



ABC NEWSLETTER

CURRENT EVENTS AND TRENDS IN BLOOD SERVICES

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2022 #7

February 18, 2022

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VA Continues to Encourage Blood Donation & Hosts Media Roundtable

The U.S. Department of Veteran Affairs (VA) issued a [news release](#) on February 18th encouraging blood donation as part of the “[Roll Up Your Sleeve 2022](#)” campaign. The department also hosted a media roundtable that included America’s Blood Centers Chief Executive Officer Kate Fry, MBA, CAE to promote the campaign and help raise awareness of the ongoing need for eligible individuals to give blood.

The VA’s participating medical centers nationwide began hosting blood drives in December and will continue through March with community blood centers and the American Red Cross. According to the news release, the VA views the campaign as a part of “exercising its ‘fourth mission’ to back up the country’s health care systems in times of emergency. Eligible individuals are encouraged to donate blood. Donors may give blood no matter their COVID-19 vaccination status.” VA Secretary Denis McDonough added in the news release, “While we continue to focus heavily on the care of Veterans during this challenging pandemic, blood donation is more important than ever, and its impact can result in as many as three lives saved through one blood donation.” Ms. Fry added, “Veterans are some of our most dedicated blood donors in this country. We greatly appreciate both their service and commitment. The partnership between the VA and community blood centers is a way to help ensure all patients have access to blood, while spreading awareness of the ongoing need for blood donations.”

Additional updates will be provided as they become available. Please contact ABC CEO [Kate Fry, MBA, CAE](#) with any questions.

(Source: VA [News Release](#), 2/18/22) ♦

Potential Promising Interim Results of Sickle Cell Gene Therapy Trial Reported in NEJM

Research [published](#) in *The New England Journal of Medicine (NEJM)* highlights the potential of gene therapies to treat sickle cell disease (SCD), a hereditary disorder that causes red blood cells (RBCs) to assume abnormal sickle shapes that can cause “vaso-occlusive events, progressive vasculopathy, and chronic hemolytic anemia, which are associated with complications and an increased risk of early death.” Regular RBC transfusion is a common treatment for SCD patients since it can raise hemoglobin levels, reducing the proportion of abnormal hemoglobin.

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NEJM Reports SCD Gene Therapy Trial Results (continued from page 1)

In the *NEJM* analysis, the authors reported the interim findings from the ongoing phase I/II HGB-206 [trial](#) “to evaluate the “safety and efficacy” of LentiGlobin. This investigational one-time treatment according to its manufacturer, bluebird bio, Inc., “is designed to add functional copies of a modified form of the β -globin gene (β^{A-T87Q} -globin gene) into a patient’s own hematopoietic (blood) stem cells (HSCs). SCD patients in this trial are between the ages of 12 and 50 with a $\beta S/\beta S$, $\beta S/\beta 0$, or $\beta S/\beta +$ genotype. The researchers explained that SCD “is caused by a single point mutation in the gene encoding β -globin (HBB). For this study, the “primary efficacy end point [was] the complete resolution of severe vaso-occlusive events, which was measured between six months and 18 months after the LentiGlobin infusion...all vaso-occlusive events and severe vaso-occlusive events [were reported]... Safety end points were assessed in the intention-to-treat population for adverse events that were attributed to cell collection and in the transplant population for adverse events that were attributed to conditioning or events that occurred after LentiGlobin infusion.”

The study enrolled 43 patients between December 2016 and January 2020 with 35 being “treated with LentiGlobin (transplant population) and [who] were subsequently followed for a median of 17.3 months (with 25 patients meeting the requirements for inclusion in the transplant population with vaso-occlusive events (TPVOE) group) ...In the 24 months before enrollment, the median rate of severe vaso-occlusive events was 3.0 events per year (range, 0 to 13.5), and five patients (14 percent) had a history of overt stroke. [I]n the period from six months after infusion until the last study visit (for up to 36 months), the period from six months after infusion until the last study visit (for up to 36 months)...Without additional infusions of packed red cells, the median total hemoglobin value increased from 8.5 g per deciliter at baseline to 11.0 g or more per deciliter at six months and was sustained through 36 months, with HbA^{T87Q} contributing to at least 40 percent of total hemoglobin. Sickle hemoglobin levels were approximately 50 percent from six to 36 months after infusion, as compared with levels of 30 to 40 percent in persons with sickle trait ($\beta S/\beta A$).24

Fetal hemoglobin production was minimal after LentiGlobin infusion.” An investigator “attributed” adverse events in three patients directly to LentiGlobin infusion, which “resolved within one week after onset.” The authors added that “[o]ne death occurred 20 months after infusion in a patient with cardiopulmonary disease related to sickle cell disease at baseline.”

The researchers concluded that even though all 25 patients in the TPVOE group, with at least six months of follow-up who “were treated with LentiGlobin, had complete resolution of severe vaso-occlusive events...Additional exploration over time is needed to evaluate the effect of biologic changes to fundamental sickle cell physiology, reduction of hemolysis, and amelioration of vaso-occlusive events on the multiorgan complications of sickle cell disease and premature death... [The] [o]ne-time treatment with LentiGlobin led to stable, durable production of HbA^{T87Q}, with expression of HbA^{T87Q} in approximately

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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 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.

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NEJM Reports SCD Gene Therapy Trial Results (continued from page 2)

85 percent of red cells, a reduction in levels of sickle hemoglobin and in key hemolysis markers, and normalization of total hemoglobin during 54.8 patient-years of follow-up... These interim results have shown that one-time treatment with LentiGlobin had an effect on the pathophysiological features of sickle cell disease through sustained production of anti-sickling hemoglobin HbAT87Q, which led to the complete resolution of severe vaso-occlusive events.”

An editorial [published](#) in *NEJM* by Martin Steinberg, MD noted that “reticulocyte counts remained above normal, indicating continued hemolysis... The observed continued hemolytic anemia in the study patients was probably caused by the fraction of cells that contained no or low levels of HbA^{T87Q} and that were unprotected from destruction. This finding raises the question of whether vascular injury will continue to occur in patients receiving modified hematopoietic stem and progenitor cells, because the clinical importance of persistent low-grade hemolysis remains to be determined. Moreover, whether the anti-polymerization effect of hybrid tetramers containing HbA^{T87Q} is equivalent to that of fetal hemoglobin is unknown. It is possible that the effect of fetal-like HbA^{T87Q} on hemolysis-related vasculopathic complications will be diminished as compared with its effect on vaso-occlusive complications; longer-term data are needed to determine whether this is so.”

Citation: Kanter, J., Walters, M. Krishnamurti, L. *et al.* [Biologic and clinical efficacy of LentiGlobin for Sickle Cell Disease](#). *NEJM*. 2022. ♦

WORD IN WASHINGTON



Robert Califf, MD has been [confirmed](#) as Commissioner of the U.S. Food and Drug Administration (FDA). This marks Dr. Califf’s 2nd stint in this role having previously served as commissioner from February 2016 to January 2017. According to an agency announcement, “[p]rior to rejoining the FDA, Dr. Califf was head of medical strategy and Senior Advisor at Alphabet Inc., contributing to strategy and policy for its health subsidiaries Verily Life Sciences and Google Health.” He also worked as “a professor of medicine and vice chancellor for clinical and translational research at Duke University. He also served as director of the Duke Translational Medicine Institute and founding director of the Duke Clinical Research Institute... Dr. Califf is a graduate of Duke University School of Medicine. He completed a residency in internal medicine at the University of

California, San Francisco and a fellowship in cardiology at Duke.” U.S. Department of Health and Human Services (HHS) Secretary Xavier Becerra, JD added in an agency news release, “[t]he Senate made the right move this week by confirming Dr. Califf to lead the FDA... Dr. Califf’s experience and expertise will ensure we are well positioned to combat COVID-19, the opioid crisis, and many other public health challenges. Dr. Califf can hit the ground running on these issues and more as a result of his previous service at the agency, and I look forward to working with him in this role. As we welcome Dr. Califf back to HHS, we also vigorously applaud and thank Dr. Janet Woodcock who successfully led FDA as acting commissioner for more than a year. FDA is stronger because of her leadership.”

(Sources: FDA [Announcement](#), 2/17/22; HHS [News Release](#), 2/17/22) ♦

(continued on page 4)



WORD IN WASHINGTON (continued from page 3)

Rep. Greg Stanton (D-Ariz.) issued a [news release](#) this week urging the FDA to revise its blood donation eligibility requirements for men who have sex with other men (MSM). “No one doubts the serious need for blood donations, yet an entire group of Americans is excluded from answering the call for help. This cannot be justified with science,” stated Rep. Stanton in the news release. He sent a [letter](#) the FDA, HHS, and the Administration that highlighted shortages nationwide and how revising donor eligibility requirements could help. “Our nation faces a severe blood shortage that could be eased by lifting the anti-science deferral requirement on gay and bisexual men and allowing all healthy Americans to donate blood. The American Red Cross declared a national blood crisis for the first time ever. In Arizona, the situation is particularly acute. Vitalant had historically low blood supplies in January and needs at least 600 donations per day to meet the need in Arizona...Throughout the pandemic, this Administration has urged the American people to follow the science and take precautions accordingly. Yet, on this critically important issue, the Administration continues to ignore science. I urge you to repeal this ban on blood donations immediately.”

(Sources: Rep. Greg Stanton [News Release](#), 2/15/22; [Letter](#), 2/15/22)

Rochelle Walensky, MD, MPH, director of the Centers for Disease Control and Prevention (CDC), recently [donated](#) blood at Emory University to raise awareness of the need for blood donors amid ongoing blood shortages. “I’m here to donate to do my part to give back,” said Director Walensky to CBS46 News. “With all the challenges we’ve had with COVID-19, one of the major ones right now is a national shortage in blood supply. Every two seconds somebody in a hospital needs a donation of blood and our supply is critically low; lower than it’s been in a decade...We can’t make blood[:]; it has to be donated and so we’re really encouraging people who are eligible to give blood to give. Think of all the ways this blood could be used and how much it would mean to someone who received it, and that’s really motivating this moment.”

(Source: CBS46 News, [CDC director donates blood, raises awareness about national shortage](#), 2/9/22) 💧

RESEARCH IN BRIEF

DEHP Removal From Blood Bags- How Prepared are Blood Centers? A study in *Vox Sanguinis* focused on “the European Chemicals Agency (ECHA) propos[al] to the European Commission to terminate the medical device exemption for di(2-ethylhexyl) phthalate (DEHP)...As a result, DEHP must be removed from blood bag[s] in Europe, effective May 27, 2025.” The authors explained that “[c]urrent non-DEHP alternatives result in increased hemolysis during blood storage, requiring reconsideration of red blood cell (RBC) shelf-life.” They added that “the non-DEHP movement could affect [the] availability of products globally as DEHP become[s] scarce and/or expensive worldwide.” The researchers developed a survey “to understand blood centers’ expectations and requirements regarding the transition to non-DEHP blood bag[s]...[The] on-line survey was distributed to the Biomedical Excellence for Safer Transfusion Collaborative research network...[and] was open from February 5 to May 2, 2021...Sixteen responses [were received] representing blood collection or blood processing institutions: nine from Europe, three from Asia-Pacific, and four from North America.” The authors stated that “[w]hen asked about the level of awareness regarding the transition to non-DEHP, four of the 16 respondents said that non-DEHP is a priority at their organization (all were from Europe)...Six of 16 respondents [indicated that they] would accept a lower shelf-life compared to current practice (three were in Europe and three in North America)...The mean hemolysis reported suggest[ed] that there [could be] a slight margin of increase without impact[ing] process compliance or necessity to reduce the shelf-life...When asked which is more important, longer shelf-life or lower hemolysis, 12 of the 16 respondents said both are equally important.” The study noted that “[s]urvey

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RESEARCH IN BRIEF (continued from page 4)

participants were [also] asked if their institutions are currently using non-DEHP bags, and only three responded in the affirmative... Respondents were not clear on the best non-DEHP vinyl material or RBC storage solution... [R]egarding the biggest challenges with the transition to non-DEHP blood bag[s], [s]everal responded that non-DEHP systems will require validation of all three blood products the scale of which is ‘daunting.’” The authors concluded that “[b]anning DEHP represents a major challenge to the industry which, as this study shows, is not yet fully understood by the transfusion medicine community.”

Citation: Razatos, A., Acker, J.P., de Korte, D., Bégué, S., Noorman, F., Doyle, B., *et al.* [Survey of blood centre readiness regarding removal of DEHP from blood bag sets: The BEST Collaborative Study](#). *Vox Sang.* 2022.

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

BRIEFLY NOTED

The Hawaii State Legislature recently introduced legislation that would establish a tax credit for blood donation. The legislation would provide a tax credit to [individuals](#) who donate four or more times a year at a state blood center and a tax credit for [employers](#) for each verified blood donation made by an employee as part of an employer-hosted blood drive for taxable years 2022-2027.

(Sources: Hawaii State Legislature H.B. [1556](#); H.B. [1557](#))

California State Assembly has proposed a bill that would provide a maximum tax credit of \$10,000 for businesses that host blood drives. According to the legislation, “for taxable years beginning on or after January 1, 2022, and before January 1, 2027, would allow a credit against those taxes to specified business entities that hold blood drives, in coordination with a nonprofit blood bank organization, on the entity’s business premises, in an amount based on the number of verified blood donations, not to exceed \$10,000 per taxable year.” A previous bill was introduced that would provide a \$500 tax credit to individuals who donate blood at least four times.

(Source: California State Assembly S.B. [1025](#))

The U.S. Food and Drug Administration’s (FDA) Cellular, Tissue, and Gene Therapies Advisory Committee (CTGTAC) will hold its next meeting virtually March 10, 2022 from 10 a.m.-1:30 p.m. ET according to a notice published in the Federal Register on February 16th. The meeting will include “an overview of the research programs in the Gene Transfer and Immunogenicity Branch (GTIB), Division of Cellular and Gene Therapies (DCGT), Office of Tissues and Advanced Therapies (OTAT), Center for Biologics Research (CBER).” Additional information can be found on the FDA [website](#).

(Source: *Federal Register* [Notice](#), 2/16/22) 💧





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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.

Register for the ABC Technical and Quality Workshop

[Registration](#) is now open for the 2022 ABC Technical and Quality Workshop in Louisville, Ky. Secure your hotel room now to receive the group [rate](#). The workshop will take place April 5-7, 2022, and will be held in conjunction with the Blood Centers of America, Inc. (BCA) IRL workshop April 4-5, 2022 (which will be open to all attendees including non-BCA members). A preliminary program is [available](#) and the workshop will include blood component updates, inventory management strategies, staff training/competency assessment challenges, work from home strategies, supply chain issues, process improvement case studies, risk-based decision making, cybersecurity, and blood industry hot topics. Many sessions will feature roundtable discussions. Please contact ABC Director of Quality and Regulatory Services [Toni Mattoch, M.A., MT\(ASCP\), SH, SBB](#) with questions.

(Source: MCN 22-017, 1/28/22)

Register for the 60th ABC Annual Meeting

[Register](#) today for the [60th ABC Annual Meeting](#) and 25th Annual *Awards of Excellence*. These events will take place March 7th-9th, 2022 at the Ritz-Carlton (Pentagon City) in Arlington, Va. This year's meeting will be in-person while [Advocacy Day](#) will be held virtually on March 16th given continued visitor restrictions on Capitol Hill. This will allow each blood center to bring together multiple colleagues to connect with their members of Congress and their staff. More information will be provided to ABC members as it becomes available. The ABC Annual Meeting brings together blood center executives and national leaders to discuss advocacy and regulatory updates, the latest in science, medicine, and technical affairs, and hot topics facing the blood community. In addition, ABC is excited to share that the final day of this year's meeting will feature two in-depth training workshops focused on building tangible advocacy skills that can immediately benefit your center. The program is available [here](#). Please contact [ABC Member Services](#) with questions. 💧

Upcoming ABC Webinars – Do Not Miss Out!

- **SMT Journal Club Webinar** – March 29th from 3-4 PM ET. More information coming soon.

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!



CALENDAR

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

2022

Mar. 7-9. **ABC Annual Meeting, Washington, D.C.** Registration is [open](#). More information available [here](#).

Mar. 15-16. **International Plasma and Fractionation Association (IPFA) and the European Blood Alliance (EBA) Symposium on Plasma Collection and Supply, Amsterdam, the Netherlands.** Registration is [open](#). More information available [here](#).

Mar. 16. **ABC Advocacy Day (Virtual).** Registration is [open](#). More information available [here](#).

April 4-7. **ABC Technical and Quality Workshop, Louisville, Ky.** Registration is [open](#). More information available [here](#).

April 12-13. **17th Annual FDA and the Changing Paradigm for HCT/P Regulation, Cambridge Md.** Registration is [open](#). More information available [here](#).

May 10-12. **2022 ADRP Conference, Phoenix, Ariz.** Registration is [open](#). More information available [here](#).

June 4-8. **37th Annual International Congress of ISBT, Kuala Lumpur, Malaysia.** Additional details coming [soon](#).

Aug. 2-4. **ABC Summer Summit and Medical Directors Workshop, Minneapolis, Minn.** More information coming [soon](#).

Sept. 21-22. **28th IPFA/ Paul-Ehrlich-Institut[e] (PEI) International Workshop, Porto, Portugal.** Additional details coming soon.

2023

Mar. 6-8. **ABC Annual Meeting, Washington, D.C.** More information coming soon.

May 9-11. **2023 ADRP Conference.** More information coming soon. 💧

Technical & Quality Workshop

April 4-7, 2022
Louisville, KY

*Featuring Inventory Management,
Component Manufacturing, Laboratory
Operations, and Quality Systems.*

America's Blood Centers
It's About Life.

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.

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

POSITIONS

Executive Director of Procurement, Fleet and Properties. LifeShare is seeking an experienced business or operations support professional as our **Executive Director of Procurement, Fleet & Properties**, providing oversight and direction of the Company's enterprise asset management strategies in support of key business objectives. The Executive Director strategically leads all supply chain, fleet and properties management operations to ensure the availability, reliability and sustainability of tangible assets and facilitate continuity of business operations. These support services are key to advance our mission and help ensure a safe blood supply is available at healthcare centers in our community when needed for traumas, therapies, and treatments. **Please join us in our important mission to connect blood donors and the lives they impact!** Click here to [apply](#).

Communications Director (Oklahoma City, Okla.). The Director is responsible for assessing, developing, and implementing strategic and tactical communications plans to achieve goals and objectives for the organization, with an emphasis on public-facing donor recruitment efforts. Also responsible for developing and maintaining a customer-focused culture that will result in external and internal partner satisfaction. Lead a team of communications professionals in developing and implementing innovative communications strategies, and promotions in support of our organizational goals and needs. Qualifications: Bachelor's degree preferred, valid driver's license,

three years' experience; preference given to agency experience, other qualifying experience including Media, Marketing, PR and Advertising, strong leadership skills and verbal communication, strong writing skills are a must, technical writing is a plus, experience with UTMs, google analytics and other tools to track success and report metrics to leadership, understanding of SEO and best practices, experience with communication strategies traditional and digital tactics. Salary Range: Competitive salary with excellent benefits package including health, dental, vision, and life insurance, 401(k), paid time off, tuition reimbursement, and holiday pay. How to apply: <http://obi.org/careers/>

Vice-President of Finance. The National Blood Testing Cooperative (NBTC) lab in Stone Mountain GA is seeking and interviewing for the full-time position of Vice-President of Finance. Essential functions of the Vice-President of Finance position are to be accountable for all of the financial and fiscal management aspects of company operations to include the development of a financial and operational strategy, metrics tied to that strategy and the ongoing development and monitoring of control systems designed to preserve company assets and report accurate financial results. The VP of Finance serves as a member of the senior leadership team and will play an important role in developing organizational policies and

practices that promote ethical standards and transparency, and direct the internal financial controls that will position the organization for continued growth. Candidate must have a business degree and/or BA in Accounting, must have a CPA certification, and have previous supervisory experience. NBTC pays a competitive starting wage and full benefits package including paid holidays, health, dental and life insurance on date of hire, paid time off after six months and an employer contributed retirement plan. If you meet the above qualifications and would like to apply, please email your resume to egolemi@thebloodcenter.org. EOE/AAE

Chief Medical Officer. Blood Assurance is seeking to fill an opening for **CHIEF MEDICAL OFFICER (CMO)** based in our Chattanooga home office. As a key member of the executive team reporting directly to the CEO, this role provides medical and professional guidance to employees of the company, represents the company to the medical community and provides guidance to area medical professionals. Minimum qualifications include: M.D. or D.O. degree with boards in clinical pathology required; boards in blood banking are preferred. License to practice medicine in Tennessee and Georgia or ability to obtain licensure. Minimum eight to 10 years of prior-related medical field experience, blood center experience is preferred. Three to five years senior-level leadership role with experience supervising others. Success in this role will require advanced skills in: verbal and written leadership communications with a servant-leadership philosophy, staff management, customer service, conflict resolution, decision-making, strategic planning, teamwork, flexibility, and adaptability. Proficiency in making Board room presentations and resolving complex medical issues is required. We offer many benefits including: Health/Dental/Vision Insurance, Flexible Spending Account, Employee Assistance Program for you and your family, Company Paid Time Off, 401K, Wellness Program and Relocation Assistance. Qualified candidates are encouraged to apply online at www.bloodassurance.org. Blood Assurance is an EOE and Tobacco Free.

Assistant Medical Director (Assistant Professor) (Bloodworks Northwest; Seattle, Wash.). The University of Washington, Department of Laboratory Medicine and Pathology and Bloodworks Northwest is accepting applications for Assistant Medical Director (Assistant Professor). The Assistant Medical Director will provide assistance to the Medical Director in coverage of Immunohematology Reference Laboratory, Red Cell genomics, Transfusion Service and Donor Testing laboratories. The Assistant Medical Director will provide education and mentoring to trainees rotating to Bloodworks Northwest, participate in shared transfusion medicine didactics at UWMC, and actively assist with rotation structure and content for the Transfusion medicine

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POSITIONS (continued from page 8)

fellowship. Ability to obtain appointment in the University of Washington, School of Medicine, Department of Laboratory Medicine and Pathology at the level of Assistant Professor Without Tenure due to reason of funding, is required. University of Washington faculty engage in teaching, research, and service. This is a full-time, 12-month service position [July 1-June 30] and remains open until filled with an anticipated start date of Spring 2022, but is flexible. Candidates must have an M.D. or D.O. (or foreign equivalent) and be board-certified in Transfusion Medicine. Please apply [here](#). EO employer M/F/Vets/Disabled.

President. The National Blood Collaborative (NBC) is now interviewing for the full-time position of President. This position is responsible for directing and controlling the planning, development and implementation of sales strategies, marketing communications and public relations functions as well as obtaining new customers for blood products and related cellular materials. Position will also assist members in obtaining new business when requested and will oversee development and implementation of support materials. Position will work with Board of Directors to set strategic direction and execution for the organization. This position requires a bachelor's degree in public relations, marketing, communications or related field and experience with executing reasonable NDA and non-compete agreements. National Blood Collaborative (NBC) pays a competitive starting wage and full benefits package including paid holidays, health, dental and life insurance on date of hire, paid time off after six months and an employer contributed retirement plan. If you meet the above qualifications and would like to work for a company that cares about its employees, please email your resume to egolemi@theblood-center.org. Only resumes with salary histories will be considered. EOE/AEE

Business Intelligence Analyst (Blood Centers of America). Blood Centers of America (BCA) is a national cooperative comprising over 50 blood center members. BCA is seeking an individual with industry experience to serve as a Business Intelligence Analyst. Candidates should have an understanding of the technical requirements of member blood centers to assist with donor optimization, marketing implementation and business intelligence gathering. They must be able to identify and extract useful results from large amounts of data. An understanding of statistics, data management, general analytics, market research, and research experience is preferred. Professional experience with SQL is required. Experience with Arc/GIS/ArcGIS Pro ESRI is helpful. This is an in-office position based near Providence, Rhode Island. Position requires approx. 10-20 percent overnight travel. Submit resume to careers@bca.coop.

Regional Operations Director. LifeShare Blood Center is seeking an Operations Director to oversee blood collection and donor recruitment operations in the Baton Rouge, LA region. Relocation assistance may be available for the right candidate. Responsibilities include: develop and implement strategic and tactical plans for donor recruitment and collections within the donation center and community-based activities; direct, develop and coach teams for achievement of established goals and KPI's; develop relationships with community leaders and groups to promote our mission and business needs; ensure operations adhere to standards and regulations governing the blood banking industry, including FDA, AABB, cGMP, and OSHA; and model LifeShare's mission and values, integrating them into daily decisions, behaviors and actions. The ideal candidate has a bachelor's degree or equivalent experience and background in healthcare administration, business, or operations management, including supervisory experience in the direction and coaching of other employees. They champion teamwork, communication and continuous improvement and have a passion for service to our community. Join us in our important mission, "connecting donors and the lives they impact!" LifeShare offers a competitive salary, commensurate with experience plus incentive bonus opportunities, as well as a generous benefits package, including employer-paid medical, life and disability insurance; 401k with employer contributions (6 percent) and paid time off bank. Click [here](#) to apply.

Specialist in Blood Banking Students. LifeSouth Community Blood Centers, Inc. is accepting applications for our accredited online SBB training program, class of 2022-2023. Please visit <https://www.lifesouth.org/specialist-in-blood-banking-certificate-program/> for eligibility, other application details, and application forms. The application period ends on April 15th, 2022. Starting date for the 12-month program is June 13, 2023. If interested, please contact Bill Martinez for additional information, gamartinez@lifesouth.org.

VP, Corporate Medical Director (Scottsdale, AZ). Vitalant is a nonprofit organization that collects blood from volunteer donors and provides blood, blood products and services across the United States. Primary Purpose: Under minimal direction, this position serves as the primary resource to regional and corporate physicians and Vitalant personnel for the provision of medical services, medical and technical advice pertaining to donor suitability, the preparation of blood products, and donor and recipient safety. The incumbent is responsible for the operational functions of the central office Medical Affairs Department. Requirements: MD or DO required. Thorough knowledge of the entire blood product manufacturing process, cGMPs, and all applicable regulations affecting such processes required. Licensed (or

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POSITIONS (continued from page 9)

acquires license within 6 months) in the State of work required. Board Certified in Clinical Pathology, Pediatrics or Internal Medicine required. Board Certified in Blood Bank/Transfusion Medicine, Hematology, or 10 years' experience in the field of Transfusion Medicine required. Nine years' experience in the field of Transfusion Medicine required. To include: Five years at a senior management level. Experience at a blood center that collects, tests, and distributes blood products for transfusion preferred. For more information or to apply, please click [here](#).

Transfusion Safety Officer. Duke Health is looking for a motivated individual to become the Transfusion Safety Officer. The Transfusion Safety Officer will review blood transfusion practice, develop education on best practices and provide data support for transfusion champions. Duke Health is a three-hospital system with Duke University Hospital as the primary site, located in Durham and Raleigh, North Carolina. RN or MLS with three years' experience in their area required. Please click [here](#) to apply.

Registered Nurse. LifeSouth Community Blood Centers is currently seeking experienced professionals to join our team as **Registered Nurses in Gainesville, FL, and Jacksonville, FL.** This position is responsible for traveling to hospitals to perform therapeutic apheresis procedures. Nurses will only care for one patient at a time and will work alongside hospital nurses and physicians to complete procedures. Nurses will also spend time at the LifeSouth office to coordinate upcoming apheresis procedures and organize necessary documentation. Training: Do not let a lack of apheresis experience stop you from applying! No previous apheresis experience is required. If hired, you will be given sufficient on-the-job training to learn the specialized skills this position requires. Training for this position will be conducted during regular business hours. This is a full-time position. Starting salary range is \$65,000 - \$71,500 annually plus travel and on-call bonus. Background check and drug test required. Equal Opportunity/Affirmative Action Employer/DFWP/Tobacco Free. Applicants should click [here](#) to apply for the Gainesville, FL location. Applicants should click [here](#) to apply for the Jacksonville, FL location.

Blood Donor Recruiter II (Stanford Blood Center). Responsibilities: Provides donor recruitment support to the fixed site Blood Centers; greets and processes donor registrations; processes special donations orders, including autologous, directed, therapeutic, research, HLA matched and RBC phenotype-matched products. Recruits donors for specialized blood products and special donations orders. May act as primary contact and liaison for the evening staff in Telerecruitment. Qualifications: High

School diploma, GED or equivalent. Two (2) years' experience in blood banking. One (1) year experience as a blood donor recruiter or as a lead. Please click [here](#) to apply.

Territory Sales Consultant (Hot Springs, Arkansas). Outside sales representatives 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 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/>

Territory Sales Consultant (Fort Smith, Arkansas). Outside sales representatives 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 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

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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/>

Territory Sales Consultant (Little Rock, Arkansas). Outside sales representatives 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 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/>.

Medical Technologist - IRL Lab. LifeSouth Community Blood Centers is currently seeking a skilled individual for a **Medical Technologist** to join our Immunohematology Reference Laboratory (IRL) in **Atlanta, GA**. This person needs to have the skills and abilities to work independently, communicate effectively, and can perform and interpret clinical laboratory tests for providing blood for a patient in need of a transfusion. This position requires extensive understanding of blood group serology, compatibility testing, and selection of blood for patients with complex serological problems. The schedule is flexible to accommodate individual and IRL staff openings. Full time (40 hours per week) can be either 8-hour or 10-hour shifts. Because this is a flexible

staff position, the applicant's schedule will be set on a month-to-month basis. **This is an overnight position; third shift availability is a must.** Training: This is a fulltime position. The starting salary range is \$29.00 - \$34.80 an hour. Shift differential applies to evening and overnight hours. LifeSouth offers a competitive benefits package and great career development opportunities. Background check and drug test required. Equal Opportunity/Affirmative Action Employer/DFWP/Tobacco Free. **Applicants should apply here:** <https://lifesouth.csod.com/ux/ats/careersite/5/home/req-uisition/2605?c=lifesouth>.

Technical Services Director (R219222). Under the administrative direction of the Senior Director of Operations and technical direction of the Medical Director, the Technical Services Director is responsible for the administrative and technical management of the Technical Services Laboratory, including: Processing (testing), Quality Control, Components (manufacturing) Laboratory, Distribution, and Operations Support. The Technical Services Director acts as the CLIA Technical Supervisor for Stanford Blood Center and delegates responsibilities to administrative and professional support personnel as appropriate. Requirements: Bachelor's degree in Biology, Biological Science, Chemistry, or Medical Technology Required. Five plus years to seven years of directly relatable laboratory experience required. Three plus years to five years of progressively responsible supervisory experience required. Click [here](#) to apply.

Testing Lab Operations Manager (R2212874). Under the general operational direction of the Technical Services Director and the technical direction of the Medical Director, the Testing Lab Operations Manager is responsible for the administrative and technical management of Technical Services Testing Operations, which includes: Testing/Processing, Product QC, and Operations Support functions. Perform assigned duties with wide latitude in exercising judgment and discretion, taking accountability for meeting organizational objectives and compliance with regulatory agencies. Delegate responsibilities to supervisors and support personnel as appropriate. Requirements: Bachelor's degree in medical technology or life science, or related field. Lab\CLS – MTA - California Clinical Laboratory Scientist Upon Hire required. One to two years prior supervisory experience. Five to seven years relevant experience in clinical lab or blood center. Click [here](#) to apply.

Chief Financial Officer. Blood Assurance is seeking to fill a job opening for a Chief Financial Officer (CFO) based in our downtown Chattanooga home office. This role will be primarily responsible for strategically leading and executing on all accounting, payroll, finance, and other fiscal management needs of the organization. The

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CFO will regularly partner with other members of the executive team, with the company's executive Board and with external financial advisors to ensure that the company's fiscal policy decisions consistently meet short and long-term operational objectives. The CFO will also lead a team of three experienced members of the Finance department with clear management direction and accountability. Minimum qualifications include: Bachelor's degree in Accounting or Finance. Current CPA licensure. Minimum of 10-15 years of finance and accounting experience. Three to five years in a senior-level leadership role with experience supervising others. Success in this role will require advanced skills in all of the following areas: verbal and written leadership communications, staff management/development, analytics, customer service, conflict resolution, decision-making, strategic planning, collaborative teamwork, flexibility, adaptability, accounting and finance modeling, group presentations and complex problem solving. Qualified candidates are encouraged to submit an online application for consideration at www.bloodassurance.org. Blood Assurance is an EOE and a Tobacco Free Workplace.

Risk Management Manager (Scottsdale, Ariz.). Vitalant is a nonprofit organization that collects blood from volunteer donors and provides blood, blood products and services across the U.S. Under minimal supervision, this position manages insurance and claims administration. This position is responsible for providing system-wide support for the organization's risk management program and for managing internal processes for the organization's self-insurance and commercial insurance programs. This position will lead the organization's development of programs to identify, evaluate, and mitigate risk for the organization on an ongoing basis. This position acts as liaison with attorneys and carriers for all property and casualty claims and insurance issues and is primary contact with commercial insurance underwriters and brokers. This position provides Risk Management support and various other risk management tasks for Vitalant, its subsidiaries and affiliates as assigned. This position reports to the Executive Vice President, Chief Legal Officer & General Counsel or his/her designee. A bachelor's degree or equivalent combination of education and experience is required. An Associate in Risk Management (ARM) Certification, Chartered Property Casualty Underwriter (CPCU), Associate in Claims (AIC) designation, or other risk/insurance designation is preferred. Five years of related experience required. To include: experience in development and management of relationships with insurance brokers, carriers, consultants, and third-party administrators. Experience working primarily with insurance and risk management in a corporate, hospital or healthcare setting is preferred. Experience with Origami or similar risk and claim management database and reporting system preferred. For more information or to apply, click [here](#). ♦