

2019 #12

April 12, 2019

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**Discussions on Blood Safety & Sustainability by HHS' ASH and
CBER Director Highlight ABC Annual Meeting**

Assistant Secretary for Health at the U.S. Department of Health and Human Services (HHS) Admiral Brett Giroir, MD shared his agency's view on the importance of assuring the sustainability and safety of the U.S. blood supply during ABC's 57th Annual Meeting. He stated his commitment to finding ways to reach the next generation of blood donors and educating the public on the critical role of the blood supply to the nation's healthcare system. This challenge continues to face the blood community and is a key component of America's Blood Centers' Advocacy [Agenda](#), which seeks to prioritize blood donation as a national imperative through the establishment of partnerships aimed at increasing awareness of the ongoing need for blood from a diverse population of donors. Admiral Giroir, MD shared his view that collaboration between blood community stakeholders, his office, and the surgeon general could be a potential solution to meeting such challenges. He also recognized that the availability of safe blood products is a crucial part of the nation's preparedness and response infrastructure and encouraged attendees to continue working with the Advisory Committee on Blood and Tissue Safety and Availability (ACBTSA) to prioritize the concerns of the blood community. The financial pressures that are impacting the operations of many blood centers reflected by negative margins is of interest to HHS, as Admiral Giroir, MD affirmed that his office is open to outlining a public policy framework that includes "novel reimbursement mechanisms."



HHS ASH Admiral Brett Giroir, MD (left) and ABC CEO Kate Fry, MBA, CAE (right) at ABC's 57th Annual Meeting.

Dara Alpert Lieberman of Trust for America's Health followed Admiral Giroir's presentation by sharing her organizations view of the health policy priorities of legislators and the administration. She provided tips for framing conversations with congressional members and their staffs to effectively advocate solutions for modernizing the public health system. Ms. Lieberman encouraged the blood community to share their story and align it with the health priorities of Congress. Her presentation also provided updates on legislation of importance to the blood industry such as the Pandemic & All-Hazards Preparedness & Advancing Innovation Act

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HHS' ASH AND CBER DIRECTOR HIGHLIGHT ABC ANNUAL MEETING (continued from page 1)

(PAHPAI), which HHS' ASH and CBER Director Highlight ABC Annual Meeting has currently passed the House and is awaiting approval in the Senate. The House version of the bill references blood centers and the blood system by requiring the Assistant Secretary for Preparedness and Response (ASPR) to develop and update guidelines for regional health care emergency and response systems, and to consult with blood banks and other key stakeholders when developing and updating guidelines.

The final session featured Peter Marks, MD, PhD, director of the U.S. Food and Drug Administration's (FDA) Center for Biologics Evaluation and Research (CBER), engaging attendees in a two-way conversation on blood safety. Dr. Marks stressed that the FDA remains committed to the safest possible blood supply that is adequate to meet needs. He recognized the impact that additional safety measures have on the blood community and the importance of collaborative discussions among all stakeholders in achieving an acceptable balance of both blood safety and availability. Dr. Marks addressed the agencies' commitment to advancing pathogen technology research after receiving \$20 million in earmarked funding that could potentially be available in the form of grants for pilot projects involving pathogen reduction technology. He closed by reaffirming that policies must evolve to keep pace with emerging science. The audience had the opportunity to engage Dr. Marks in a question and answer session to foster open dialogue and collaboration.



ABC Immediate Past-President Martin Grable (left) and CBER Director Peter Marks, MD, PhD (right) at ABC's 57th Annual Meeting.

Attendees ended the day by honoring community supporters and nominating blood centers during the *Awards of Excellence*. The complete set of photos from the awards program celebration and previous years are available from the awards program on ABC's Flickr [page](#).

We Welcome Your Letters

The *ABC Newsletter* welcomes letters from its readers on any blood-related topic that might be of interest to ABC members. Letters should be kept relatively short and to the point, preferably about a topic that has recently been covered in the *ABC Newsletter*. Letters are subject to editing for brevity and good taste and published after editorial review. Please send letters to the Editor at newsletter@americasblood.org or fax them to (202) 899-2621. Please include your correct title and organization as well as your phone number. The deadline for letters is Wednesday to make it into the next newsletter.

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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 recognize 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 healthcare 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.

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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 staff only, unless otherwise specified.

ABC Seeks Committee Volunteers for FY 2020-21

America's Blood Centers (ABC) issued the call for ABC committee volunteers. These individuals play an integral role driving the work of the association and will serve a two-year term. ABC encourages participation from all interested individuals that work on the staffs of ABC's member blood centers. Additional details and the link to sign-up are available in [MCN 19-029](#). Please contact [Toni Mattoch](#) with questions. A full listing of committees and subcommittees are below:

- [Bylaws Committee](#)
- [Leadership and Meetings Committee](#)
- [Membership Committee](#)
- [Public Policy Council](#)
- [Quality Committee](#)
 - Quality Education Subcommittee
 - Regulatory Review Subcommittee – Blood
 - Regulatory Review Subcommittee - HCT/P
- [Scientific, Medical, Technical Committee](#)
 - SMT Journal Club
 - SMT Publications Subcommittee (Blood Bulletin)

(Source: MCN [19-029](#))

Out of Hospital Transfusion Survey Now Open

ABC is seeking input from member blood centers in the Out of Hospital Transfusion Survey. With the number of transfusions outside of the traditional hospital setting continuing to increase, this survey will assess the out of hospital transfusions in the service areas of ABC members. All ABC member blood centers are encouraged to complete the survey. The results will be shared with the ABC membership and featured during a session at the upcoming ABC Technical and Quality Workshop. More information including the survey link can be found in [MCN 19-028](#).

(Source: MCN [19-028](#))

Registration Extended for ABC Technical and Quality Workshop

[Register](#) today for the ABC Technical and Quality Workshop in Bloomington, Minn. at the Embassy Suites Bloomington. This year, ABC and Blood Centers of America, Inc. (BCA) are partnering to provide a multiday professional development and educational opportunity for quality and technical blood bank professionals. The BCA IRL Networking Conference/IRL Disease Symposium will take place on April 29-30th with the ABC Quality (QA) & Technical Directors (TD) Workshops following it on April 30th- May 2nd. Additional schedule and registration information are below:

(continued on page 4)



INSIDE ABC (continued from page 3)

- April 29: BCA IRL Networking Conference (*BCA members-only; BCA will provide registration information*)
- April 30: BCA IRL Disease Symposium (*All ABC members welcome; no registration fee; ABC will provide symposium registration*)
- April 30 – May 1: TD Workshop and Joint TD/QA Session
- May 2: QA Workshop

Registration & Fees:

- Breakfast, lunch, and two receptions included.
- ABC QA/TD Workshop Registration Fees:
 - TD or QA Workshop: \$420 regular
 - TD & QA Workshop: \$495 regular ♦

RESEARCH IN BRIEF

Antiretroviral (ARV) drug use among “elite controllers” (ECs) of HIV infection in South African blood donors. ECs are HIV infected individuals who are able to suppress their viral burden to undetectable levels in the absence of treatment despite persistent infection detected using serological testing. They are identified with the presence of HIV antibody, in the absence of viral RNA on sensitive blood donor screening assays. At the South African National Blood Services, donors are screened with sensitive antibody assays and individual donation nucleic acid testing. In a study of an apparent increase in the number of ECs located there (from 1.8 to 4.5 percent from 2013 through 2016), five commonly used ARVs were tested for in the retained blood samples of seroreactive, RNA negative donors. Of the “EC” samples tested, 66.4 percent (150/226) contained ARVs with increasing prevalence during the donation interval that coincides with the rollout of highly active antiretroviral treatment in South Africa as part of a universal “test and treat” initiative. These donors had all been screened with a standard donor history face-to-face interview that included questions on history of HIV infection and ARV use.

These findings have possible implications for transfusion safety given our understanding that use of ARVs may suppress antibody responses over extended use (in addition to suppressing viral nucleic acid levels) and our lack of information on the potential infectivity of transfusion from affected individuals. Additionally, they have raised questions about the impact of prophylactic ARV use (i.e. preexposure prophylaxis or PrEP) on HIV diagnosis and donor screening. Similar issues, covered previously in [ABC Newsletter Issue #10](#), were described among U.S. men who have sex with men (non-donors) who either denied HIV infection or said they were unaware of their infection status.

Studies to address this phenomenon in the U.S. are underway, and any need to more effectively elicit information on ARV use among donors is being explored as U.S. public health campaigns aim to increase the proportion of at-risk individuals receiving PrEP and of HIV infected people receiving fully suppressive antiviral therapy.

Citation: Sykes, W., van den Berg, K., Jacobs, G. *et al.* [Discovery of “false Elite Controllers”: HIV antibody-positive RNA-negative blood donors found to be on antiretroviral treatment.](#) *J. Inf. Dis.* 2019.

Does salvaged blood need to undergo leukoreduction (LR)? A study from China randomized sixty elderly lumbar spine surgery patients to undergo LR of intraoperatively salvaged blood or control without LR and measured several inflammatory mediators and respiratory parameters before and after reinfusion of

(continued on page 5)



RESEARCH IN BRIEF (continued from page 4)

shed blood. While there were statistically significant increases in the inflammation markers and respiratory indices, there was no increase in adverse transfusion reactions or clinical respiratory complications up to 72 hours postop. Despite this absence of adverse clinical outcomes, the authors conclude “salvaged autologous blood leukocyte filtration can improve ventilation, promote gas exchange and oxygenation, and inhibit lung inflammatory and oxidative stress reactions in elderly patients undergoing lumbar spinal surgery”. Limitations included the small study size and the absence of patients with chronic pulmonary disease who might be more likely to demonstrate adverse outcomes. Larger studies are planned.

Citation: Xu, L., Shen, J., Sun, J. *et al.* The effects of leukocyte filtration on cell salvaged autologous blood transfusion on lung function and lung inflammatory and oxidative stress reactions in elderly patients undergoing lumbar spinal surgery. *J. Neurosurg. Anesthesiol.* 2019. doi: [10.1097/ANA.0000000000000495](https://doi.org/10.1097/ANA.0000000000000495).



**AMERICA'S
BLOOD
CENTERS'**

TECHNICAL AND QUALITY WORKSHOP

Bloomington, MN | April 30 - May 2, 2019







HOTEL INFORMATION:
Embassy Suites Bloomington:
Hotel room rate: \$139

2019 WORKSHOP SCHEDULE
BCA IRL Disease Symposium: April 30
Technical: April 30-May 1
Joint Technical & Quality: May 1
Quality: May 2

Hosted by:



INNOVATIVE
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RESOURCES



New York Blood Center Enterprises



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2019 WORKSHOP FEES
(EARLY BIRD/REGULAR)
TD or QA: \$360/\$420
TD and QA: \$435/\$495

*Registration for Technical or Quality includes the Joint Session.

For registration information, visit http://bit.ly/abc_tq19.

Sponsorship opportunities available. Contact Leslie Maundy at lmaundy@americasblood.org for details.

“ABC is proud to partner with BCA to offer this multi-day educational event for quality and technical blood bank professionals. We hope you will join us for this unique opportunity to learn, collaborate and network with your colleagues from across the industry.”

— Kate Fry, MBA, CEO, America's Blood Centers

RECENT REVIEWS

How does age affect the tolerance of anemia and the selection of rational transfusion triggers? The absence of robust analyses of important subgroups has been an ongoing criticism of clinical trials addressing optimal transfusion practices, especially with regard to the elderly. A paper in *Transfusion Medicine Reviews* enumerates the physiologic changes in oxygen delivery and some clinical changes associated with aging that may influence the assignment of hemoglobin thresholds for transfusion. The authors model their potential impacts relevant to functional outcomes with an emphasis on outpatients and their recovery and rehabilitation from serious illness.

Citation: Simon, G.I., Caswell, A., Ogilvie, T. *et al.* [Impacts of aging on anemia tolerance, transfusion thresholds and patient blood management](#). *Tran. Med. Rev.* 2019.

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RECENT REVIEWS (continued from page 5)

The red blood cell (RBC) storage lesion: why it exists and what it may mean to transfused patients.

The authors' aim to provide "a comprehensive [re]view of the literature on the subject of RBC storage lesions and their purported clinical consequences." Their use of the adjective, "comprehensive," is spot-on given the depth of their discussions combined with the number of peer-reviewed references (over 500) in their bibliography.

Following a brief introduction to the concept of the storage lesion, they divide their discussion into four main sections that include the storage lesion's:

- root causes (subdivided into "metabolite accumulation/depletion" and "oxidative damages");
- various forms;
- physiologic effects; and
- potential clinical outcomes.

Throughout this review, they emphasize repeatedly how most of current knowledge in this area is based upon *in vitro* experiences. The authors also, "briefly discuss the results from recent randomised controlled [clinical] trials on the age of stored blood and clinical outcomes of transfusion." While their discussion is highly applicable to those whose work touches upon this subject, the sheer amount of information presented – along with the sometimes-near-indecipherable nature of their diagrams – may border on overwhelming for some (this reviewer at times included) though they largely makeup for this shortcoming through the comprehensive nature (and earnestness) of both their discussion and their bibliography.

Citation: Yoshida, T., Prudent, M., D'Alessandro, A. Red blood cell storage lesion: causes and potential clinical consequences. *Blood Transfusion*. 2019. doi: [10.2450/2019.0217-18](https://doi.org/10.2450/2019.0217-18). ♦

Contributed by Chris Gresens, Senior Chief Medical Officer, North & West Divisions, Vitalant ♦

REGULATORY NEWS

The Office of the Assistant Secretary for Health (OASH) [announced](#) a reorganization that includes merging the Office of HIV/AIDS and Infectious Disease Policy (OHAIDP) and the National Vaccine Program Office (NVPO) into a new office named the Office of Infectious Disease and HIV/AIDS Policy (OIDP). The restructuring is part of an effort to strengthen and streamline OASH's public health portfolio. "As public health challenges and opportunities emerge, our office must evolve to ensure that we can meet current national needs and anticipate tomorrow's challenges," said Admiral Brett Giroir, MD, assistant secretary for health at the U.S. Department of Health and Human Services, in an agency [statement](#). "This new structure will enable OASH to maximize the productivity and creativity of staff while improving efficiency in order to realize the OASH mission— to lead America to healthier lives."

(OASH [Announcement](#), 4/10/19) ♦

ABC Calendar of Events

ABC offers a variety of meetings, workshops and virtual opportunities for education and networking as well as participation in ABC business. The [calendar of events](#) includes annual and summer meetings, board meetings, workshops, and webinars, and details will be updated as confirmed. We look forward to your support and participation!



INFECTIOUS DISEASE UPDATES

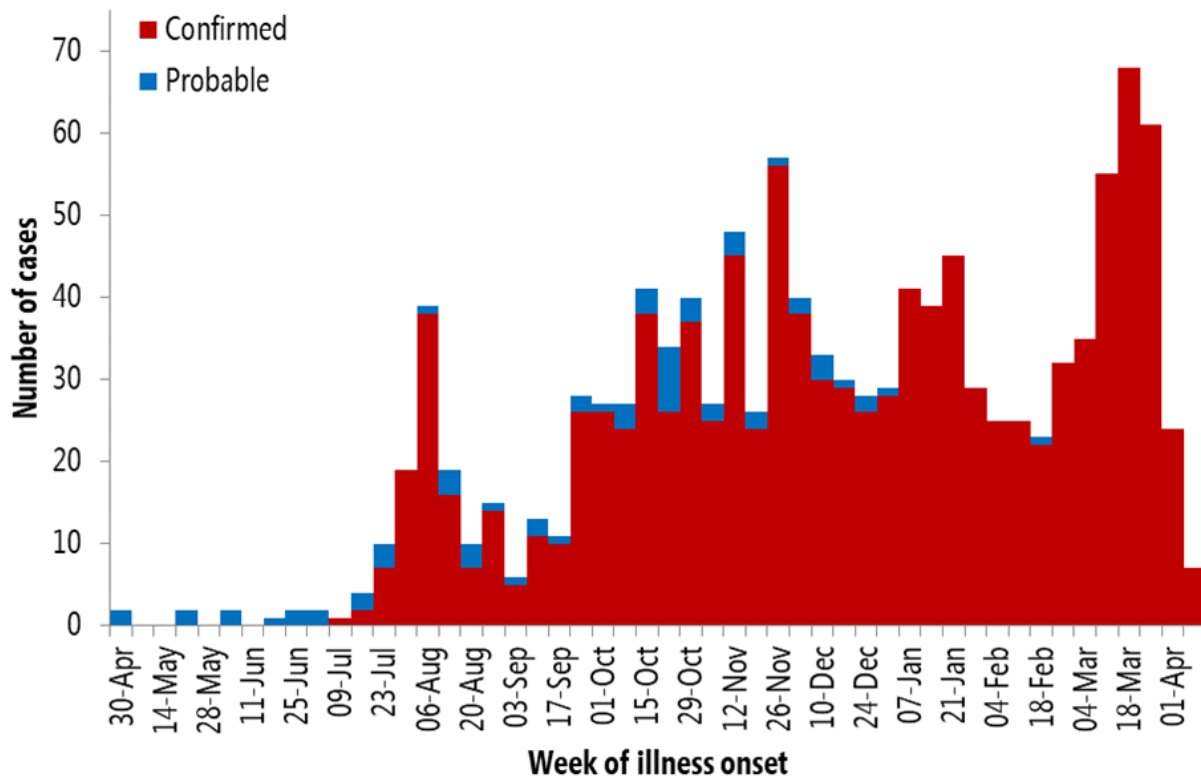
EBOLA

The World Health Organization (WHO) gathered a panel of experts on Ebola together for the second time to determine whether the ongoing Ebola outbreak in the Democratic Republic of Congo (DRC) has developed into a Public Health Emergency of International Concern (PHEIC). The experts make up the International Health Regulations Emergency Committee and provide recommendations to the WHO Director-General. Based on committee [feedback](#), the Director-General “accepted the Committee’s assessment” and “did not declare the Ebola outbreak in the DRC a PHEIC.”

The World Health Organization (WHO) and Centers for Disease Control and Prevention (CDC) have not classified the affected areas as having “widespread transmission of Ebola virus,” which would trigger donor interventions in the U.S. The U.S. Food and Drug Administration (FDA) [guidance](#) requires that “in the event that one or more countries is classified by CDC as having widespread transmission of Ebola virus, your donor history questionnaire (DHQ), including your full-length and abbreviated DHQ, and accompanying materials, must incorporate elements to assess prospective donors for symptoms of recent or current illness with Ebola virus infection or disease, and travel to, or residence in, an area endemic for Ebola virus in accordance with 21 CFR 630.10(e)(2).”

As of April 9th, there were 1,186 reports with 751 deaths.

Confirmed and probable Ebola virus disease cases by week of illness onset, data as of April 9th*



*Data in recent weeks are subject to delays in case confirmation and reporting, as well as ongoing data cleaning. Trends during this period should be interpreted cautiously.

(Source: [Ebola virus disease – Democratic Republic of the Congo](#), 4/9/19; [WHO Statement on International Health Regulations Emergency Committee Meeting](#), 4/12/19) 💧



WORD IN WASHINGTON

The House has introduced bipartisan legislation (H.R. 2207 – Protect Medical Innovation Act) that would permanently repeal the medical device tax. A current moratorium on the 2.3 percent tax instituted by the Affordable Care Act is set to expire this year. America’s Blood Centers sent a [letter](#) to Reps. Ron Kind (D-Wis.), Jackie Walorski (R-Ind.), Scott Peters (D-Calif.), and Richard Hudson (R-N.C.) supporting a repeal of the tax, which could cost community blood centers approximately \$11.5 million each year, “Not-for-profit blood centers annually purchase approximately \$1.5 billion worth of medical devices to ensure the safety and availability of the nation's blood supply...In a fiscal environment that is already constrained for community-based, not-for-profit institutions, an added tax would compromise blood centers' continued efforts to ensure the safety and integrity of the nation's blood supply. This tax would force blood centers to consider which safety measures to prioritize and may force centers to eliminate certain critical measures entirely.” Scott Whitaker, president and CEO of the Advanced Medical Technology Association (Adva-Med), issued a [statement](#) of support for the legislation as well, “America’s medical technology industry is facing a \$20 billion tax increase at year-end, when the current medical device tax suspension expires. Urgent action is essential to protect future medtech innovations that benefit patients and to avoid putting good-paying U.S. jobs at risk.” ABC previously signed on to a December 2018 coalition [letter](#), which included AdvaMed and more than 100 stakeholders, that supported repeal of the medical device tax before the end of that year.

(Sources: ABC Medical Device Tax Repeal [Letter of Support](#), 4/11/19; AdvaMed [Statement](#), 4/10/19) ♦

BRIEFLY NOTED

The American Society of Hematology (ASH) is seeking comments on two additional draft clinical practice guidelines on sickle cell disease (SCD): pain and transplantation. All members of the public are invited to review the draft recommendations and submit comments, including physicians and researchers, allied professionals, industry and insurance company representatives, patients, caregivers, and general members of the public.

These guidelines are the fourth and fifth installments of five SCD guidelines expected to be published later this year. In 2018, three guidelines opened for public comment: transfusion support, cardiopulmonary and kidney disease, and cerebrovascular disease.

These guidelines were developed by ASH and supported by the Mayo Clinic Evidence-Based Practice Center using a process intended to meet recommendations by the Institute of Medicine. Recommendations were formed by guideline panels which included experts in SCD from multiple disciplines, methodologists, and patient representatives. No industry support was accepted to fund the development process. For more information, please visit the [ASH clinical practice guidelines website](#). Submit your comments by May 13 at [hematology.org/Guidelines-Public-Comment](#). Feedback received during the comment period will be provided to the guideline panel for review.

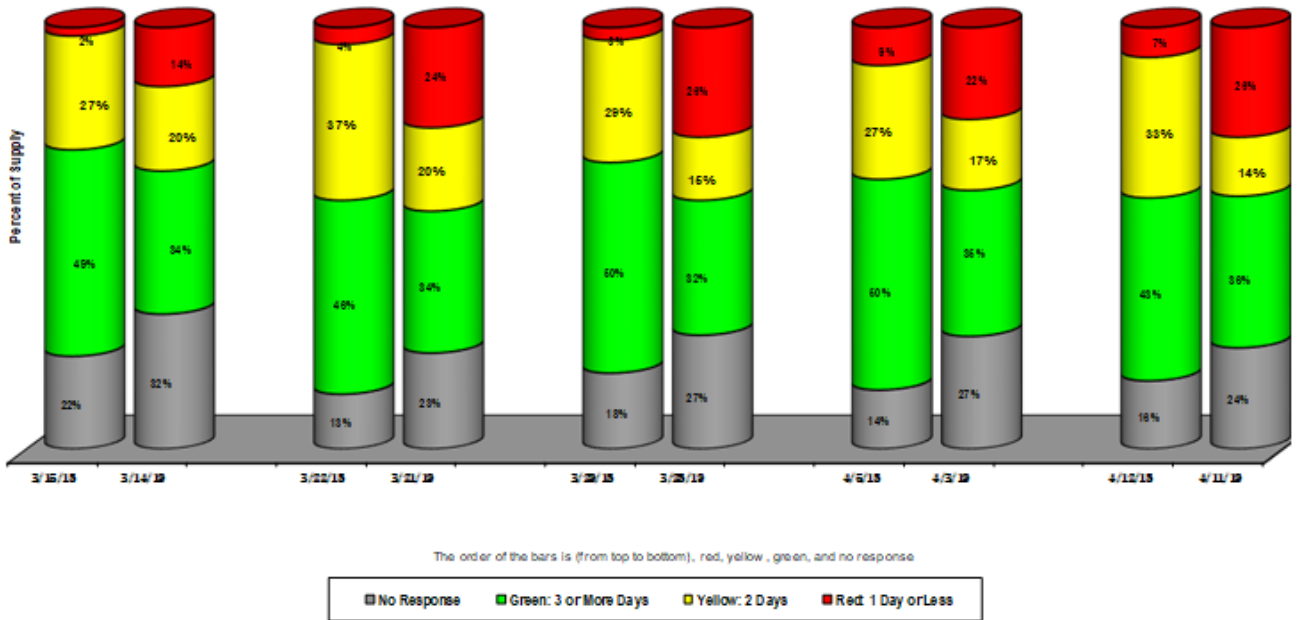
(ASH Guidelines for Public [Comment](#), 4/10/19) ♦

Upcoming ABC Webinars – Don’t Miss Out!

- **QA Education Webinar – Change Management** – July 16th. Additional details forthcoming!



STOPLIGHT®: Status of America’s Blood Centers’ Blood Supply



Daily updates are available at:
www.AmericasBlood.org

ABC 2019 Meetings & Workshops				
Meeting/Workshop	Dates	Location	Hotel/Hotel Rate	Registration Dates & Fees
Technical & Quality Workshop	April 30-May 2	Bloomington, Minnesota	Embassy Suites, \$139/night	Register here (TD or QA or TD + QA) \$420/\$495
ADRP Annual Conference	May 14-16	Indianapolis, Indiana	Hyatt Regency, \$179/night	Register here now Subscribers \$575/\$695 non-subscribers
Medical Directors Workshop	July 30 (precedes Summer Mtg)	Denver, Colorado	Grand Hyatt, \$239/night	Late April - July 5 MD Workshop \$435 MD+Summer \$760
Summer Meeting	July 31-August 1	Denver, Colorado	Grand Hyatt, \$239/night	Late April - July 5 Summer \$655 Summer+MD \$760
Notes: For the most up-to-date information on all events, members of ABC may check the calendar on ABC’s Member Site. Non-members may attend all events; information will be updated on ABC’s Public Site .				



COMPANY NEWS

Becton, Dickson and Company's (BD) has received clearance from the U.S. Food and Drug administration (FDA) for its BD BACTEC™ platelet quality control media to prevent platelet contamination. "The addition of BD BACTEC platelet quality control media builds on our legacy of offering accurate and cost-effective solutions through our BD BACTEC portfolio," said Steve Conly, vice president, general manager of microbiology for BD in a news [release](#). "By offering this FDA cleared product, we hope to help our customers better serve some of their most vulnerable patients while minimizing the health and financial burdens associated with sepsis."

(Source: BD News [Release](#), 4/8/19) 💧



CALENDAR

Note to subscribers: Submissions for a free listing in this calendar are welcome. Send information to Leslie Maundy by e-mail (lmaundy@americasblood.org) or by fax to (202) 899-2621. (For a more detailed announcement in the weekly "Meetings" section of the newsletter, please include program information.)

2019

April 15-16. 2019 HHS Advisory Committee on Blood and Tissue Safety and Availability Meeting, Washington, D.C. More details available [here](#).

April 23-24. 15th Annual FDA and the Changing Paradigm for HCT/P Regulation, Washington, D.C. More details available [here](#).

April 30-May 2. 2019 ABC Technical & Quality Workshop, Minneapolis, Minn. More details available [here](#).

May 14-16. ADRP Annual Conference, Indianapolis, Ind. More details available [here](#).

May 22-23. IPFA/PEI 26th International Workshop on "Surveillance and Screening of Blood-Borne Pathogens", Krakow, Poland. More details available [here](#).

July 30-Aug. 1. 2019 ABC Medical Directors Workshop & Summer Meeting, Denver, Colo. More details 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 institutional 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, contact Leslie Maundy at the ABC office. Phone: (202) 654-2917; fax: (202) 899-2621; e-mail: lmaundy@americasblood.org.

POSITIONS

Component Lab Director. Innovative Blood Resources is seeking a Component Lab Director located in our St. Paul headquarters. Responsibilities: Provide supervision, development, support, and mentoring to our three Component Labs located in St. Paul, Duluth and Lincoln. Facilitate standardization between labs and divisions. Ensure a culture of continuous process improvement. Qualifications: Bachelor's degree: in Biology Sciences, Medical Technology, or Clinical Laboratory Science. Five years laboratory experience. Five years leadership or supervisory experience. Apply today! View full job descriptions on www.innovativebloodresources.org/careers/. Applicants must apply and submit a resume online to be considered.

Manager, Donor Center Operations. LifeStream (San Bernardino, CA) located 60 miles east of Los Angeles and 50 miles west of Palm Springs seeks qualified applicants for its Manager, Donor Center Operations. This position reports to the Director, Donor Operations and oversees seven donor centers in the region. Responsibilities include ensuring strong customer service, efficient operations and compliance to cGMP Standards. Duties also include oversight of staff training, assignments and performance, equipment monitoring and Quality Control. Responsibilities also include monitoring and trending of donor center productivity and facility/equipment management. Bachelor's degree in Business Administration, Human Resources, Nursing or Medical Technology with relevant supervisory/management experience; or three to five years supervisory experience in a Blood Bank setting. Management experience highly preferred. Three to four years of supervisory experience required with a high level of problem-solving and organizational skills; computer literate; excellent written and oral communication skills; able to maintain confidential information; demonstrate ability to learn and apply new skills efficiently. Current CPR certification and current California driver's license required. Excellent benefits package with relocation reimbursement available for qualified candidates. LifeStream is an Equal Opportunity Employer, M/F/D/V. LifeStream participates in the Federal government E-verify program to determine employment eligibility. **Apply online at** <https://www.lstream.org/open-positions/>

Senior Director, Member Programs and Services. America's Blood Centers (ABC), North America's largest network of community-based, independent blood programs, is seeking a Senior Director, Member Programs and Services. The position is a key senior

management role and will lead a team tasked with the development and execution of innovative solutions that maximize ABC member engagement and promote ABC products, programs and services. The position will report directly to the Chief Executive Officer, providing strategic guidance on emerging trends in association management and the blood banking industry to help shape strategies that increase growth and drive revenue. Primary Responsibilities: Implement a long-term strategy to position the association's programs and services with a focus on member engagement and revenue growth. Provide leadership and support for the design, development and implementation of ABC meetings and workshops, including budgeting, content, logistics, sponsorships, and marketing. Seek and assess feedback and market analysis to implement, revise, and strengthen ABC's membership offerings. Identify opportunities related to member retention and growth. Oversee ABC publications and member and public websites to maximize value to ABC members and promote additional revenue streams where possible. Educational requirements: Bachelor's required. Click [here](#) to view the full job description. Interested applicants should send a cover letter and resume to careers@americasblood.org.

Manager, Grassroots and Communications. America's Blood Centers (ABC), North America's largest network of community-based, independent blood programs, is seeking a Manager, Grassroots and Communications for our expanding advocacy team. The position will assist in managing issue advocacy campaigns, implementing new grassroots programs and developing a robust network of blood advocates. This position will also oversee ABC public relations and communications efforts, including developing and executing robust communication and marketing plans to promote ABC, its member blood centers, and the importance of blood donation. Primary responsibilities: Manage and expand ABC's member grassroots advocacy programs and campaigns, including site visits, our annual Day on Capitol Hill, education and training throughout the year, and material development. Develop and promote activities that recruit grassroots volunteers and build a grassroots network that includes blood donors, patients, community partners, and other stakeholders. Execute and deliver industry and association messaging and communications to critical audiences around Association's priorities and ensure digital, social and earned

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POSITIONS (continued from page 11)

media efforts and goals are fully integrated and aligned with ABC's Advocacy Agenda. Educational requirements: Bachelor's required. Click [here](#) to view the full job description. Interested applicants should send a cover letter and resume to careers@americasblood.org.

Senior Director, Federal Government Affairs. America's Blood Centers (ABC), North America's largest network of community-based, independent blood programs, is seeking a Senior Director, Federal Government Affairs. The position is a key senior management role and will lead the day-to-day activities of an expanding advocacy team. The position will be actively involved and accountable for the development, prioritization, tracking, communication, and accomplishment of public policies impacting ABC members at the federal level. The position will report directly to the Chief Executive Officer, providing strategic guidance on government affairs and public policy issues pertaining to the nation's blood supply. Primary Responsibilities: Represent ABC before the U.S Congress and key federal agencies, building and maintaining strong relationships and improving the visibility of ABC member centers. Work closely with the CEO, Chief Medical Officer, and Government Relations team to define ABC's public policy and advocacy focus and develop positions and strategies on legislative, policy, and regulatory priorities. Oversee the development of a comprehensive and coordinated strategy to leverage direct lobbying, grassroots advocacy, and coalition building in the advancement of ABC's Advocacy Agenda. Educational requirements: Bachelor's required. Click [here](#) to view the full job description. Interested applicants should send a cover letter and resume to careers@americasblood.org.

Outside Sales Representative/Event Planner (Little Rock, Arkansas). Account Consultants must develop new partnerships with targeted decision makers in community organizations, educational and religious institutions and businesses to gain support in meeting the needs for volunteer blood donors. Responsibilities include organizing and promoting blood donation events; assessing, developing and implementing strategic/tactical plans to achieve recruitment objective/goals. She/he is expected to develop a customer-focused culture that will result in successful community partnerships and donation awareness. Identify opportunities for growth within current group base and facilitate a plan to achieve growth percentage for total unit collection within territory. Book recurring blood drives for the following year. Develop and maintain relationships with key accounts. Give presentations in order to promote blood collection. Identify and provide feedback on issues regarding customer needs/requirements, customer issues/concerns and satisfaction, competitor activities/strategies, etc. Interact effectively and professionally with team members and all

internal/external contacts. Qualifications: Associate/Bachelor's degree preferred, one to three years sales related experience, public speaking/presentation experience preferred, excellent communication skills, and valid driver's license with access to vehicle. Salary Range: Competitive salary, commission plan, and excellent benefits package including health, dental, vision, and life insurance, 401(k), paid time off, and holiday pay. How to apply: <http://arkbi.org/careers/>.

Program Manager of Medical Technology Education. If you have a passion for teaching and sharing your excitement of learning, consider joining OneBlood as a Program Manager of Medical Technology Education. OneBlood, a proven leader in blood banking, cares about the development and aspirations of our team members and needs a proven inspirational leader to join our organization to educate and train future blood banking technologists. The program is based out of the Tampa/St. Petersburg, FL area, close to the most gorgeous beaches in the nation! If you want to join our life saving mission and team of dedicated employees, visit our *Careers* page at www.oneblood.org to learn more. OneBlood, Inc. is an Equal Opportunity Employer/Vet/Disability.

Medical Director. Provide transfusion medicine (TM) clinical care at Heartland Blood Center (HBC) and its associated hospitals in the scope noted below, as well as effort in leadership of the Immunohematology Reference Laboratory (IRL) as Medical Director at HBC/Versiti. Key components of this position would comprise TM consultation and oversight of blood management at HBC and Versiti partner hospitals, as well as participation in educational initiatives and clinical/applied research within both Versiti blood centers and their affiliated health systems. Primary Responsibilities: Oversees blood donor center collections in the Chicago-land and various areas of Indiana. Provides medical direction, including compliance with local, state, and federal regulations and accreditation agencies, for blood center and transfusion services at Versiti affiliated hospitals in Illinois and Indiana. IRL Medical Director for HBC, providing oversight of IRL laboratory staff technical duties and working with Versiti and HBC laboratory management to provide education and skill advancement. Education and Licenses: M.D. or D.O. Degree. Board certified in pathology (AP/CP or CP only), internal medicine, or pediatrics (with subspecialty boards in hematology). Board certified/board eligible in Blood Banking/Transfusion Medicine (American Board of Pathology—ABP). Current or eligible for medical licenses in Illinois, Wisconsin, Indiana, Michigan and Ohio. Experience/Certifications: Demonstrated experience in both 1) pathology/laboratory medicine or hematology and 2) transfusion medicine. Ability to write lectures and articles using original or innovative techniques or styles; excellent presentation skills with capacity to present to varied audiences. Click [here](#) to view the full job description and to apply. 💧