



## Community Impact Report 2022



The Kasten Family.  
See Braden's story,  
page 5.

Because of you, life doesn't stop.



## OUR VISION

Become the nation's most innovative and inclusive blood and biotherapies partner.

## OUR MISSION

Unite blood and biologics donors, talent and innovation to save and improve lives.

## OUR VALUES

Vitalant employees embody our RITE Values of Respect, Integrity, Teamwork and Excellence.



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# Connecting People to Save and Improve Lives

## A MESSAGE FROM THE BOARD OF TRUSTEES CHAIRPERSON AND PRESIDENT/CEO

**For 80 years, Vitalant has fulfilled our lifesaving mission to save and improve lives. Through those years, we've met and partnered with millions of selfless supporters, who have given their blood, time and financial gifts to support our cause and the patients who depend on us.**

Supporters include people like Dr. Vy Rossi, who co-founded the Donate for Mothers blood drive initiative. In 2022, these blood drives attracted 995 donors, collected 1,001 units of blood, and earned the distinction as the Blood Drive of the Year from America's Blood Centers.

There's also Gary Sprague, a platelet-recipient-turned-donor who has given more than 370 times and who, in 2022, was inducted into the Fresenius Kabi Donation Hall of Fame. Known as Arizona's Singing Cowboy, he volunteers his time at Vitalant events to inspire others.

The commitment of volunteers like Dr. Rossi and Gary enables Vitalant to continue fulfilling our lifesaving mission despite continued challenges. Vitalant's blood donor base declined during the COVID-19 pandemic and has been slow to rebound. With a shift to remote work, fewer businesses are hosting on-site blood drives. But through the efforts of our volunteers and staff, and the dedication of our blood and financial donors, we continue providing lifesaving healthcare services to hospitals and patients in need.

Vitalant is where blood and biologics donors, talent and innovation come together to save and improve lives. As life resumes a new sense of normal, our healthcare partners and their patients need us more than ever. Thank you for your continued support.



*Jim Schraith,  
Chairperson, Board  
of Trustees*



*David R. Green,  
President & Chief  
Executive Officer*

# About Vitalant

## A RICH HISTORY AND BRIGHT FUTURE

As one of the nation's largest nonprofit blood and biotherapies healthcare organizations, Vitalant plays a vital role in ensuring the health and safety of patients and our community every day. In addition to collecting and providing blood to hospitals, we also provide comprehensive transfusion medicine services and work on the cutting edge of science and healthcare through the Vitalant Research Institute and Vitalant Innovation Center.

Vitalant is a founding member of the American Association of Blood and Biotherapies (AABB), which provides standards development and accreditation

for blood centers, and was a driving force in the creation of America's Blood Centers (ABC), a consortium of independent community blood centers throughout the United States and Canada.

Through our own advancements and collaboration with these organizations, Vitalant continues to be an industry leader, transforming the blood collection, processing and distribution experience for staff, donors, medical professionals and, ultimately, patients. These efforts would not be possible without the generous support of our community, blood and financial donors, and volunteers.

## LEADERSHIP

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*Left to right: Anthony Bobos, Mary Beth Bassett, Peter Michaelson, Dirk Johnson, Maureen Musselman, Dave Green, Rob Van Tuyle, Bhavi Shah, Mark Giaquinto, Ralph Vassallo.*



## Cover Story: A Life Saved by Blood Donations

**Braden was a healthy 5-year-old living an active life. That changed on May 27, 2022, when doctors diagnosed him with acute myeloid leukemia, an aggressive form of cancer.**

He immediately began chemotherapy and spent most of his six-month treatment in the hospital, as the chemo weakened his immune system and made it unsafe to leave.

Braden needed multiple rounds of chemotherapy, each followed by three to four weeks of recovery time, before he would be discharged for a week and then readmitted for the next round.

Throughout his treatment, Braden required about 30 red blood cell and platelet transfusions. The red cells gave his body the strength needed to fight cancer. The platelets helped his blood to clot if he started to bleed. These transfusions helped save Braden's life.

Braden completed treatment in November 2022. Cancer free, he's returned to life as an active kid, playing hockey and Minecraft with his brother.

"That wouldn't have been possible without the generous donors who took the time to donate," his mother Jamie said. "I am so thankful for each and every one of the people who donated blood to Braden. They are truly heroes to us."



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— Jamie



## Aspiring Nurse Receives Regular Blood Transfusions



Rammeet was born with a rare blood disorder called beta thalassemia major, which requires her to receive two to three units of blood every three weeks.

Thanks to many generous volunteer blood donors, she has received more than 500 units of blood throughout her lifetime.

She is also committed to helping others. She works in healthcare as a phlebotomist and hopes to become a nurse so she can help patients just like her.

“I am passionate about saving lives and working with wonderful, selfless, brave donors and collecting their blood. Thank you for being a hero and giving your time and blood. Without you, I wouldn't be alive.”

# Blood Services

## SUPPORTING HOSPITALS AND PATIENTS COAST-TO-COAST

Every two seconds, someone in the United States needs blood. Collecting blood donations from generous volunteers, testing and processing those donations for about 900 hospitals coast-to-coast are at the heart of Vitalant's mission.

About 600,000 blood donors generously provided more than 1,626,000 blood, platelet and plasma donations in 2022. Processed into nearly 2,029,000 blood components, these donations helped hospital patients experiencing trauma, battling cancer and or facing the challenges of ongoing medical conditions.

Like other organizations, Vitalant faced challenges with supplies, the labor market and other ongoing effects of the pandemic. In addition to significant reductions in the number of organizations hosting blood drives as remote work took hold, there were 12% fewer new blood donors than the year prior. These combined factors led to an ongoing critical need for blood donations to support Vitalant's 11 percent share of the nation's blood supply for patients across 28 states.



To learn more about hosting a Vitalant blood drive, visit [vitalant.org/BloodDrive](https://vitalant.org/BloodDrive).

Providing blood and special services to patients in

# 28 STATES

coast-to-coast

Nearly **115 DONATION CENTERS**

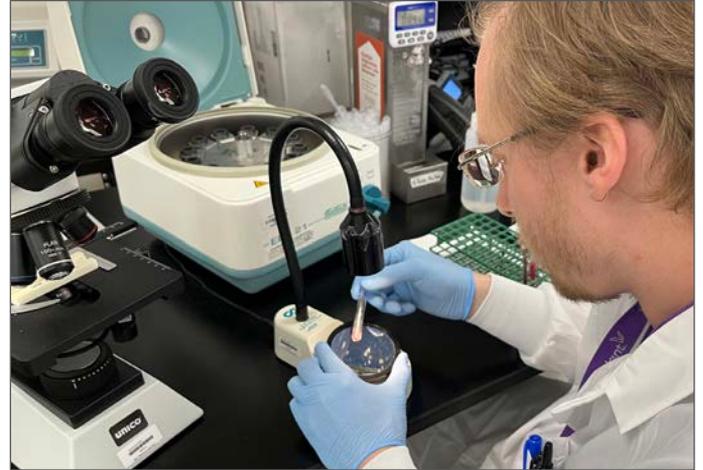
# Labs & Clinical Services

## SUPPORTING PATIENTS WITH UNIQUE NEEDS

Vitalant's laboratories and clinical services provide critical support to hospitals and patients across a spectrum of specialties, including transfusion, transplant, cellular therapy, therapeutic apheresis and cord blood, among others.

In 2022, Vitalant labs and clinical services performed 1.4 million tests, conducted 7,000 procedures, and helped countless patients. About 15 new and ongoing research studies were also supported.

The efforts led by these lab teams have saved or improved the lives of those experiencing chronic transfusions, organ transplants, sickle cell disease, Alzheimer's disease, hemophilia and other diseases.



## RESEARCH, LABORATORY & CLINICAL SERVICES LOCATIONS





## Blood Donations Helped Twins Who Battled Sickle Cell Disease

When twins Joshua and Jordan were born, they received the standard newborn screening blood test given to all babies. Typically nothing to worry about, the twins' test results indicated that both boys had the most severe form of sickle cell disease.

Sickle cell disease is a genetic disorder that causes red blood cells to take the shape of the letter "C." Because the cells can't flow normally through the body, they tend to collect in certain areas, causing great pain and organ damage.

Jordan and Joshua exhibited a typical symptom when their hands and feet became swollen and painful. They didn't start walking until their second birthday and relied on blood transfusions about every two months.

In 2012, Joshua received a bone marrow transplant from his younger brother, Jonathan, and is considered cured of sickle cell disease. Jordan also received a bone marrow transplant from Jonathan a few months later, but he suffered from some side effects that led to hospitalizations and additional treatments. He is now also cured.

"I don't think that most people realize how important it is for minorities to become regular blood donors," said their mom, Kristine. "The closer the match is for the patient, the lower the risk for reactions and long-term complications. I'm just grateful for the blood donors who saved my sons' lives over and over."



## Vitalant Innovation Center

PAVING THE WAY FOR NEW LIFESAVING THERAPIES



**The Vitalant Innovation Center in Denver, Colorado, sits at the intersection of research and operations, providing expertise to design innovative processes for Vitalant and bringing new lifesaving blood and biologic treatments to patients.**

The Innovation Center team puts research into practical use to shape the future of blood services and transfusion medicine. The center also provides a venue for evaluating productivity and efficiency improvements outside of normal blood

center operations, and it prepares and distributes investigational blood products for clinical trials.

Construction of the new Innovation Center facility began in 2022, paving the way for this advancement-driven team to open a new space with additional contract manufacturing and expanded equipment, software and product evaluation capacity – expanding Vitalant’s capabilities for collecting and researching donor blood and blood components.

# Vitalant Research Institute

## WORLD-RENOWNED RESEARCH HELPS ADVANCE BLOOD DONOR ELIGIBILITY

**The Vitalant Research Institute is dedicated to advancing blood safety worldwide through scientific research, education and the promotion of evidence-based policies.**

Of the many research projects underway in 2022, a highlight was the completion of enrollment in the FDA-funded ADVANCE Study (Assessing Donor Variability and New Concepts in Eligibility), which gathered data to assist the FDA in determining if a blood donor history questionnaire based on individual risk would be an acceptable alternative to a time-based deferral in reducing the risk of HIV among gay and bisexual men who present to give

blood. The Research Institute served as the lead research group and overall coordinator for the study, which was also supported by other large blood centers.

In 2023, the FDA released final guidance for transitioning the policy to individual donor assessment. These proposed guidelines were in line with policies in the United Kingdom and Canada and based on the FDA's careful review of available information, including but not limited to, the ADVANCE Study. The ADVANCE Study team was recognized by America's Blood Centers with the Blood Community Advocate of the Year Award.

### New downtown location



The San Francisco location of the Research Institute moved into a new downtown facility in 2022. The new laboratory space was designed from the ground up with an innovative layout to foster increased efficiency and exceptional safety. Researchers will continue to design and conduct studies that advance transfusion medicine and support public health.

# Vitalant Foundation

## FINANCIAL GIFTS SUPPORT VITALANT'S LIFESAVING MISSION

Financial gifts are critical to supporting the infrastructure and programs used to ensure Vitalant attracts donors and volunteers and remains on the cutting edge of blood science. Because there's no substitute for blood, these funds help ensure the products our healthcare systems rely on are available when needed.

During 2022, the Blood Science Foundation became the Vitalant Foundation and is the fundraising arm for Vitalant. Through major gifts, individual financial donations, and in-kind donations of supplies and services, philanthropy fuels Vitalant's programs and services and will help to ensure vitality for generations to come.

Thanks to generous businesses, organizations, foundations and individuals, more than \$835,000 was committed in 2022, plus an additional \$2,300,000 through in-kind donations.

### BOARD OF DIRECTORS

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## Vitalant goes to Super Bowl LVII



Vitalant received a \$75,000 grant toward the purchase of a new bloodmobile from the Arizona Super Bowl Host Committee and the NFL Foundation prior to Super Bowl LVII in Phoenix.





## Family Experiences Lead to Financial Donations for Loyal Supporter

**Making a gift to Vitalant felt natural for Gayle. Through the years, multiple family members have urgently needed blood. Her husband survived a “widow-maker” heart attack, in part because blood was available when he needed it.**



“We cannot chance that the precious lifesaving resource will always be available, especially considering the blood supply shortages in recent years,” Gayle said.

Gayle spent part of her career at the University of Pittsburgh, where physicians were supported by Vitalant, Vitalant Foundation and the National Institutes of Health. To show

her appreciation for their work to advance blood safety through research, education and the development of new technology, Gayle expanded her support by becoming a financial donor and past member of the Foundation Board of Trustees.

“I know my financial contributions have made a meaningful impact on the vital work that Vitalant and the Vitalant Foundation carry out,” she said. “A financial contribution is a very powerful way that an individual and/or organization can aid in Vitalant’s work of maximizing blood resources for people who need it.”

## Blood Recipient Becomes Community Blood Drive Host

Blood drive coordinators have many reasons that motivate them to host a blood drive. For many, their lives have been touched by blood donation through a friend, family member, or co-worker. For others, like Kerri, their personal experience as a blood recipient inspires them to pay it forward.

In 2022, Kerri received a total of 10 units of blood through three separate emergency room visits due to complications from fibroids and endometriosis affecting her healthy blood counts, and, eventually, an emergency hysterectomy.

On the mend and back at work, Kerri coordinated her first blood drive with Vitalant through her employer and their local Kiwanis Club.

“This [blood drive] seemed like the perfect opportunity for me to give back. I am hopeful to get as many donors as possible.”



## Blood Donor Volunteers, Inspiring the Next Generation of Donors

Mike has donated blood since 1967. In 2002, because of his long donation history, Vitalant asked him to become a volunteer. For more than 20 years, he has worked with high school students and blood drives.

During a typical school year, Mike volunteers at three or four drives per month. He enjoys talking to students about their career plans and helping them overcome the fears of first-time donations.

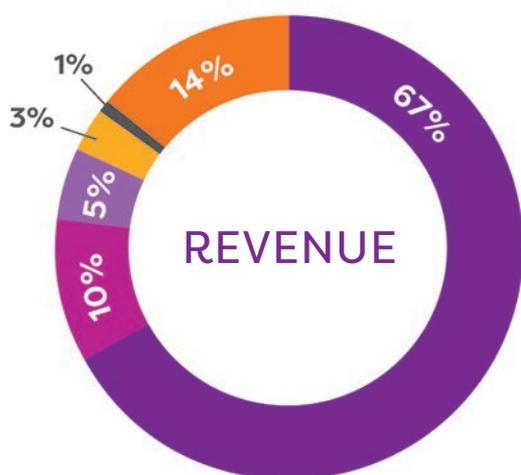
Mike said one of the challenges of being retired is finding an opportunity to volunteer that is meaningful and doesn't limit flexibility. He's found that at Vitalant and enjoys working high school drives the most because he's able to teach and inspire others.



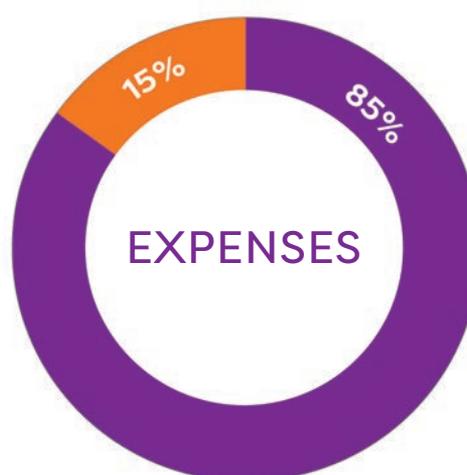
In 2022, **440** Vitalant volunteers contributed more than **28,000** hours of service, an average of **50** hours per volunteer.

## Managing Our Resources

Vitalant carefully stewards its limited resources to fulfill its mission to save and improve lives. In 2022, Vitalant had \$733,324,109 total revenue; \$689,126,228 total expenses; and \$44,197,881 net income. Below are the breakdowns by program area. *(Preliminary numbers due to timing.)*



- 67% blood & component service fees
- 10% laboratory services
- 5% plasma for fractionation
- 3% research contracts
- 1% contributions and grants
- 14% all other revenue



- 85% program services
- 15% management & general



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