fixed Site ● Mobiles

DISTRIBUTION

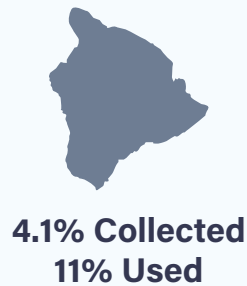
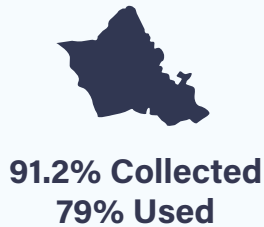
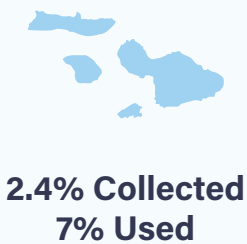


● Oahu ● Hawaii ● Maui ● Kauai

COLLECTIONS



HAWAII BLOOD SUPPLY



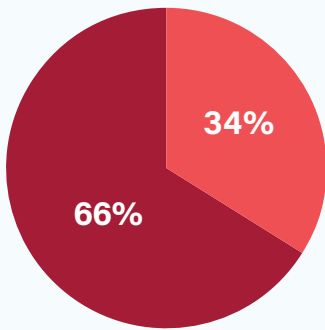
GUAM BLOOD SUPPLY





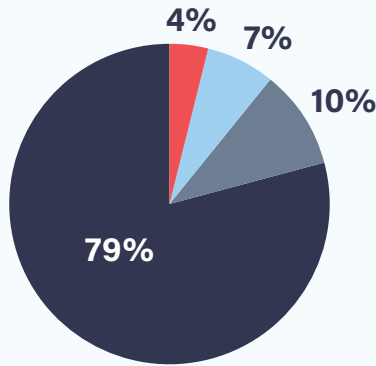
RED BLOOD CELL

PROCEDURES



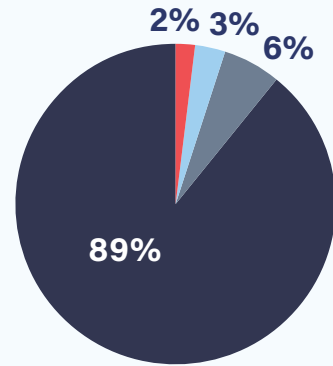
● Fixed Site ● Mobiles

DISTRIBUTION



● Oahu ● Hawaii ● Maui ● Kauai

COLLECTIONS



HAWAII BLOOD SUPPLY



GUAM BLOOD SUPPLY



Dedicated, Generous, & Vital

We continue to be amazed by the unwavering support of our Lifesaver Clubs and their blood drive coordinators. They not only play a crucial role in keeping our blood supply well stocked, but also in educating the community about the importance of donating. Our mission to be the state's sole provider of blood is only made possible because of their commitment.

29th Infantry Brigade Combat Team
 Adventist Health Castle
 Aiea Public Library
 Aikahi Shopping Center
 Airport Industrial Park
 Ala Moana Center
 Alii Place
 AlohaCare Insurance
 Alohilani Resort
 ALTRES
 American Floor & Home
 American Red Cross
 American Renaissance Academy
 American Savings Bank
 Anchor Church
 Arcadia Family of Companies
 August Ahrens Elementary School
 Bank of Hawaii
 Bayada Home Health Care
 Bayer U.S. – Crop Science
 Best Buy
 Bishop Museum
 BMW of Honolulu
 BOMA Hawaii
 Bougainville Flooring Super Store
 Boy Scouts of America
 Brigham Young University Hawaii
 Calvary Chapel
 Central Pacific Bank
 Central Union Church
 Chaminade University
 Cherry Blossom Festival
 Christ Church Uniting
 City & County of Honolulu
 Clinical Labs of Hawaii
 Community Church of Honolulu
 Cornerstone Fellowship Mililani Mauka
 Costco
 CrossFit
 CTF the Management Group
 Cycle City, LTD
 D R Horton Home Builders - Hoopili
 Dave & Busters
 Delta Air Lines
 Diagnostic Laboratory Services, Inc.
 Don Quijote
 Dr. Braun Memorial Blood Drive
 Dr. K.B. Chun & Sons
 Eagle Scout
 Eco Rotary
 Edward Jones
 Eggs Hawaii
 Elks' Lodge
 Embassy Suites Kapolei

Fight for Life
 Filipino Community Church
 First Hawaiian Bank
 First Presbyterian Church of Honolulu - Koolau
 Foodland Super Market Limited
 GEICO Insurance
 Grace Pacific LLC
 Grand Hyatt Kauai
 Group 70 International
 Halawa Park
 Hale Ka Lae
 Hale Mahana
 Hale Pawa'a
 Halekulani Hotel
 Hanalani Schools
 Harbor Church Honolulu
 Hawaii Army National Guard
 Hawaii Building & Construction Trades Council
 Hawaii County Police Department
 Hawaii Department of Health - State Laboratories Division
 Hawaii Electric Light Co Inc.
 Hawaii Filipino Lions Club
 Hawaii Government Employee Association Retirees
 Hawaii Health Partners
 Hawaii Job Corps
 Hawaii Pacific University
 Hawaii State Teachers Assoc
 Hawaii Stevedores, Inc.
 Hawaiian Airlines
 Hawaiian Electric Company
 Hawaiian Telcom Main
 HawaiiUSA Federal Credit Union
 Hawthorne Cat
 Hilo Medical Center
 Hilton Hawaiian Village Waikiki Beach Resort
 Hilton Waikiki Beach Hotel
 HMSA
 Holomua Elementary
 Honolulu Central Seventh-day Adventist Church
 Honolulu City Council
 Honolulu Federal Credit Union
 Honolulu Fire Department
 Honolulu Fire Department Training Academy
 Honolulu Japanese Chamber of Commerce
 Honolulu Japanese Junior Chamber of Commerce
 Honolulu Police Department
 Honolulu Police Department Training Academy
 Honoring Tiffany Ann Higa
 Hope Chapel
 Hope for the Holidays
 HouseMart Ben Franklin Crafts
 Hui Wa'a Association
 Hyatt Regency Waikiki Beach Resort and Spa
 Iglesia Ni Cristo

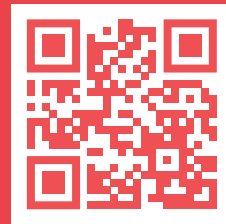
LIFESAVER CLUBS

ILWU Local 142
In Memory of Aidan Long
Inspire Church
International Brotherhood of Electrical Workers IBEW Local 1186
Ka Makana Alii
Kahala Mall
Kahuku Medical Center
Kailua Community Church
Kailua Elementary School
Kailua Seventh-day Adventist Church
Kailua Town Center
Kailua United Methodist Church
Kaimuki Christian Church
Kaiser Permanente
Kamalani Academy
Kamehameha Elementary
Kaneohe District Park
Kapiolani Community College
Kapiolani Medical Center for Women & Children
Kapolei Commons
Kapolei Eye Care
Ke Koko I Makana 'Ia Mai
Ke Kula Kaiapuni o Anuenue
Keller Williams Honolulu
Key Project
Knights of Columbus Hawaii State Council
Koko Marina Shopping Center
KROC Center Hawaii
Kuakini Health System
Laie Shopping Center
Laulani Village
Leeward Community Church
Leeward Oahu Lions Club
Locations LLC
Mana Loa-Nimitz Lions Club
Manoa Public Library
Manu O Ke Kai Canoe Club
Marriott International Waikiki
Matson Navigation
Metro Christian Church
Moanalua Gardens Missionary Church
Moanalua Middle School
Mo's Heroes Hawaii
MVNP
Na Lama Kukui
New Hope
Oahu Transit Services
Ohana Health Plan
Olomana School
One Love Ministries
Ono Construction
Our Lady of Good Counsel
Our Lady of Sorrows
Pacific Guardian Center
Pacific Park Plaza
Pacxa
Pali Momi Medical Center
PAR Hawaii
Pearl City Lions Club
Pearl Harbor Kai Elementary School
Pearl Harbor Naval Shipyard
Pearlridge Center
Pearlside Church
ProService Hawaii
Rabbit Rabbit Tea Hawaii
Resurrection of the Lord Catholic Church
Rissho Kosei Kai Buddhist Church
Ronald N.S. Ho & Associates, Inc
Rotary Club of Hawaii Kai
Royal Hawaiian Movers
Sack-N-Save Nanakuli
SALT At Our Kakaako Community
Salt Lake Community Ohana PTA
Samoan Community in Hawaii
Servco Pacific Inc.
Sheraton Kauai Coconut Beach
Shriners Hospitals for Children
Special Olympics Hawaii
St Christopher's Episcopal Church Kailua
St. Ann's Church
St. Anthony Church
St. Elizabeth Catholic Parish
St. George Catholic Church
St. John Vianney Parish
St. Joseph Church
St. Jude Catholic Church
St. Michael Church
State of Hawaii
Straub Medical Center
Swinerton Builders
Tamura Waianae
The Arc in Hawaii
The Bridge
The Church of Jesus Christ of Latter-Day Saints
The Philippine Medical Association of Hawaii
The Plaza Assisted Living
The Queen's Medical Center
Title Guaranty in Memory of Mr. Jubinsky
Tony Group Autoplex
UHA Health Insurance
University of Hawaii Systems
Wahiawa General Hospital
Wahine Wellness Club
Waialua Community Association
Waianae Coast Comprehensive Health Center
Waiau Elementary School PTA
Waikele Center
Waikiki Beach Marriott
Walgreens
Walmart Kapolei
Ward Village
Waterfront Plaza
Wilcox Medical Center
Windward Mall
Young Brothers, Ltd.
Youth Challenge Academy
Zeta Phi Beta Sorority, Inc.

MOVING
FORWARD



**Blood Bank
of Hawaii**



MOVING
FORWARD