

2021 #6

February 12, 2021

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**Please Note:** The ABC Newsletter will not be published on February 19<sup>th</sup>. We will resume regular publication on February 26<sup>th</sup>. Thank you for your continued interest.

## FDA Updates CCP Guidance

The U.S. Food and Drug Administration (FDA) [issued](#) an update on February 11<sup>th</sup> to the guidance document titled “[Investigational COVID-19 Convalescent Plasma Guidance for Industry](#).” It supersedes the January 15<sup>th</sup> guidance from the agency and incorporates changes from the revised [Emergency Use Authorization \[EUA\] for COVID-19 convalescent plasma](#) (CCP) published on February 4<sup>th</sup>.

The update states that the FDA has “revised the recommendations in section III.B.1 of [the] guidance pertaining to convalescent plasma donors. The revisions address when individuals who have received an investigational COVID-19 monoclonal antibody therapy as a participant in a clinical trial, or received an authorized or licensed COVID-19 monoclonal antibody therapy, qualify as convalescent plasma donors. We also revised the recommendations in section III.B.2 and 3 of the guidance pertaining to the qualification and labeling of high titer [CCP] under the EUA. In addition, we updated section IV of the guidance to note that FDA intends to exercise enforcement discretion related to the investigational new drug requirements for use of convalescent plasma including when, among other circumstances, the donor meets the qualifications for individuals who have received a COVID-19 vaccine or COVID-19 monoclonal antibody therapy in accordance with section III.B.1 of this guidance.”

Specific changes to the guidance include the recommendations:

- that blood establishments should not collect convalescent plasma from “individuals who received an investigational COVID-19 monoclonal antibody therapy as a participant in a clinical trial, or received an authorized or licensed COVID-19 monoclonal antibody therapy until at least three months after receipt of the therapy;”
- when testing and labeling under the EUA, “[CCP] units must be clearly labeled as high titer COVID-19 convalescent plasma based on the results of the SARS-CoV-2 antibody test used as part of manufacturing. This information may be placed on the container label or on a tie tag;” and
- revisions to the enforcement discretion requirements (while the guidance allows time to implement titer testing, donors must still meet the qualifications regarding vaccination and monoclonal antibody therapy set forth in section III.B.1). *\*\*Note: even with the enforcement discretion in place, FDA recommends the measurement of neutralizing antibody titers when available.\*\**

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## CCP Guidance Updated (continued from page 1)

America's Blood Centers (ABC) will continue to work with both the FDA and the Biomedical Advanced Research and Development Authority (BARDA) to identify and address the impact for community blood centers. As ABC continues to coordinate with BARDA to determine next steps for the CCP stockpile, member blood centers are asked to please continue to store low titer units at their centers until further instruction is received. For questions, please contact ABC Director of Regulatory Affairs [Jill Evans](#).

(Sources: FDA [CCP Guidance](#), 2/11/21; FDA [CCP EUA](#), 2/4/21) ◆

## HHS Congressional Report on Adequacy of U.S. Blood Supply

The U.S. Department of Health and Human Services (HHS) has submitted its [report](#) to Congress on the "Adequacy of the National Blood Supply." The 100-page report is in response to Section 209 of the Pandemic and All-Hazards Preparedness and Advancing Innovation Act (PAHPAIA) which states that the Secretary of HHS shall submit to Congress a report containing recommendations related to maintaining an adequate national blood supply. It specifically outlines how "a robust, readily accessible blood supply is essential to support the U.S. healthcare system" and identifies the "significant threats and challenges in the current environment" to the nation's blood supply including:

- "challenges associated with the continuous recruitment of blood donors (including those newly eligible to donate);
- ensuring the adequacy of the blood supply in the case of public health emergencies;
- implementation of the transfusion transmission monitoring system; and
- other measures to promote safety and innovation, such as the development, use, or implementation of new technologies, processes, and procedures to improve the safety and reliability of the blood supply."

The report incorporates the recommendations of the HHS Advisory Committee on Blood and Tissue Safety and Availability (ACBTSA) and its working groups which prioritized specific actionable recommendations regarding the U.S. Blood Supply. Themes throughout the report include:

- "collecting real-time data to meet [daily] needs, respond to public health emergencies, monitor the safety of transfusion therapy, and establish research agendas to improve patient outcomes;
- expanding the blood donor base by creating a culture of blood donation and engagement—particularly among young people and people of color—by understanding donor motivation and improving access to donation;

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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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HHS Congressional Report on U.S. Blood Supply (continued from page 2)

- modernizing the current business model for blood collection, innovation, and adoption of new technology; and
- addressing the erosion of blood center balance sheets and net revenue secondary to treating blood as a commodity rather than a public good.”

Specific recommendations from the report are:

- “fund studies by organizations such as the National Academy of Medicine (NAM) and/or the Agency for Healthcare Research and Quality (AHRQ) to ensure that transfusion-dependent patient needs are met, through engaging critical stakeholders to focus on the current state assessment, set a vision for the ideal future state, and outline foundational requirements to reach that goal;
- fund studies to understand the predictive social and psychological factors in blood donor motivation and develop recommendations for designing programs to attract and retain blood donors, emphasizing comparative efficacy of psychographic target marketing— versus currently used broad-sector marketing;
  - Fund a national blood donation campaign designed to build a broad-based commitment to regular blood donation that achieves a diverse and robust donor base to meet patient needs. The publicly funded campaign should feature influencers reflective of the targeted groups below, as well as national leaders, and should run for five years to achieve sustained improvement in these areas:
    - increasing the percentage of younger donors (ages 20-40);
    - increasing the diversity (both ethnic and racial) of the national donor base;
    - reaching potential donors in both urban and rural areas; and
    - educating the public on the different blood components and blood types needed to support key patient groups (e.g., O- red cells for trauma, AB plasma).
- fund a research study to determine definitively the impact of operating paid and volunteer donor programs in the United States simultaneously, and to evaluate the challenges posed by changes in demand between the two donation sectors. Lead and fund a research initiative to answer the question of impact of paid blood collection on local volunteer donation;
- fund research to target, recruit, and engage blood donors for personalized/precision medicine solutions, including molecular testing (i.e., genomic typing to meet emerging patient needs, such as sickle cell disease);
- create, implement, and fund a comprehensive, sustainable, minimally burdensome system that monitors and makes available real-time data on the blood supply and utilization by hospitals to ensure patients have access to vital and life-saving blood components during both emergency and non-emergency periods;
- create and fund a task force that includes government and critical industry stakeholders that will map, model, and identify potential elements of the supply chain and infrastructure that will affect our ability to actively respond and ensure a sufficient blood supply during emergency and non-emergency conditions;
  - task force to develop and maintain industry-wide business continuity plan that incorporates all necessary supplies for blood collection and storage; and
  - fund implementation of business continuity plans and other recommendations from the task force.
- fund the current Transfusion-Transmissible Infections Monitoring System (TTIMS) program to ensure the safety of blood donations in the U.S. by monitoring transfusion-transmitted infections, such as human immunodeficiency virus (HIV);

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### HHS Congressional Report on U.S. Blood Supply (continued from page 3)

- fund the expansion of the current TTIMS to 1) monitor other transfusion-transmitted infections for which blood donors are tested, 2) increase participation among all blood centers, and 3) coordinate non-transfusion transmissible infection studies of blood donors and donations (for example, donor hemovigilance);
- create a task force to include National Institutes of Health (NIH), the Centers for Disease Control and Prevention (CDC), the U.S. Food and Drug Administration (FDA), and private stakeholders to study, review, and evaluate the current systems to strengthen hemovigilance (and biovigilance) programs and to improve patient outcomes;
- charter and fund a public-private partnership that promotes innovation in transfusion medicine, to:
  - enhance characteristics of available products (such as for increasing product shelf life through storage in lyophilized or frozen state);
  - develop new products and processes;
  - develop pathogen inactivation for all blood components;
  - create blood alternatives or universal blood components.
- create and fund a blue-ribbon panel to address funding and reimbursement models to ensure a sustainable and innovative blood system responsive to current unmet medical needs as well as public health emergencies and other threats to the safety and availability of the blood supply and successful patient outcomes.”

The report concludes by asking for Congressional support in the form of “resources for the creation of task forces, blue-ribbon panels, and public-private partnerships that build on the accomplishments of the past; adequate capital investment for future infrastructure; and funding to achieve solutions that improve and sustain the U.S. blood system for current and future patient needs.”

In [recommendations](#) submitted to HHS in June 2020 and reiterated during the August ACBTSA meeting, ABC advocated on behalf of community blood centers urging government stakeholders to address challenges surrounding the continuous recruitment of donors and the lack of a national, near real-time monitoring system for the U.S. blood supply.

(Source: HHS Congressional [Report](#), 2/7/21) ♦

#### Upcoming ABC Webinars – Don’t Miss Out!

- **Meeting the Challenges of Implementing the Bacterial Detection Guidance** – February 16<sup>th</sup> from 3 – 4:30 p.m. (ET). [Contact us](#) for more info including registration details available in MCN 21-015.
- **ABC SMT Journal Club Webinar** – March 31<sup>st</sup> from 1 – 2 p.m. (ET). Additional details coming soon.





## COVID-19 Convalescent Plasma Updates

### Convalescent Plasma: Industry Collections, Distributions & Inventory



## RECENT REVIEWS

**Efficacy of Convalescent Plasma for COVID-19: Review and Meta-Analysis.** The *Journal of Clinical Apheresis* published a “systematic review and meta-analysis to determine the efficacy of convalescent plasma (CP) for the treatment of COVID-19.” The authors “conducted a literature search on PubMed, medRxiv, Web of Science, and Scopus through December 10<sup>th</sup>, 2020 using the following keywords: “COVID-19 or SARS-CoV-2 or novel coronavirus” and “convalescent plasma.” They note that “[t]he risk of bias and levels of evidence of each study was scored using the Scottish Intercollegiate Guidelines Network (SIGN) checklists for controlled clinical trials and cohort studies...The primary outcomes of interest were the odds of mortality, clinical improvement, and hospital length of stay.” The authors discovered “[a]fter screening, 15 studies with 4,898 patients met criteria for inclusion...There were five randomized controlled trials, one non-randomized controlled trial, two prospective cohort studies, two ambidirectional cohort studies, and five retrospective cohort studies...Among this study population, 2,247 patients (45.9 percent) were treated with CP plus standard of care, and 2,651 (54.1 percent) were treated with standard of care alone (control)...The researchers state that, “[t]he odds of mortality were significantly lower in the CP group compared to the control group OR = 0.59, P = <.001...The odds of mortality [28- or 30-day follow-up] were significantly lower in the CP group compared to the control group OR = 0.59, P = .016...The odds of clinical improvement were significantly higher in the CP group compared to the control group OR = 2.02, P < .001...The odds of clinical improvement [at 28- or 30-day follow-up] were significantly lower in the CP group compared to the control group OR = 2.11, P < .001.” The authors added that, “[t]he mean hospital length of stay for the CP group was 9.6 days, while the [mean] hospital length of stay for the control group was 10.4 days [which] was not significant, P = .713.” They conclude that “[t]hese data suggest that CP therapy may be of benefit to COVID-19 patients; however, the disparate mortality results observed in studies with the highest levels of evidence preclude definitive conclusions regarding improved survival rates...[T]here remain[s] benefits with CP therapy for COVID-19.”

**Citation:** Vegivinti, C.T.R., Pederson, J.M., Saravu, K., *et al.* Efficacy of convalescent plasma therapy for COVID-19: A systematic review and meta-analysis. *J Clin Apher.* 2021. Doi: [10.1002/jca.21881](https://doi.org/10.1002/jca.21881).

Contributed by Richard Gammon, MD, Medical Director at OneBlood 💧





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It's About *Life.*

## 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.*

### 24<sup>th</sup> Annual Awards of Excellence Winners

Recipients of America's Blood Centers' (ABC) 24<sup>th</sup> Annual Awards of Excellence will be honored during a virtual awards ceremony on Wednesday, March 10<sup>th</sup> during the 59<sup>th</sup> ABC Annual Meeting. ABC and its member blood centers will recognize individuals and organizations that have made outstanding contributions in promoting blood donation and improving transfusion medicine. This year's recipients include:

- **William Coenen President's Award** - *Jacquelyn Fredrick, MBA and Jay Menitove, MD*
- **Thomas F. Zuck Lifetime Achievement Award** - *Jerome L. Gottschall, MD (Versiti)*
- **Blood Community Advocate of the Year** - *VADM Jerome M. Adams, MD, MPH*
- **Corporation of the Year Award** - *Lodge Cast Iron (Blood Assurance) and Macerich (New York Blood Center Enterprises)*
- **Larry Frederick Award** – *Jan Moore (New York Blood Center Enterprises)*
- **ABC Outstanding Blood Drive of the Year** – *Seattle Mariners (Bloodworks Northwest)*
- **ABC Outstanding Public Relations Campaign** – *The Community Blood Center Save Someone's Summer (Community Blood Center Appleton, Wis.)*

Thank you to all blood centers that submitted nominations.

(Source: MCN 21-018, 2/12/21)

### Call for ABC Committee Nominations Opens

ABC is encouraging all individuals who work at member centers to consider volunteering to serve on an ABC Committee. Interested individuals are invited to submit their committee nominations by completing the online [sign-up form](#) by Tuesday, March 3<sup>rd</sup>. ABC relies on staff volunteers from member blood centers to do much of the great work that is accomplished by the association.

All current membership of the committees (listed below for your convenience) will sunset on March 31<sup>st</sup>.

#### Committees

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

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## INSIDE ABC (continued from page 6)

This is the call to continue the committees' work by volunteering to serve on a committee for a two-year term. We ask all Member Voting Representatives (MVRs) and their staff to review the listing of committees and their [descriptions](#) to determine interest in serving on a particular committee.

Thank you for your time, consideration, and commitment to helping ABC achieve excellence. Please feel free to contact [us](#) with any questions.

(Source: MCN 21-016, 2/11/21)

## Push4Plasma Campaign

[Push4Plasma](#) is a coordinated education and social media campaign to increase COVID-19 convalescent plasma (CCP) donations across the country. Initial efforts are focused on large university and college institutions, several of which are part of the Big Ten Conference. This joint effort includes the [University Blood Initiative](#) (UBI), [SurvivorCorps](#), and Michigan State University, along with AABB, America's Blood Centers (ABC), Blood Centers of America, Inc. (BCA), and those blood centers who have relationships with participating universities in the Big Ten. To expand CCP collection and awareness efforts, UBI, which coordinates approximately 30 chapters on various college campuses to help increase participation in blood drives, plans to email their contact list of approximately two million students. If you have additional questions surrounding this campaign, please direct your inquiries to: [inquiries@universitybloodinitiative.org](mailto:inquiries@universitybloodinitiative.org).

## ABC & ADRP Junior Chamber Partnership

During National Blood Donor Month, ABC, and ADRP partnered with the United States [Junior Chamber](#) (JCI U.S./Jaycees) to assist in spreading awareness of the need for ongoing blood donations from young adults. JCI U.S. is a leadership training and civic organization for individuals between the ages of 18-40. Members are committed to creating a positive change in their communities. Theresa Pina, vice president of Operations at Gulf Coast Regional Blood Center and ADRP President-elect, was a guest on a [podcast](#) with JCI U.S. This provided an opportunity to reach more than 200,000 individuals with messaging on the importance of blood donation. We encourage your center to listen to the podcast and use it as a tool to connect with your local JCI U.S. chapter. View the complete list of chapters [here](#).

(Source: MCN 20-112, 2/3/21)

## Register Today for the ABC Annual Meeting

[Registration](#) is now open for the 59<sup>th</sup> America's Blood Centers Annual Meeting, which will be a virtual event March 8<sup>th</sup>–12<sup>th</sup>. Last year's meeting demonstrated the power of coming together as an industry to collaborate on strategies for the future of the blood industry. It is essential now more than ever, to bring executive, operational, and medical leadership together to focus on key issues which will ultimately impact blood center bottom-lines. The meeting will also feature a virtual Advocacy Day as member blood centers will have the opportunity to let their voices be heard with Congress. The schedule is available [here](#). 💧





## BRIEFLY NOTED

The U.S. Food and Drug Administration (FDA) [announced](#) emergency use authorization (EUA) has been issued for monoclonal antibody therapies from Eli Lilly and Co. The agency stated in the news release that the EUA applies to bamlanivimab and etesevimab “administered together” to treat mild to moderate COVID-19 in adults and children (12 years of age and weigh at least 88 pounds) “who are at high risk for progressing to severe COVID-19”. Patrizia Cavazzoni, MD, acting director of the FDA’s Center for Drug Evaluation and Research, added in the release, “[t]oday’s action, which provides another treatment for COVID-19, reflects the FDA’s strong commitment to working with sponsors to expand potential treatment options health care providers can use to fight this pandemic. The data supporting this emergency authorization add to emerging evidence that points to the clinical utility of neutralizing antibodies for the treatment of COVID-19 in certain patients. As part of our Coronavirus Treatment Acceleration Program, the FDA uses every resource at our disposal to make treatments such as these monoclonal antibodies available while continuing to study their safety and effectiveness.” Daniel Skovronsky, MD, PhD., chief scientific officer of Eli Lilly and president of Lilly Research Laboratories, said in a company [news release](#), “Lilly has dedicated our time, resources, and expertise to discover and develop therapies to treat COVID-19. Bamlanivimab alone under emergency use authorization has already provided many people with an early treatment option that could prevent hospitalizations and we are excited to now add an additional therapeutic option with a similar demonstrated clinical benefit. Additionally, with the risk of resistance emerging as various strains of the virus arise, bamlanivimab and etesevimab together could potentially allow efficacy against a broader range of naturally occurring SARS-CoV-2 variants as these new strains spread around the world.”

(Sources: FDA [News Release](#), 2/9/21; Eli Lilly [News Release](#), 2/9/21) ♦

## MEMBER NEWS

The National Institutes of Health’s (NIH) National Heart, Lung and Blood Institute (NHLBI) has [awarded](#) the **Versiti Blood Research Institute** with a \$12.3 million research grant. It will be used to further research into “how blood production is governed by sugars and how sugars change amid cancer and disease.” The “Molecular and Clinical Glycobiology of the Bone Marrow Environment” study began in January and will continue through 2025. “The research funded by this NIH grant is about how we utilize one essential building block of life to promote our health and sustain our lives, especially how sugars affect our lives,” said Karin Hoffmeister, MD, senior investigator at the Versiti Blood Research Institute, in a news release. “It’s an honor to receive this financial support. I want to solve mysteries,” Dr. Hoffmeister said. “I hope to provide one or two solutions to therapy and through this research understand how we can eliminate some cancers by delimitating disease.”

(Source: Versiti [News Release](#), 1/27/21) ♦

### 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](mailto: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

### 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 partic-





## 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) or by fax to (202) 899-2621. (For a more detailed announcement in the weekly "Meetings" section of the newsletter, please include program information.)

### 2021

Mar 8-12. **ABC Annual Meeting (Virtual)**. Registration now [open](#).

May 21-22. **64th Annual California Blood Bank Society Annual Meeting (Virtual)**. More details available [here](#).

Aug. 4. **ABC Medical Directors Workshop, Cleveland, Ohio**. More details coming [soon](#).

Aug. 5-6. **ABC Summer Summit, Cleveland, Ohio**. More details coming [soon](#).

Aug. 17-19. **2021 ADRP Conference, Kansas City, Mo**. More details coming [soon](#).

Sept. 15-17. **4<sup>th</sup> European Conference on Donor Health and Management, Hamburg, Germany**. More details available [here](#).

Oct. 16-19. **AABB Annual Meeting**. More details available [here](#). ♦

## 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, e-mail: [newsletter@americasblood.org](mailto:newsletter@americasblood.org)

## POSITIONS

**Medical Laboratory Technician.** The MLT 1 will report to the Medical City Dallas Heart & Spine Hospitals located in Dallas, TX. The incumbent will participate in all R&T Services activities including but not limited to: Perform testing/services associated with assigned departmental duties. By accomplishing these duties, the MLT 1 ensures daily operations in the R&T laboratories follow established guidelines, provide excellent service, and meet the needs of all R&T customers. Education: Associate Degree; and Medical Laboratory Technician, MLT (ASCP) certification or equivalent. Experience: Recent graduate from an accredited MLT program within last five years and currently board eligible. Must successfully obtain/maintain board certification (i.e., MLT (ASCP) or equivalent) and provided board certification documentation within 12 months of hire date. Please click [here](#) to apply. Carter BloodCare is an EEO/Affirmative Action employer. Carter BloodCare provides equal employment opportunities (EEO) to all employees and applicants and will not discriminate in its employment practices due to an employee's or applicant's race, color, religion, sex, sexual orientation, gender identity, age, national origin, genetic, and veteran or disability status. In addition to federal law requirements, Carter BloodCare complies with applicable state and local laws governing nondiscrimination in employment in every location in which the

company has facilities. Carter BloodCare is a Pro Disabled & Veteran Employer. We maintain a drug-free workplace and perform pre-employment substance abuse testing.

**Clinical Apheresis Registered Nurse.** The Clinical Apheresis Registered Nurse (CARN) collects leukocytes and performs therapeutic apheresis procedures for Carter BloodCare (CBC) clients in and around the Dallas/ Fort Worth area. The CARN follows CBC SOP's, assesses and monitors patient/donor while receiving an apheresis treatment; contacts patient physicians or a CBC Medical Director as situation warrants consults or order clarification, transfusion reactions and/or emergency situations; and ensures that excellent customer service is provided to CBC customers. Education: RN with active unencumbered licensure in the State of Texas and CPR Certification. Experience: Minimum one (1) year nursing experience in a hospital setting, oncology unit, or clinic; Intensive care unit, dialysis, ER, oncology, and/or pediatric experience preferred; and Apheresis experience preferred. Please click [here](#) to apply. Carter BloodCare is an EEO/Affirmative Action employer. Carter BloodCare

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## POSITIONS (continued from page 9)

provides equal employment opportunities (EEO) to all employees and applicants and will not discriminate in its employment practices due to an employee's or applicant's race, color, religion, sex, sexual orientation, gender identity, age, national origin, genetic, and veteran or disability status. In addition to federal law requirements, Carter BloodCare complies with applicable state and local laws governing nondiscrimination in employment in every location in which the company has facilities. Carter BloodCare is a Pro Disabled & Veteran Employer. We maintain a drug-free workplace and perform pre-employment substance abuse testing.

**Chief Clinical Officer (Central California Blood Center).** Looking for a blood banking expert who can successfully navigate the ever-changing health care provider and blood industry landscapes to provide ever-increasing value to our clients. The CCO will provide clinical, scientific, and technical leadership, along with our senior management team, for our innovative and independent community blood center to assure our expanding position as a national industry leader. The CCO will oversee blood component manufacturing, donor testing lab, R&D programs, IRL, donor services and IT departments. The position will be responsible for developing strategies to ensure blood manufacturing operations are running efficiently and growing effectively to meet the needs of our hospitals and clients, with a focus on excellence and compliance. The CCO will build and guide a team of highly competent, high-achieving department leaders who will consistently exceed standards and goals for cGMP, productivity, and customer service. MS, SBB, PhD or MD preferred. Strong and progressive blood industry leadership experience required. Please send inquiries to [lchristiansen@donateblood.org](mailto:lchristiansen@donateblood.org).

**Mobile Phlebotomist Supervisor (Ardmore, Okla.).** Do you have the proven leadership/supervisor ability to work side by side with your team to keep them engaged and motivated? Do you have outstanding customer service skills and the desire to serve your community? If so, you may be the right person for a supervisory role with the Oklahoma Blood Institute, an organization that values integrity and rewards loyalty. This position not only provides dynamic team leadership in our life-saving mission, but also allows you to actively participate and work side-by-side with your team, keeping the phlebotomist motivated and engaged. Medical/healthcare experience is helpful but is not required as a comprehensive training program is provided. Other duties include creating a great experience for our volunteer blood donors, performing phlebotomy, vital signs and determining donor eligibility. Qualifications: High school diploma or GED required; minimum two years supervisor experience; clean driving record; able to lift 50 pounds; must be able to work a varied work schedule to include weekends and holidays and

must have great customer service. Salary Range: Competitive pay based on education and/or experience, shift differential, paid-on-the-job training, and excellent benefits package including health, dental, vision, and life insurance, 401(k), paid time off, and holiday pay. How to apply: <http://obi.org/careers/>.

**Vice President of Finance and Business Development (SunCoast Blood Centers).** Reports to the CEO. Is responsible for all financial and accounting functions for the organization including, but not limited to, oversight of Accounts Payable and Receivable, internal controls, period end financial statement preparation and analysis, cash and investment management, all auditing processes, contract management and annual budget development and analysis. Consults with the CEO to provide financial analysis and strategic direction on project/product development and growth opportunities. Bachelor's degree in accounting, business development or other relevant area. At least five years of progressively responsible finance and/or business development experience. Prefer CPA and blood center experience. Submit resumes to <https://scbb.org/careers.html>.

OneBlood has exciting career opportunities available in the incredible state of Florida! Join our life saving mission in one of the following roles: **Reference Lab Manager (Ft. Lauderdale, FL).** Valid and current Florida Clinical Laboratory Supervisor license in Immunohematology or Blood Banking and SBB certification required. Bachelor's degree in medical technology or related field with five (5) or more years' experience; prior management experience essential. **Compatibility Testing Lab Supervisor (Tallahassee, FL - \$5k Bonus Eligible).** Bachelor's degree in medical technology, biological science, or related field and three plus years in a clinical laboratory, preferably in blood banking. Requires a current Florida Technologist license in Immunohematology or Blood Banking; FL Supervisor License preferred. **Medical Technologist (Tallahassee, FL - \$5k Bonus Eligible).** A valid and current Florida Clinical Laboratory Technologist license in Immunohematology or Blood Banking is required. Prior blood banking experience preferred. Multiple shifts available. **Therapeutics Apheresis RN (Ft. Lauderdale, FL - \$5k Bonus Eligible).** Current and valid Florida RN license, current BLS CPR certification, and a valid and clear driver's license is required. Flexibility in scheduling needed to meet the needs of the department; travel within the tri-county market in the South Florida area is required. OneBlood offers competitive benefits, including **excellent** shift differential pay for night and weekend schedules, Paid Time Off, Student Loan Repayment Program, a **FREE** medical coverage option, 403(b) Retirement Plan, company-paid annual CEU training & CE Broker account and MORE! To apply visit our OneBlood careers website at [www.oneblood.org/careers](http://www.oneblood.org/careers).

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**POSITIONS** (continued from page 10)

**Outside Sales Representative/Event Planner (Lawton, Okla.).** 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://obi.org/careers/>.

**Operations Coordinator of Mobile Staging.** Carter BloodCare is hiring an Operations Coordinator of Mobile Staging to our team in Bedford, Texas. You will be responsible for overseeing all aspects of Bedford/Waco Mobile Staging and Centralized Scheduling. This includes development and implementation of all operational activities with emphasis on continuous process and improvement. Responsible for overseeing the preparation of payroll, supplies, equipment, vans, coaches, and finalization of mobile drive schedules needed for daily mobile operations. Responsible for overall management of mobile staging and scheduling technicians. If you have at least three years of Management experience and want to be a part of making a difference, please click [here](#) to apply on our company website! Carter BloodCare is an EEO/Affirmative Action employer. Carter BloodCare provides equal employment opportunities (EEO) to all employees and applicants and will not discriminate in its employment practices due to an employee's or applicant's race, color, religion, sex, sexual orientation, gender identity, age, national origin, genetic, and veteran or disability status. In addition to federal law requirements, Carter BloodCare complies with applicable state and local laws governing nondiscrimination in employment in every location in which the

company has facilities. Carter BloodCare is a Pro Disabled & Veteran Employer. We maintain a drug-free workplace and perform pre-employment substance abuse testing.

**Outside Sales Representative/Event Planner (Enid, Okla.).** 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://obi.org/careers/>.

**Assistant Manager of Component Production (Carter BloodCare).** Functions: The Assistant Manager of Component Production will assist the Manager in all aspects of coordination of Component Production manufacturing functions. You will oversee daily operations, direct supervision of the production team, interviews, adhere to the fiscal budget, and any task to ensure efficient workflow with strong judgment and decisiveness. You will also collaborate with other blood centers on projects and corporate initiatives. Education: MLT ASCP or equivalent. Experience: Two years' supervisory experience in blood banking production, OR 5 years' supervisory experience in a government-regulated production environment, OR combination of education and experience. Two years' experience with computer blood banking/inventory management software. Carter BloodCare is an EEO/Affirmative Action employer. Carter BloodCare provides equal employment opportunities (EEO) to all employees and applicants and will not discriminate in its employment practices due to an

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## POSITIONS (continued from page 11)

employee's or applicant's race, color, religion, sex, sexual orientation, gender identity, age, national origin, genetic, and veteran or disability status. In addition to federal law requirements, Carter BloodCare complies with applicable state and local laws governing nondiscrimination in employment in every location in which the company has facilities. Carter BloodCare is a Pro Disabled & Veteran Employer. We maintain a drug-free workplace and perform pre-employment substance abuse testing. Click [here](#) to apply.

**Director of Technical Services (Morrisville, NC (Raleigh, NC Area)).** At The Blood Connection, our mission is to support our healthcare partners with adequate, safe, cost-effective blood supplies and services. We desire to be the community blood provider of choice. Position Overview: The Director of Technical Services (ENC) is responsible for supervising and directing the daily operations of the Technical departments in the ENC division: Hospital Services, Component Manufacturing (Biologics Processing), Immunohematology Reference Laboratory, as well as the HS couriers. Duties include: Developing and maintaining procedures. Supervising Reference Laboratory staff. Supervising Hospital Services staff. Supervising Component Manufacturing/Biologics Processing staff. Performing bench work as needed. Interfacing with hospital customers. This position requires general laboratory knowledge and skills as well as specialty (SBB) skills and is expected to perform tasks and well as supervise the performance of laboratory and other staff. Education Requirements: MT (ASCP) or equivalent. SBB strongly preferred. Licensure/Certification Requirements: Valid Driver's License. Experience Requirements: Previous supervisory experience required. Complete applications on <https://thebloodconnection.org/about-us/careers/> for consideration.

**Executive Director.** The Board of Directors of ICCBBA are seeking to appoint an Executive Director to take on the position on the retirement of the current post-holder. The position is being advertised internationally and relocation to the USA is not required. It is anticipated that the successful candidate will be appointed in mid-2021. Click here for more information. Applicants must hold a minimum of a master's degree, be fluent in English, and

have a minimum of five years leadership experience, preferably in the non-profit healthcare field. Knowledge of general trends in biotherapeutics and informatics, together with familiarity with ISBT 128 is desirable. Experience of working internationally across a wide range of cultures would be an advantage. Personality assessment may be required for qualifications. For any questions regarding the position please email: [EDapplication@isbt128.org](mailto:EDapplication@isbt128.org). Applications, including a cover letter and resume to be submitted to [EDapplication@isbt128.org](mailto:EDapplication@isbt128.org) by the end of March 2021.

**Medical Director.** Gulf Coast Regional Blood Center in Houston, TX seeks a Medical Director to provide medical and scientific direction in all areas of blood center operations, including an active program in cellular therapy. The Medical Director will work with the Chief Medical Officer to oversee medical aspects of blood donor qualification and collection, apheresis and other cellular therapy activities, an Immunohematology Reference Laboratory, and a donor testing laboratory that serves national clients. Consultation and communication with transfusion medicine physicians and other clinicians locally will be expected, and participation in national activities as appropriate. The candidate should hold an MD, DO, or equivalent degree and have or be eligible to acquire a Texas medical license. Qualification as a Clinical Pathologist with subspecialty qualification in Blood Banking and Transfusion Medicine or equivalent training would be expected. Experience in cellular therapy activities and blood center operations is desirable. As one of the largest community blood centers in the United States, we serve 26 counties across the Texas Gulf Coast, Brazos Valley and East Texas, and more than 170 hospitals and health care institutions. Gulf Coast Regional Blood Center is a non-profit organization and part of the Texas Medical Center, a large consortium of medical and research institutions. To apply, please visit <https://jobs.giveblood.org/>. 💧