



# ABC NEWSLETTER

CURRENT EVENTS AND TRENDS IN BLOOD SERVICES

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2024 #38

November 8, 2024

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## **CMS 2025 OPPS and Physician Fee Schedule Rules Available as Agency Determines Prehospital Blood Transfusions Should Qualify as ALS2 Procedures**

In a significant win for community blood centers, the Centers for Medicare & Medicaid Services (CMS) has determined that all prehospital blood transfusions, not just low titer O whole blood, should qualify as Advanced Life Support Level 2 (ALS2) Procedures. Ensuring blood transfusions are available to all patients when and where they need blood is a top priority in ABC's [Advocacy Agenda](#). While the CMS change does not provide direct reimbursement for blood transfusions in the pre-hospital setting, it is recognition that transfusions are an important part of pre-hospital care for some patients and should be considered when evaluating the care provided in the ambulance.

In response to the Physician Fee Schedule (PFS) proposed rule published in July 2024, ABC [submitted](#) joint comments regarding blood products provided in the pre-hospital setting of care. Under the PFS [proposed rule](#), CMS' initial proposed policy would only have included low-titer O whole blood transfusions as ALS2 Procedures. In joint comments, ABC recommended that CMS should cover all FDA-approved blood and blood component therapies provided in the pre-hospital setting of care.

Additionally, as a member of the [Prehospital Blood Transfusion Initiative](#) Coalition (PHBTIC) steering committee, ABC signed on to [comments](#) submitted by PHBTIC urging a similar expansion of the proposed policy.

In the PFS [final rule](#), CMS agreed with ABC noting that, “[w]e are modifying our proposed policy to add the administration of low titer O+ whole blood to the list of procedures that independently qualify as an ALS2 procedure and finalizing a policy to change the definition of ALS2 at §414.605 by including all [prehospital blood transfusion] (PHBTs) in the list of procedures that independently qualify as an ALS2 procedure. Specifically, we are modifying the definition of ALS2 at §414.605 so that the list of ALS2 procedures now includes, as a new number eight, prehospital blood transfusion, which includes the administration of low titer O+ and O- whole blood; the administration of packed red blood cells; the administration of plasma; or the administration of a combination of packed red blood cells and plasma.”

The PFS final rule for calendar year (CY) 2025 also indicates that CMS is reducing average payment rates under the PFS by 2.93 percent in CY 2025, compared with CY 2024. CMS noted that, “[t]his amounts to an estimated CY 2025 PFS conversion

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## CMS 2025 OPPTS and Physician Fee Schedule Rules Available (continued from page 1)

factor of \$32.35, a decrease of \$0.94 (or 2.83 percent) from the current CY 2024 conversion factor of \$33.29.”

Additionally, in the PFS comments to the proposed rule, ABC encouraged CMS, through the CMS Innovation Center (CMMI), to develop and implement a payment and service delivery model that incorporates pre-hospital blood transfusions into the emergency medical system including a pre-hospital blood product add-on payment to address a major barrier to expanding access to this life saving care. While CMS reiterated in the final rule that, “[we] do not have the authority to provide an additional payment, such as an add-on payment,” the agency “may consider [these suggestions] for future rulemaking.”

CMS also recently [released](#) the final rule titled, “Medicare and Medicaid Programs: Hospital Outpatient Prospective Payment System (OPPS) and Ambulatory Surgical Center (ASC) Payment Systems” for CY 2025. It contains a market basket increase of 3.4 percent reduced by a 0.5 percentage point productivity adjustment. Additionally, CMS continues the use of a blood-specific cost-to-charges ratio (CCR) methodology to establish payment rates for blood and blood products, which has been policy since the 2005 rule.

ABC encourages member blood center to please contact [Diane Calmus, JD](#), vice president of Government Affairs at ABC, with questions as ABC will continue to provide updates on its advocacy efforts as they become available.

(Sources: CMS OPPTS [Final Rule](#), 11/1/24; CMS PFS [Final Rule](#), 11/1/24) ♦

## REGULATORY NEWS

The U.S. Food and Drug Administration (FDA) has [published](#) a communication titled, “Important Information for Human Cell, Tissue, and Cellular and Tissue-based Product (HCT/P) Establishments Regarding the Oropouche Virus and HCT/P Donation.” The agency stated that the November 1<sup>st</sup> communication is meant to, “provide information regarding Oropouche virus (OROV) and considerations for donor eligibility determinations for human cells, tissues, and cellular and tissue-based products (HCT/Ps).” The FDA explained that, “[d]ue to the robustness of existing donor screening measures and taking into consideration the current small number of OROV disease cases among U.S. travelers, and no reports of OROV transmission by HCT/Ps, screening donors by asking them specific questions about exposure to OROV or travel to areas with OROV outbreaks is not warranted at this time. A donor screening test for OROV is not available. The HCT/P establishment’s responsible person (21 CFR 1271.3(t)) must determine and document the eligibility of a cell or tissue donor (21 CFR 1271.50). Based on information available at this time, including the incubation period for OROV and the detection period in serum and semen, establishments may wish to consider, whether, in the last six weeks prior to HCT/P recovery, the donor:

- [w]as diagnosed with or was suspected of having Oropouche virus infection;
- [d]eveloped an abrupt onset of fever, severe headache, chills, myalgias, arthralgias, rash, or other symptoms of OROV.

FDA will continue to monitor cases of Oropouche in the U.S. and worldwide and available information about potential risks of OROV transmission by HCT/Ps. We will communicate, as appropriate, as additional information becomes available.”

(Source: FDA [Communication](#), 11/1/24) ♦



## WORD IN WASHINGTON

A report from *Fierce Pharma* stated that the U.S. Food and Drug Administration (FDA) is, “[reconsidering](#)” a [requirement](#) of a, “Boxed Warning for T cell Malignancies Following Treatment with BCMA-Directed or CD19-Directed Autologous Chimeric Antigen Receptor (CAR) T cell Immunotherapies.” According to the report, FDA Center for Biologics Evaluation and Research (CBER) Director Peter Marks, MD, PhD told the media organization that, “[w]e are in the process right now of reevaluating the need for the current labeling on these products. You may see some actions, in some cases, removing warnings, in some cases, adding warnings, changing warnings. There may be things that are specific to a specific CAR construct. There may be other things that perhaps seem to be more general across, for instance, the CD19 CAR-T cells.” Dr. Marks went on to explain, “[w]as it perhaps a bit of an overreaction? In retrospect, maybe. But if you saw the rate at which the reports were coming in at the time, there was concern...I think it was a good lesson. The point [is] really well taken, which is that for lymphomas, a risk of 1 in 10,000 or 1 in 5,000 for a secondary lymphoma, or 1 in 1,000, is probably fully acceptable when in this salvage setting where the standard chemotherapies are associated oftentimes with...even 1 percent of 2 percent of secondary malignancies. The good news is, I think we now can go back, we can tune things up, And we have this under our belt, this experience going forward, because I’m sure we’re going to have more safety signals in the future as we have more novel products.” In April, the FDA published a communication that stated, “FDA has determined that the serious risk of T cell malignancies is applicable to all currently approved BCMA-directed and CD19-directed genetically modified autologous CAR T cell immunotherapies...FDA concluded that changes to the Boxed Warning are warranted to highlight the serious risk of T cell malignancies.” In the wake of that agency communication, a [paper](#) was published in *Clinical Cancer Research* that found that, “CAR T-cell therapy carried a risk of second primary malignancy (SPM) that was no worse than that of other standard-of-care (SOC) cancer therapies, according to a systematic literature review and meta-analysis.”

(Source: *Fierce Pharma*, “[‘It was a good lesson’: FDA reconsiders CAR-T boxed warning on secondary cancers, Peter Marks says,](#)” 11/1/24) ◆

### Upcoming ABC Webinars & Virtual Events – Don’t Miss Out!

- **2024 ADRP International Showcase** – Nov. 13<sup>th</sup>. [Registration](#) is open. More information available [here](#).
- **ABC Scientific, Medical, and Technical (SMT) Journal Club Webinar** – Dec. 2<sup>nd</sup> at 4 p.m. EST. More information is coming soon.

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ABC advocates for and advances policies that promote the role of independent blood centers in providing life-saving blood products and recognizes the continuous need for a safe and robust blood supply. ABC exists to advocate for laws and regulations recognizing the essential role that independent blood centers play in the health care system; promote partnerships, policies, and programs that increase awareness about the need for blood donation; and serve as a thought leader in the advancement of evidence-based medical and scientific solutions related to health and safety.

#### America’s Blood Centers

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## RESEARCH IN BRIEF

**Transfusion-Transmitted Malaria in Sub-Saharan Africa-** The aim of a [study](#) in *Transfusion Medicine*, “was to determine the prevalence of plasmodial carriage of blood bags [and to] establish a link between transfused blood bags and malaria in recipients.” The authors explained that, “[s]amples (348 bags of whole blood and packed red cells) [from recruited donors in Mali were used in the study] and donors were classified [as] regular donors (given blood at least five times in 12 months) and irregular or replacement donors (only given blood to replace the unit transfused).” The paper noted that “[a]ny blood bag containing at least 10 trophozoites/ $\mu$ l was considered infected with *Plasmodium*...Patients were classified into: malaria recipients (patients with a positive thick drop (TD) prior to transfusion) and non-malaria recipients (patients with a negative TD prior to transfusion).” The authors of the study, “examined 348 blood bags transfused into 108 of 152 hospitali[z]ed patients, overall transfusion frequency of 71.1 percent.” They discovered that, “[o]f the blood bags studied, 31 (9 percent) were positive [via the] Pf-Rapid diagnostic test (RDT), 72 (21 percent) were positive [via the] Pan Ag RDT, and 76 (22 percent) were positive for TD...Among the 54 initially malaria-negative recipients, 20 (37 percent) received 42/76 (55 percent) malaria-positive blood bags.” The paper noted that, “[a]ll of the initially malaria-negative recipients who received malaria-positive blood bags and were sleeping under long-lasting insecticide-treated nets (LLINs) developed transfusion-associated malaria. However, none of the 22/54 (41 percent) recipients who were initially malaria-positive, on anti-malarial treatment and who had received at least one malaria-positive blood bag developed transfusion-associated malaria...Among the 108 recipients, 36 (33.3 percent) died, including 8 (22 percent) who developed transfusion-associated malaria...Donor age  $\leq$ 34 years ( $p=0.011$ ; OR=2.55 [95 percent CI=1.25–5.23]), replacement donation ( $p=0.000$ ; OR=0.04 [95 percent CI=0.01–0.19]) and non-regular use of LLINs by donors ( $p=.048$ ; OR=0.53 [95 percent CI=0.29–1]) were factors associated with plasmodial carriage of blood bags.” The authors explained that, “CD4 count  $<200$  cells/ $\text{mm}^3$  ( $p=0.002$ ; OR=0.2 [95 percent CI=0.10–0.52]), severe an[e]mia ( $p=0.034$ ; OR=0.26 [95 percent CI= 0.10–0.90]) and decompensated an[e]mia ( $p=0.034$ ; OR=3.88 [95 percent CI=1.11–13.56]) were the factors independently associated with recipient death, unlike the occurrence of transfusion malaria.” They concluded that, “the prevalence of plasmodial carriage among blood donors is increasing in Mali. Blood donors carrying *Plasmodium* can transmit malaria to recipients through their red blood cells, which are stored for less than 14 days at 4<sup>0</sup>C.”

**Citation:** Loua, O.-O., Cissoko, Y., Loua, S.C., *et al.* “[Risk of transfusion-associated malaria in sub-Saharan Africa: The case of Mali.](#)” *Transfusion Medicine*. 2024.

Contributed by Richard Gammon, MD, Chief Medical Officer at Carter BloodCare 





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INSIDE ABC

*The programs and services described in the Inside ABC section are available to ABC member blood centers and their staffs only, unless otherwise specified.*

### **Call for ABC Board Nominations Is Open**

ABC is accepting nominations for the ABC Board of Directors for terms starting April 1<sup>st</sup>, 2025. Individuals interested in nominating themselves or other ABC members can find a link to the nomination form in [MCN 24-068](#) along with additional information regarding eligibility, composition, and terms for the ABC Board of Directors. Nominations are due by November 15<sup>th</sup>. Please [contact](#) ABC Chief Executive Officer Kate Fry, MBA, CAE with questions.

(Source: [MCN 24-068](#), 10/17/24)

### **Executive Fellows Program Call for Applicants Deadline November 15<sup>th</sup>**

ABC, in partnership with Vanderbilt University's Owen School of Management, is now [accepting applications](#) until November 15<sup>th</sup> for the [Executive Fellows Program \(EFP\)](#). This groundbreaking new initiative offers industry-specific, best-in-class leadership training to blood community executives, elevating individuals, organizations, and the nation's blood supply. The program will accept an annual cohort of up to 25 fellows, with the first cohort starting in March 2025. The EFP strives to accept participants from a wide variety of backgrounds and leadership roles. Final selections for the first cohort will occur no later than December 2024. An independent selection committee is responsible for selecting each year's cohort. Senior leaders from ABC member blood centers, hospital-associate members, affiliate organizations, and industry partners are encouraged to apply. The Foundation for America's Blood Centers (FABC) is pleased to announce up to \$30,000 in partial scholarships for individuals employed by ABC active member blood centers. Additional information regarding tuition rates is available [here](#). Through the EFP, individuals will be uniquely equipped with the business acumen and executive skill set needed to succeed in the blood community's ever-evolving environment. The EFP also features a week-long Leadership Residency at Vanderbilt each fall, three additional in-person learning immersions throughout the year, virtual seminars taught by Vanderbilt faculty, a 360-leadership assessment, individual executive coaching, a capstone project, and more.

### **Trends Survey Report Available**

ABC has published the 2024 Workforce Trends Survey Report. This resource is available for [purchase](#) by ABC member blood centers and offers deep insights into compensation, benefits, human resources policies, turnover and retention rates, and workforce trends specific to blood centers. Those member blood centers who participated in the Workforce Trends Survey can purchase the report at a discounted price (discount code required). This survey combines the previous Compensation & Benefits and Employee Turnover & Retention surveys. Please [contact us](#) with questions

### **Save the Date: SMT Journal Club on December 2<sup>nd</sup>**

The next ABC Scientific, Medical, and Technical (SMT) Journal Club Webinar will take place on December 2<sup>nd</sup> from 4-5 p.m. EST. The webinar is free to all ABC members. An email announcement with a

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registration link and the articles to be reviewed on the webinar will be available soon. A Continuing Medical Education (CME) credit (1.0) is now offered for all ABC SMT Journal Club webinars.

## Registration Is Open for the 2024 ADRP International Showcase

Join ADRP for the [2024 ADRP International Showcase](#) taking place on November 13<sup>th</sup> from 1-2:30 p.m. EST. [Registration](#) is open. Blood center professionals worldwide are encouraged to take part in this annual event that provides them with a forum to share, connect and learn from each other. Topics this year include:

- The “License to Save Lives” campaign, a low-budget but highly effective “guerrilla” marketing strategy that resulted in a 20 percent increase in new donors by Eva Petra Gómez Sjunnesson, Head of Communication and Marketing, Blood and Tissue Bank (Balearic Islands, Spain);
- Artificial Intelligence (AI) in blood donation: Implementation of an automated and efficient system to optimize the call of donors in three hospitals in Catalonia. Iris Garcia, PhD, Blood and Tissue Bank (Catalonia);
- Voices in Action: How Community Leaders Amplify Our Voice. Chelsey Smith, Director of Public Relations, New York Blood Center Enterprises;
- Using AI to increase efficiency on social media (while staying human and full of empathy)? Yes we can. Patrice Lavoie, Director of Public Relations and Outreach, Héma-Québec; and
- Plasmattaque: a successful friendly competition between universities. Brigitte Bernier, Senior Advisor, Donor Recruitment, Héma-Québec. 💧

## MEMBER NEWS



**New York Blood Center Enterprises (NYBCE)**, through its Comprehensive Cell Solutions (CCS) division, will be a [part](#) of the state’s New York BioGenesis Park (NYBGP). According to NYBCE, the NYBGP is, “a groundbreaking \$430 million Cell and Gene Therapy (CGT) Innovation Hub, [recently announced by New York Governor Kathy Hochul, that will position New York as a global leader in CGT research, development, and innovation.” NYBCE’s CCS will, “provide advanced expertise and infrastructure as a leading Contract Development and Manufacturing Organization (CDMO), supporting early-stage developers, pharmaceutical compa-

nies, and academic institutions. The project, in collaboration with the Albanese Organization as the developer, underscores NYBCE’s commitment to driving innovation in life sciences. Located in Nassau County and bolstered by a historic \$150 million state investment—the largest nationwide for a cell and gene therapy hub—NYBGP will accelerate the translation of groundbreaking therapies from the lab to patients across New York’s diverse communities. This state-of-the-art facility aims to establish New York as a premier global destination for CGT innovation, driving economic growth, attracting top-tier talent, and revolutionizing patient care.” NYBCE President and CEO Christopher D. Hillyer, MD added in the announcement, “[t]he establishment of the Long Island Center for Cell and Gene Therapy is a pivotal investment in the future of medicine. NYBCE and CCS are honored to play a leading role in positioning New York as a global leader in life sciences, particularly in cell and gene therapy, offering hope to patients with diseases once considered untreatable.”

(Source: NYBCE [Announcement](#), 10/23/24)

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## MEMBER NEWS (continued from page 6)

**Community Blood Center of the Ozarks** recently recognized Joe Stokes as an inspiration and long-standing advocate for blood donation. Since 1995, when Community Blood Center of the Ozarks first opened, Mr. Stokes has made an incredible 1,043 donations. He began as a whole blood donor and, after seven years, transitioned to platelet and plasma donations, contributing up to twenty times a year. In 2023, he celebrated his 1,000<sup>th</sup> blood product donation, a remarkable milestone that demonstrates his unwavering commitment to saving lives and supporting his community. Mr. Stokes' journey into platelet donation began when he learned that friends were battling illnesses and needed platelets. "It struck me that as healthy as I am, I should be doing something to help," he shared. Embracing this sense of duty, Mr. Stokes switched to platelet donations and remains dedicated, explaining, "I have no expectations to quit donating." At 72, he has donated over 130 gallons of blood products and is a celebrated member of the Community Blood Center of the Ozarks Hall of Fame. His motivation is driven by the knowledge that blood products can change and save lives. "This is my duty," Mr. Stokes noted. "This is something I have made a commitment to do. It is a personal commitment to help others." His dedication extends beyond his personal contributions; as a member of the North Springfield Rotary Club, Mr. Stokes actively participates in the annual Springfield Area Rotary Blood Drive Challenge, encouraging six area Rotary groups to compete in sending the most donors, significantly amplifying his impact on the community. His advocacy and efforts to spread the word about the Rotary Blood Drive Challenge make him a vital ambassador for blood donation in the community. Mr. Stokes continues to be a true ambassador for blood donation, tirelessly advocating and inspiring others to join the cause.



(Source: Community Blood Center of the Ozarks Announcement, 11/4/24)

*Contributed by Michell Teter, Media Relations Representative at Community Blood Center of the Ozarks*



## GLOBAL NEWS

**The International Haemovigilance Network (IHN), the International Society of Blood Transfusion (ISBT), and Serious Hazards of Transfusion (SHOT UK) are conducting a joint survey that aims to, "collec[t] data on the traceability practices around the world.** The responses will help inform and guide regulations, practices, staff training, audits, and other related aspects of traceability on a global scale. The survey only covers blood components such as red cells, platelets, plasma components, whole blood, and granulocytes. It does not cover plasma derived medicinal products such as albumin and immunoglobulins. Traceability is important for these medicinal products too, but they are not being covered as part of this survey. This survey is made up of multiple-choice questions that should take approximately 30 minutes of your time to complete. Participation is completely voluntary." The survey is available [here](#).

(Source: ISBT [Announcement](#), 10/28/24)

**Hemanext has partnered with Hemara Bio on an, "exclusive distribution agreement [to bring] the Hemanext ONE® Red Blood Cell (RBC) Processing and Storage System to the United Arab Emirates (UAE), Qatar, Kuwait and the Kingdom of Saudi Arabia (Gulf Cooperation Council (GCC) Region).** In the news release announcing the collaboration Hemanext explained that, "[t]his agreement is in response to the increasing need for safe and efficient blood transfusions, especially for patients who rely on frequent

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## GLOBAL NEWS (continued from page 7)

transfusions due to chronic diseases or trauma. The Hemanext ONE RBC Processing and Storage system limits oxygen, the fuel for oxidative damage, providing a higher quality blood product.”

(Source: Hemanext [News Release](#), 10/29/24)

**The World Health Organization (WHO) [announced](#) the publication of a [paper](#) in *eBioMedicine* that identifies 17 pathogens that, “regularly cause diseases in communities as top priorities for new vaccine development [and further research].”** Pathogens of interest to the blood community included:

- Hepatitis C virus;
- HIV-1;
- *Plasmodium falciparum* (malaria);
- Dengue virus;
- Cytomegalovirus; and
- *Mycobacterium tuberculosis*.

The agency explained that “[the] study is the first global effort to systematically prioritize endemic pathogens based on criteria that included regional disease burden, antimicrobial resistance risk and socioeconomic impact. The study reconfirms longstanding priorities for vaccine research and development (R&D), including for HIV, malaria, and tuberculosis – three diseases that collectively take nearly 2.5 million lives each year. [Additionally, the] WHO asked international and regional experts to identify factors that are most important to them when deciding which vaccines to introduce and use. The analysis of those preferences, combined with regional data for each pathogen, resulted in top 10 priority pathogens for each WHO region. The regional lists were then consolidated to form the global list, resulting in 17 priority endemic pathogens for which new vaccines need to be researched, developed, and used. This new WHO global priority list of endemic pathogens for vaccine R&D supports the Immunization Agenda 2030’s goal of ensuring that everyone, in all regions, can benefit from vaccines that protect them from serious diseases.”

(Source: WHO [News Release](#), 11/5/24) 💧

## COMPANY NEWS



**Terumo Blood and Cell Technologies (Terumo BCT)** recently [made](#) a \$5,000 contribution to ADRP during the 2024 Association for the Advancement of Blood & Biotherapies (AABB) Annual Meeting in Houston, Texas. The funds will support ADRP’s efforts to empower blood donor professionals as they make blood donation a priority in communities around the world. Terumo BCT thanks everyone who stopped by their booth at the meeting in Houston and took part in a game of Plinko. Terumo matched the \$5,000 winnings by those individuals who played the game with Terumo BCT’s Antoinette Gawin, president and chief executive officer, and Chetan Makam, general manager of Global Business Solutions, on hand to present a check to members of ADRP Advisory Board and staff.

(Source: Terumo BCT [X Post](#), 10/22/24)

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## COMPANY NEWS (continued from page 8)

The **American Society of Hematology (ASH)** has [announced](#) the selection of Andrew Roberts, MBBS, PhD as the next editor-in-chief of *Blood*, the organization's flagship peer-reviewed journal. Dr. Roberts will begin his five-year term starting January 1<sup>st</sup> as he will succeed Nancy Berliner, MD. "I am excited to join a long line of outstanding hematologists who have served as editor-in-chief of *Blood*," said Dr. Roberts in the news release. "*Blood* is for all of hematology. I look forward to the journal strengthening the field, building on its proud legacy, maintaining its high standards for reporting research and guiding practice, and welcoming new generations of hematologists." According to the news release, Dr. Roberts is, "[d]ual trained in internal medicine and pathology, [he] practices in Australia and leads translational research at the Walter and Eliza Hall Institute of Medical Research and holds the Metcalf Chair of Leuk[e]mia Research at the University of Melbourne. His research investigates the development of leukemia and lymphoma, the molecular basis of resistance to modern therapies, and focuses on BCL-2 inhibitors, a new drug class used to treat blood cancers. His pioneering research helped bring the first BCL-2 inhibitor, venetoclax, from concept into clinical practice for treatment of common leukemias. Dr. Roberts previously served for five years as deputy editor of *Blood*, working alongside current editor-in-chief Dr. Berliner to create the *Blood* podcast, which summarizes top articles every week, and standardize the journal's visual abstracts, providing a recognizable graphical style and making *Blood*'s research more approachable. Under their leadership, *Blood*'s impact factor increased to 21.0 in 2023, and the journal solidified its position as the most cited journal in hematology."

(Source: ASH [News Release](#), 10/31/24) 💧

## CALENDAR

*Note to subscribers: Submissions for a free listing in this calendar (published weekly) are welcome. Send information to [newsletter@americasblood.org](mailto:newsletter@americasblood.org). (For a more detailed announcement in the weekly "Meetings" section of the newsletter, please include program information.)*

### 2024

Nov. 13. **2024 ADRP International Showcase**. [Registration](#) is open. More information available [here](#).

Nov. 14. **2024 U.S. Food and Drug Administration (FDA) Broad Agency Announcement (BAA) Day Webinar (Virtual)**. [Registration](#) is open. More information available [here](#).

Nov. 19-20. **Trauma Hemostasis & Oxygenation Research (THOR) Network Emergency Transfusion in Females with Childbearing Potential: Mitigating the Risks of Hemolytic Disease of the Fetus and Newborn Meeting**. Bethesda, Md. [Registration](#) is open. More information available [here](#).

Nov. 19-20. **Plasma Protein Forum**. Washington, D.C. More information available [here](#).

Dec. 2. **ABC Scientific, Medical, and Technical (SMT) Journal Club Fall Webinar**. More information coming soon.

Dec. 7-10. **66<sup>th</sup> American Society of Hematology (ASH) Annual Meeting and Expo (Hybrid)**. San Diego, Calif. [Registration](#) is open. More information available [here](#).

Dec. 12. **FDA Center for Biologics Evaluation and Research (CBER) Office of Therapeutic Products (OTP) Town Hall: Best Practices for Regulatory Interactions with OTP (Virtual)**. [Registration](#) is open. More information available [here](#).

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## CALENDAR (continued from page 9)

### 2025

Mar. 10-12. **ABC Annual Meeting. Arlington, Va.** More information available [here](#).

May 6-8. **2025 ADRP Annual Conference. Oklahoma City, Okla.** More information available [here](#).

May 14-15. **International Plasma and Fractionation Association (IPFA)/Paul-Ehrlich Institut[e] (PEI) 30<sup>th</sup> International Workshop on Surveillance and Screening of Blood-borne Pathogens. Heidelberg, Germany.** [Registration](#) is open. More information available [here](#).

May 20-21. **International Plasma Protein Congress. Warsaw, Poland.** More information is coming soon.

June 1-4. **International Society of Blood Transfusion (ISBT) 35<sup>th</sup> Regional Congress. Milan, Italy.** More information coming soon.

June 25-26. **HHS ODP TBDAIC Community Engagement Meeting (Hybrid). Portland, Maine.** More information coming soon.

June 30-July 1. **HHS Administration for Strategic Preparedness and Response (ASPR) Biomedical Advanced Research and Development Authority (BARDA) Industry Day 2025 (Hybrid). Washington, D.C.** More information available [here](#).

Oct. 12-15. **American Association of Tissue Banks (AATB) Annual Meeting. Atlanta, Ga.** More information is coming soon.

Oct. 25-28. **AABB Annual Meeting. San Diego, Calif.** More information is coming soon.

Nov. 17-20. **American Society for Clinical Pathology (ASCP) Annual Meeting. Atlanta, Ga.** More information coming soon. 💧

## CLASSIFIED ADVERTISING

Classified advertisements, including notices of positions available and wanted, are published free of charge for a maximum of three weeks per position per calendar year for ABC members. There are charges for non-members: \$139 per placement for ABC Newsletter subscribers and \$279 for non-subscribers. A six (6) percent processing fee will be applied to all credit card payments. Notices ordinarily are limited to 150 words. To place an ad, e-mail: [newsletter@americasblood.org](mailto:newsletter@americasblood.org)

## POSITIONS

**President and CEO (Fresno, CA).** The Central California Blood Center (CCBC) provides blood and services to patients who receive care at over 20 hospitals and their network of facilities in Central California. CCBC has five donor collection centers in Central California and currently employs over 170 team members. It is one of two blood centers in California with a full-service laboratory, including infectious disease testing, donor screening, component QC testing, and immunohematology reference consultation services. We are exploring moving into the cell therapy space. We are seeking an accomplished and visionary Chief Executive Officer (CEO) to lead our organization within the Blood Bank industry. The ideal candidate will be responsible for the overall strategic direction and operation of the company, fostering a culture of innovation and excellence. If you are a strategic thinker with the ability to execute business plans effectively and build operational efficiencies, we encourage

you to apply and join us in this transformative journey. We offer a competitive salary, relocation package, and excellent benefits. To view the full job description and apply, please click [here](#). The deadline to apply is **November 13, 2024**.

**Associate Director, Member Programs.** The Associate Director of Member Programs will play a crucial role in the development and oversight of member programs for America's Blood Centers (ABC) and our international division, ADRP: The Association for Blood Donor Professionals. This key position will provide strategic guidance on emerging trends in association management and the blood community and shape strategies that drive value and promote growth. Working closely with the

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## POSITIONS (continued from page 10)

leadership team, the Associate Director will be at the forefront of decision-making processes to ensure that member programs align with the organizational objectives. The role involves collaborating with stakeholders from both ABC and ADRP to create engaging and impactful member programs that meet the evolving needs of the blood community. The successful candidate will foster innovation and excellence in program development and execution. This position is remote. ABC employs talented individuals whose passion, drive and skills are necessary to fulfill our mission. ABC offers a salary commensurate with experience as well as an excellent benefits package including medical, dental, LTD, and 401k contribution. We are a virtual office that promotes a flexible work environment. Applicants must be able to maintain a safe, separate workspace in which they can complete their work that is free from distraction and live in an area where they can obtain reliable internet service. This is a full-time staff position including benefits and a stipend for internet and telephone services. ABC prohibits discrimination and provides equal employment opportunities to all employees and applicants for employment without regard to race, color, religion, age, sex, national origin, disability status, genetics, protected veteran status, sexual orientation, gender identity or expression, or any other characteristic protected by federal, state, or local laws. Learn more here. Interested applicants should send a cover letter and resume to [careers@americasblood.org](mailto:careers@americasblood.org).

**Inventory Coordinator.** Have you been looking for purposeful work that contributes to a lifesaving mission? We are currently looking for a full-time Inventory Coordinator to join our team in Johnston, Iowa. This position ensures the highest level of customer satisfaction to our hospitals through our inventory management resources and expertise. Key responsibilities: Daily reporting of inventory. Daily evaluation of inventory. Anticipates the impact of inventory on external factors such as holidays or weather, and coordinates stakeholders to develop action plans. Communicates with hospital blood bank staff, leaders, and expired product vendors. Schedules and organizes all assigned exporting operations. Negotiates price on ad hoc shipments. Requirements: Bachelor's degree preferred. Medical Technology (MT), Medical Laboratory Specialist (MLS), or at minimum Medical Lab Technology (MLT) certification required. Four years sales, customer service, or directly-related experience preferred. Experience working with inventory management is preferred. Hospital transfusion service experience is ideal. Interested applicants should visit our [website](#). LifeServe Blood Center is fully committed to equal employment opportunity. All applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, age, sexual orientation, gender identification, genetic information, marital

status, pregnancy, disability, veteran status, or any other legally protected status.

**Donor Recruitment Manager.** Blood Assurance is seeking a **Donor Recruitment Manager** to lead field recruitment efforts that build new and existing business in and around our Nashville region. Primary responsibilities include direct leadership of Account Managers in expanding blood drive activity on mobiles primarily, and in facilities as needed, based on growth strategy in a specific type of blood product recruitment and collection. Assist in developing long-term community business partnerships and coordinating internally with all leadership levels to support or expand Blood Assurance recruitment efforts. Work closely with Donor Services leadership to ensure recruitment and collection teams are working together toward meeting overall product collection goals. Qualified applicants will have: Bachelor's degree-preferably in business, marketing, or related field. Seven to 10 years sales experience, preferably in blood banking. Three to 5 years sales staff management. Advanced communication skills. Public presentation and networking skills. Advanced organizational, customer service and teamwork skills. We offer many benefits including: Health/Dental/Vision Insurance, Flexible Spending Account, Employee Assistance Program for you and your family, Paid Time Off, 401K and a Wellness Program. Qualified candidates are encouraged to email a resume to [katiemarye@bloodassurance.org](mailto:katiemarye@bloodassurance.org). Blood Assurance is an Equal Opportunity Employer and a Tobacco Free Environment.

**LAN Administrator II.** Join Gulf Coast Regional Blood Center's team of heroes as a **LAN Administrator II**! We are seeking a detail-oriented professional responsible for planning and deploying major service upgrades and providing enterprise-level support for hardware, software, operating systems, and network infrastructure. In this role, you will oversee Windows Server management, file and print sharing, and network support. You'll also serve as the technical lead for projects, ensuring seamless network infrastructure installation and support for key systems like Exchange, Virtualization, and Active Directory. Additional responsibilities include maintaining system documentation, assisting with Wide Area Network (WAN) management, and providing backup support for MS back-office services and the organizational Help Desk. Ideal candidates will have a bachelor's degree in computer science or a related field and at least five years of experience in enterprise-level server and network support. Proficiency in Windows Active Directory, TCP/IP, and Microsoft Office is essential, and certifications such as MCSE, MCSA, or VCP are highly preferred. This role offers exciting career advancement opportunities, a competitive compensation package, and the chance to make a real difference in a mission-driven

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## POSITIONS (continued from page 11)

organization. If you're a problem-solver with great interpersonal skills and a passion for IT, [apply now!](#)

**Regional Consultation Lab Services Tech III.** Join our team of heroes! Gulf Coast Regional Blood Center is seeking a **Regional Consultation Lab Services Tech III** in Nacogdoches, TX! This unique role combines laboratory services, phlebotomy, and community engagement. You'll prepare special blood components, perform patient testing, and serve as hospital services support. Additionally, you'll participate in blood collection during facility and mobile operations, ensuring a high level of customer service with both hospital staff and donors. Key responsibilities include performing serological testing, interpreting complex antibody identification, and preparing consultation reports. You'll also rotate on-call duties to provide after-hours consultation and support hospital services. In donor collections, you'll handle pre-donation screening, venipuncture, and post-donation care, with all necessary training provided. The ideal candidate will have a certification as an MLT or MLS, with blood bank and immunohematology experience preferred. A valid Texas Driver's License and reliable commute to the Nacogdoches facility are required. This position offers career growth, a competitive compensation and benefits package, and the rewarding opportunity to save lives. If you're precise, astute, and passionate about using your talents to support the community, this is the perfect role for you! Training in donor collections is provided for those without phlebotomy experience. What are you waiting for? [Apply Now!](#)

**Business Development Manager.** Join Gulf Coast Regional Blood Center's team of heroes as a **Business Development Manager!** We're seeking an energetic self-starter passionate about making a difference through outstanding client service and business growth. In this role, you'll initiate new client onboarding, prospecting, and account management for our diverse product lines, including biotech/research, laboratory testing, and cellular therapy products and services. You'll be responsible for identifying top prospects, strategizing sales and marketing approaches, and managing CRM processes. This in-office position collaborates with the marketing team which is key to developing engaging materials for B2B and online campaigns. We offer a competitive compensation package, career advancement opportunities, and the chance to work in a dynamic, mission-driven environment that saves lives. Ideal candidates will have a bachelor's degree or five years of related experience. Industry sales experience or a background in life science is preferred. Candidates must have a valid Texas driver's license and reliable transportation. This position also offers mileage reimbursement and free parking near NRG Stadium. If you're adaptable, driven, and passionate about helping others, this role is for you. Join us in embodying our core values of Commitment, Integrity, and

Respect while creating life-saving experiences every day. [Apply Now!](#)

**Consultation Lab Specialist.** Join Gulf Coast Regional Blood Center as a **Consultation Lab Specialist!** This life-saving role performs complex and routine serological investigations and testing, requiring precision, attention to detail, and the ability to work diplomatically with both internal and external customers. You'll be responsible for resolving serological problems, interpreting complex antibody cases, and preparing consultation reports among additional intricate laboratory services. If you take pride in delivering high-quality service and are passionate about making a difference in the community, this is the perfect role for you. We offer a competitive compensation package, career advancement and technical development opportunities. Talent in this department has the chance to work in a dynamic, mission-driven, and patient-first environment. Ideal candidates will have a bachelor's degree in a laboratory science field with an ASCP MT, MLS or SBB certification and recent immunohematology, reference lab experience. Sign-on bonus and relocation packages available. If you're precise, astute, and passionate about using your talents to support the community, this is the perfect role for you! What are you waiting for? [Apply Now!](#)

**Consultation & Reference Laboratory Assistant Manager.** Gulf Coast Regional Blood Center is seeking a **Consultation & Reference Laboratory Assistant Manager!** This pivotal role involves overseeing laboratory operations, supervising staff, and ensuring compliance with all policies, procedures, and quality control standards. Reporting to the Consultation & Reference Manager, the Assistant Manager will be instrumental in maintaining effective relations with both internal and external departments and customers. This opportunity is perfect for individuals who value precision, enjoy problem-solving, and are dedicated to delivering high-quality service to the community. You will assist with budget management, monitor lab performance, and contribute to the development and revision of department SOPs. Additionally, the role requires regular communication with the Medical Director and participation in internal and external assessments. **Why join us?** You'll enjoy a competitive compensation package, free parking at the Texas Medical Center, and opportunities for career growth—all while contributing to life-saving work. Sign on bonus and relocation opportunities available. **Qualifications** include an SBB Certification (ASCP), 6+ years of recent blood banking experience, 3+ years in an Immunohematology Reference Lab, and at least 2 years of management experience. If you embody integrity, commitment, and respect, we encourage you to [apply now](#) and help make a difference!

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## POSITIONS (continued from page 12)

**Quality Assurance Director.** Gulf Coast Regional Blood Center is seeking an experienced **Quality Assurance Director** to lead and oversee all aspects of Quality Assurance and Compliance. Reporting to the Associate Vice President of Quality Services, this pivotal role ensures that the blood center maintains the highest standards of safety and quality in alignment with FDA regulations, AABB standards, and other key accrediting bodies. As the Quality Assurance Director, you will be responsible for implementing and monitoring quality systems, leading audits, ensuring compliance with international and domestic regulations, and fostering a culture of continuous improvement. This role is ideal for individuals with strong leadership and problem-solving skills, and a deep understanding of quality management principles like Lean and Six Sigma. You will develop quality training programs, oversee incident reports, and serve as the FDA designee for the organization, ensuring that all processes meet regulatory standards. **Qualifications** include a bachelor's degree (Graduate degree preferred) and at least 7 years of progressive management experience in a regulated industry. Preferred certifications include ASCP, ASQ, and Six Sigma Green Belt or better. If you are ready to make a lasting impact in a mission-driven organization, we encourage you to [apply today!](#)

**Immunohematology Reference Lab Medical Technologist.** LifeSouth Community Blood Centers is looking for an experienced Laboratory Medical Technologist, with a passion for making a difference, to join our Immunohematology Reference Laboratory team in Atlanta, GA. The position is responsible for following established policies and procedures, identifying problems that may adversely affect test performance or reporting of test results, and either correct the problems or immediately notify a supervisor, manager, or director. The IRL Medical Technologist will resolve immunohematology and compatibility problems to provide the safest donor blood for the patients in our community. We focus on providing the best possible customer service. Join our team and help us continue our dedication to making sure blood is there when you or your family is in need. Visit our careers page to learn more about this position, and apply [here!](#)

**Immunohematology Reference Lab Medical Technologist.** LifeSouth Community Blood Centers is looking for an experienced Laboratory Medical Technologist, with a passion for making a difference, to join our Immunohematology Reference Laboratory team in Jacksonville, FL. The position is responsible for following established policies and procedures, identifying problems that may adversely affect test performance or reporting of test results, and either correct the problems or immediately notify a supervisor, manager, or director. This individual will resolve complex immunohematology and compatibility problems to provide the safest donor blood for the patients in our community. We focus on providing the best possible customer service. Join our team and help us continue our dedication to making sure blood is there when you or your family is in need. Visit our careers page to learn more about this position, and [apply here!](#) 💧