



ABC NEWSLETTER

CURRENT EVENTS AND TRENDS IN BLOOD SERVICES

Visit ABC's Web site at: www.americasblood.org

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Blood Community Provides Joint Comments to CMS Regarding OPSS

America’s Blood Centers (ABC), the Association for the Advancement of Blood & Biotherapies (AABB) and the American Red Cross have submitted joint [comments](#) to the Centers for Medicare & Medicaid Services (CMS) in response to the “Hospital Outpatient Prospective Payment and Ambulatory Surgical Center Payment Systems [proposed rule](#) for calendar year 2023.”

In the comments, the blood community recognizes that the agency “established a Healthcare Common Procedure Coding System (HCPCS) code P9099 to enable providers to report the use of unclassified blood products” and its work in “identif[ying] the appropriate payment methodology as evidenced by the proposal to increase the payment rate of \$7.79 to \$56.58 for HCPCS code P9099.” However, ABC, AABB, and the American Red Cross do not think the payment rate “represent[s] the cost of commonly used existing products and is insufficient to cover the expected costs of innovative new products. Additionally, this level of payment is likely to create a financial barrier for providers offering new and innovative blood products to Medicare beneficiaries.”

The blood community proposed that “CMS adopt one of two alternative solutions:

- change the status indicator assigned to HCPCS code P9099 (blood not otherwise classified [NOC]) to ‘F’ to authorize A/B MACs to pay hospitals on the basis of reasonable cost; or
- assign Q-codes to new blood products and adopt an expedited review of coding and payment policies for novel blood products.”

The comments conclude with ABC, AABB, and the American Red Cross stating that “reimbursement should adequately reflect the adoption and implementation of innovative blood products and be in line with the policy the U.S. Department of Health and Human Services outlined in [Adequacy of the National Blood Supply: Report to Congress 2020](#).” The blood community also encouraged CMS to “work with manufacturers and the blood community to educate providers on how to bill for new blood products and to expeditiously establish new billing codes and provide separate payments for these blood products and services in the hospital outpatient setting.”

(Source: ABC, AABB, and the American Red Cross Joint [Comments](#), 9/13/22) 💧



RBC Quality and Donor Cognition Studied in Iron-deficient Blood Donors

Researchers in *Blood Advances* have [published](#) results from a “single-center, randomized, double-blind, placebo-controlled trial (Donor Iron Deficiency Study [DIDS])” that aimed to assess “the effect of iron repletion on the transfusion quality of red [blood] cells obtained from adult donors who met all regulatory criteria for blood donation, but who were iron deficient.” The study did not include donors between the ages of 16 and 18. The authors “hypothesized that stored red cells from adult donors with iron deficiency would fail to meet quality criteria and that iron repletion would improve post-transfusion recovery [and] that iron repletion of these donors would improve quality of life and cognitive performance measures.”

The trial recruited “[f]requent blood donors (male ≥ 2 and female ≥ 1 whole blood donations in the past year) [and] included [e]ligible volunteers [who] were 18-75 years old, healthy by self-report[ing], with hemato-crits meeting blood donation criteria (male >39 percent; female >38 percent) and evidence of iron deficiency (ferritin <15 $\mu\text{g/L}$ and zinc protoporphyrin >60 $\mu\text{Mol/mol}$ heme)” Recruitment took place from January 2017 to January 2021 and a “final five-month follow-up [occurred] in October 2021.”

The authors explained that participants “donated an initial standard autologous, leukoreduced whole blood unit, which was refrigerator-stored in Additive Solution Formula 3 (AS-3) for 40-42 days, and then followed by the key reference standard for blood quality: a 51-chromium posttransfusion recovery study based on methods...Subjects were then randomized within 30 days to either intravenous normal saline (500 mL) or one-gram low molecular weight iron dextran (INFeD®)...Safety quality of life surveys and cognitive function were assessed immediately prior to both blood donations and both post-transfusion recovery studies.”

The study found that “[o]f 2,011 blood donors screened, 983 met the eligibility criteria...110 met the laboratory criteria for iron deficiency...79 subjects underwent randomization, with 39 assigned to iron repletion and 40 to placebo. For the primary outcome measure, 29 subjects (74 percent) in the iron repletion group and 28 subjects (70 percent) in the placebo group had both scheduled post-transfusion recovery studies completed successfully...Laboratory measures of iron deficiency did not differ between the groups at any timepoint prior to randomization. At a second blood donation visit four to six months after randomization, hemoglobin increased by a mean 1.4 g/dL (95 percent CI 0.9-1.9), ferritin by 66 $\mu\text{g/L}$ (58-73), and zinc protoporphyrin decreased by 48.1 $\mu\text{Mol/mol}$ heme (33.1-63.1) in the iron repletion group, as compared to the placebo group...[S]ubjects with iron deficiency met the FDA criteria with a mean (\pm SD) recovery of 83.0 ± 6.5 percent and 71/76 successful recoveries. The primary outcome mean increase in posttransfusion recovery among subjects randomized to iron repletion was 1.6 percent (95 percent CI -0.5 – 3.8) as compared to -0.4 percent (-2.0 – 1.2) among those randomized to placebo, for a non-significant mean between-group difference of 2.0% (-0.6 – 4.6).”

The researchers concluded that “the results of this randomized, double-blind, placebo-controlled trial provide evidence that current regulatory criteria for blood donation preserve the storage quality of red cells for transfusion into recipients and protect adult donors from measurable effects of blood donation-induced iron deficiency on quality of life and cognition.” However, they also stated that “rigorous examination is needed of the consequences of blood donation-induced iron deficiency for brain development and cognition in younger teenage donors.” They acknowledged that some limitations of their trial included “its lack of generalizability to iron deficiency in non-blood donors. This selection bias may also have been exacerbated by including only blood donors who could commit the time for the multiple screening and follow-up visits that DIDS required; and the post-transfusion recovery primary outcome measure only assesses the ability of transfused red cells to circulate for 24-hours. Longer term red blood cell survival, tissue oxygenation, redox homeostasis, hemoglobin increment, or other measures of red cell quality or efficacy were not assessed and may possibly be affected by iron repletion.”

Citation: Hod, E., Brittenham, G., Bitan, Z., *et al.* “[A randomized trial of blood donor iron repletion on red cell quality for transfusion and donor cognition and wellbeing.](#)” *Blood Advances*. 2022. 💧



RESEARCH IN BRIEF

Evaluation of Red Blood Cells Stored in Non-DEHP Containers. A study in *Vox Sanguinis* focuses on the fact that “[i]n the last decade, several studies have shown that di-ethyl-hexyl-phthalate (DEHP) may be toxic...As such, the European Medical Device Regulation has banned DEHP in medical devices [by] May 2025.” The authors of “this study, verified *in vitro* quality parameters of red cell concentrates (RCC) collected in DEHP-, 1,2-cyclohexane dicarboxylic acid diisononyl ester (DINCH)-, and DINCH/N-butyl-n-hexyl citrate (BTHC)-polyvinyl chloride (PVC) hybrid blood bags and stored in saline-adenine-glucose-mannitol (SAGM) or phosphate-adenine-glucose-guanosine-saline-mannitol (PAGGSM) as an additive solution.” The next step was “implementation of standard production procedures of the DINCH/BTHC-PVC hybrid blood bag system and PAGGSM/BTHC-PVC RCC storage bags...Finally, hemovigilance surveillance [was initiated] to assess the safety in terms of transfusion reactions...[The] impact of the substitution of DEHP-PVC by BTHC-PVC in combination with the SAGM storage solution” was assessed. The authors explained that “[a] significant increase in hemolysis was found on Day 42 (0.36 vs. 0.66 percent), while adenosine triphosphate (ATP) levels remained similar...In order to suppress hemolysis, [the study] substituted the SAGM storage solution with PAGGSM...This managed to dampen hemolysis on Day 42 from 0.66 to 0.38 percent...[T]his non-DEHP alternative [was chosen] to conduct hemovigilance surveillance...[A] total of 7,312 RCC units were issued to 2,285 patients (1,650 RCC units in PAGGSM/BTHC-PVC and 5,662 RCC units in SAGM/DEHP-PVC)...Thirty [patients] developed a transfusion reaction...The rate of transfusion reactions was lower in the PAGGSM/BTHC-PVC group (0.24 percent) as compared to the SAGM/DEHP-PVC group (0.44 percent).” The authors noted that “[m]ost transfusion reactions were grade one; only six were grade two...[They] concluded that there is no evidence suggesting that the quality of plasma and platelet components is negatively affected by the absence of DEHP.” They added that the “combination of BTHC-PVC and PAGGSM is a promising candidate...These data, taken together, provide a basis for further exploration of the non-DEHP DINCH/BTHC hybrid blood bag system.”

Citation: Vermeulen, C., den Besten, G., van den Bos, A.G., Go, M., Gouwerok, E., Vlaar, R., *et al.* [Clinical and in vitro evaluation of red blood cells collected and stored in a non-DEHP plasticized bag system.](#) *Vox Sang.* 2022

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



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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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America's Blood Centers
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INSIDE ABC

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

ABC Webinar: Navigating Cybersecurity in Community Blood Donor Centers

America's Blood Centers (ABC) will host a webinar on September 20th titled "Navigating Cybersecurity in Community Blood Donor Centers." The webinar will take place from 3-4 pm EDT and will feature Richard Dunn, CISM, ISACA, manager of Security and Resilience at Gulf Coast Regional Blood Center. He will share his expertise in cybersecurity as well as the impact of electronic devices and the challenges of maintaining the security of information and data at the blood center. P.A.C.E. credits will be available as well as a webinar recording. More information on this webinar including a link to join is available to ABC members in MCN 22-079. Contact [us](#) to receive a copy of the MCN.

(Source: MCN 22-079, 9/14/22)

Thank You to All Donor Recruitment Professionals!

ABC and ADRP, an International division of ABC, salute all individuals worldwide that work in donor recruitment. Both organizations and blood centers around the globe took part in [International Donor Recruitment Professionals Day](#) on September 15th and recognized recruitment professionals for their commitment to ensuring the availability of blood for all patients. Please share your celebrations on ADRP's [CollABORate](#).

Member Employee Retention & Turnover Survey Results Are Available

Results of the America's Blood Centers (ABC) Member Employee Retention & Turnover Survey are available to ABC members in MCN 22-077. Please contact [us](#) to receive a copy. This benchmarking survey provides ABC members with insights into blood center experiences, the impact of human resources- (HR) related issues to blood center operations, and policy solutions centers have implemented to promote employee retention. In addition to the aggregate data from 2021, the report includes turnover rates for the first five months of 2022, providing a quick check-in on the progress centers are making this year. Results of the survey will also be presented in the upcoming [ADRP 2022 Master Class](#) on September 28th. [Registration](#) is open.

(Source: MCN 22-077, 9/2/22)

ABC Launches 2022 Benchmarking Survey for Service Fees

ABC recently launched its annual benchmarking survey for member service fees. All ABC member blood centers are encouraged to participate. The results of this survey are an important part of ABC's advocacy efforts for better Centers for Medicare & Medicaid Services reimbursement for blood products. The data from the report will be aggregated and no individual member data will be shown. Members are asked to complete the survey by September 23rd. A link to the survey and a PDF version are available to ABC members in MCN 22-073. Please contact [us](#) with any questions.

(Source: MCN 22-073, 8/24/22) ◆



BRIEFLY NOTED

The American Society of Hematology (ASH) [published](#) a “Statement on a Strong Blood Supply” this week. In the communication, the organization expresses its concern with “ensuring an adequate supply of safe blood and blood products – including red blood cells, platelets, plasma, and other blood components – when clinically justified for individuals with hematologic conditions.” ASH acknowledges that “[b]lood is one of the most frequently prescribed intravenous therapies in hospitals. Despite its critical importance, the blood supply is unstable, and the ongoing COVID-19 pandemic has exacerbated existing challenges and reinforced the need to invest in the security of the blood supply chain. ASH supports steps to ensure a safe and adequate blood supply and to further encourage donations from all healthy people capable of donation.” The organization states its support for “policy goals to support a strong blood supply:

- Clinical management: [i]dentify best practices for more efficient blood utilization, and clinical management protocols to minimize the need for transfusion;
- Research and Surveillance: [e]ncourage additional research to better inform donor policies and assure a safe and robust blood supply;
- Donor Eligibility Criteria: [s]afely maximize eligibility criteria and eliminate unwarranted biased exclusion of marginalized populations;
- Public Education and Awareness: [i]ncrease interest in donating blood and minimize barriers to blood donation; [and]
- Adequacy of Supply: [e]nsure that recipients of blood products have confidence in safety of the blood supply and are well informed about the benefits and risks of blood transfusion.”

(Source: ASH [Statement](#), 9/13/22)

Michigan has introduced [House Bill 6238](#) which provides a tax credit for blood donation. The proposed legislation states “[f]or tax years that begin on and after January 1, 2022, a taxpayer may claim a credit against the tax imposed by this part equal to \$25 for each verified blood donation made during the tax year. The department may require the taxpayer to submit the documentation or other reasonable proof with the annual return for which a credit is claimed under this section to support the number of verified blood donations claimed under this section.”

(Source: Michigan [House Bill 6238](#), 6/16/22)



The Blood Emergency Readiness Corps (BERC) [celebrated](#) its first anniversary this week. According to a news release, the organization “was founded in 2021 as a partnership by a group of blood centers who joined together to keep the blood supply stocked during emergencies when blood needs are high, such as during a mass-casualty event or natural disaster. Prior to the founding of BERC, many local centers faced widespread blood shortages during COVID. By creating BERC, these blood centers helped ensure blood will always be ready and available if needed nationwide,

without delays and uncertainty.” BERC is made up of 33 blood centers in 41 states. “Our members are committed to helping save lives within their own communities, but we know emergencies can arise at any time and outstrip the local blood supply,” said Nelson Hellwig, MBA, chief executive officer of the Alliance for Community Transfusion Services and Administrator of the BERC Program, in the news release. “BERC provides an emergency reserve of blood units, available to be shipped at a moment’s notice. This allows our members to respond to the needs of their communities and provides essential support whenever a crisis might occur.”

(Source: BERC [News Release](#), 9/12/22) 💧



WORD IN WASHINGTON

President Biden intends to appoint Renee Wegrzyn, PhD as the first director of the newly formed Advanced Research Projects Agency for Health (ARPA-H). According to an [announcement](#) from the Administration, “Dr. Wegrzyn [is] a scientist with professional experience working for two of the institutions that inspired the creation of ARPA-H – the Defense Advanced Research Projects Agency (DARPA) and Intelligence Advanced Research Projects Activity (IARPA) – [and] will be responsible for driving the agency’s nascent research portfolio and associated budget. The budget is expected to support a broad range of programs in order to develop capabilities to prevent, detect, and treat some of the most intractable diseases including cancer...[She] is currently a vice president of Business Development at Ginkgo Bioworks and head of Innovation at Concentric by Ginkgo, where she is focused on applying synthetic biology to outpace infectious diseases – including COVID-19 – through biomanufacturing, vaccine innovation, and biosurveillance of pathogens at scale.” In March 2022, President Biden announced the creation of ARPA-H “to push the limits of U.S. biomedical and health research and innovation. ARPA-H will embrace proven models of tapping talent and expertise from across industry, academia, and government to bring new ideas and approaches, as well as the ability to marshal resources through public-private partnerships.”

(Source: White House [Announcement](#), 9/12/22)

The U.S. Department of Health and Human Services’ (HHS) Tick-Borne Disease Working Group (TBDWG) has [announced](#) its next meeting will take place October 4-5th. The purpose of the meeting is to “review the final draft of chapters for the report [to Congress and the HHS Secretary] and further discuss plans for developing the next report to the HHS Secretary and Congress on federal tick-borne activities and research, taking into consideration the [2018](#) and [2020](#) reports. The 2022 report will address a wide range of topics related to tick-borne diseases, such as, surveillance, prevention, diagnosis, diagnostics, and treatment; identify advances made in research, as well as overlap and gaps in tick-borne disease research; and provide recommendations regarding any appropriate changes or improvements to such activities and research.” More information on the meeting is available [here](#). Upcoming meetings are also scheduled for [October 25th](#) and [December 7th](#).

(Source: *Federal Register* [Notice](#), 9/2/22) ♦

MEMBER NEWS

Teams from **Stanford Blood Center (SBC)** and Stanford University Pathology, led by SBC Chief Medical Officer Tho Pham, MD as senior author, recently had two research papers published in *Transfusion* highlighting SBC’s pioneering lead in pathogen reduction technology (PRT) platelet implementation and its concomitant [to] low-yield platelet production. In 2021, SBC became the first blood center of its size in the nation to use PRT on 100 percent of its transfusable platelets produced. This milestone ensured that the platelet units [SBC] donors generously provide are as safe as possible for any patient who may need them. In the first [paper](#), “Implementation strategy for complete pathogen reduction technology treated apheresis platelet inventory,” lead author Elaine Shu (SBC’s Performance Improvement Analyst) and colleagues [focus] on SBC’s transition from a dual inventory of bacterial culturing (BacT)/PRT to a sole PRT platelet inventory. The work outlines the difficulties and innovative solutions required to overcome them in order to have a robust 100 percent PRT platelet inventory with minimal wastage. Since SBC is the first in the nation to do so at this scale, the paper will serve as a roadmap for others across the nation to emulate should they so choose. In the second [paper](#), “Transfusion outcomes between regular and low yield pathogen reduced platelets across different patient populations in a single institution,” lead author Dr. Mei San Tang (Stanford Transfusion Medicine Fellow) and colleagues demonstrate that low-dose PRT platelets have no major discernable difference in clinical outcomes among patients of varying diagnoses. This is the first U.S.

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MEMBER NEWS (continued from page 6)

study to show clinical equivalence between regular and low-dose PRT platelets and supports the safe practice of using low-dose PRT platelets across different patient groups. Together, these two papers highlight the pioneering steps SBC has taken to implement 100 percent PRT production, ensure sustainability, and maintain the highest levels of patient care. The print versions of both papers are expected to appear in an upcoming October issue of *Transfusion*.

(Source: Stanford Blood Center Announcement, 9/13/22)

Contributed by Ross Coyle, Public Relations Officer at Stanford Blood Center 💧

GLOBAL NEWS

A [report](#) from *Yahoo News* states that the European Court of Human Rights has ruled that “French authorities had violated the privacy of a would-be blood donor by labelling him a homosexual, before laws were changed to allow [sexually active gay and bisexual men] to donate.” As a result of the ruling, the country has been ordered to pay Laurent Drelon of Paris “3,000 euros in damages as well as 9,000 euros for legal costs and expenses. His case was one of several challenges to the French ban on donations by [sexually active gay and bisexual men] before the country moved to [individual risk-based donor screenings] last March.” The article stated that “[i]n 2004, Mr. Drelon, attempted to give blood with the country’s national blood transfusion agency, but refused to answer when asked during a screening interview if he had had sexual relations with another man. That led the [transfusion agency] to mark him as a [gay male] in his donor file, effectively excluding him from attempting to donate again in 2006. Mr. Drelon then filed unsuccessful discrimination complaints. He was again prevented from trying to donate in 2016, when he filed his application with the European rights court, based in Strasbourg, eastern France. The court found that the collection and retention of sensitive personal data constituted an interference with the applicant’s right to respect for his private life...The personal data was based on ‘mere speculation,’ the court ruled, adding it had been kept for an “excessive retention period” that was not justified by the aim of preventing gay men [from] donat[ing] blood.”

(Source: *Yahoo News*, [French blood donor wins rights case over 'homosexual' data](#), 9/8/22) 💧

COMPANY NEWS

Blood Centers of America (BCA) [announced](#) this week that it “will plant 160,000 additional trees in Uganda, in the North-East area of the African state.” This initiative is a collaboration between the organization, its participating member blood centers, and Forestmatic. It is designed “to inform and mobilize U.S. blood donors in a joint, widespread, national campaign dedicated to saving lives, while giving back to the planet.” A list of blood centers taking part in the campaign is available [here](#).

(Source: BCA [News Release](#), 9/14/22) 💧

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

Sept. 19-22. **American Association of Tissue Banks Annual Meeting, San Antonio, Texas.** More information available [here](#).

Sept. 20-22. **2022 Center for Biologics Evaluation and Research (CBER) Science Symposium (Virtual).** More information available [here](#).

Sept. 21-22. **28th IPFA/ Paul-Ehrlich-Institut[e] (PEI) International Workshop on Surveillance and Screening of Blood-borne Pathogens, Porto, Portugal.** Registration is [open](#). More information available [here](#).

Sept. 28-29. **2022 ADRP Master Class (Virtual).** Registration is [open](#).

Sept. 28-29. **BEST Meeting LXIV, Cocoa Beach, Fla.** More information available [here](#).

Oct. 1-4. **Association for the Advancement of Blood & Biotherapies Annual Meeting, Orlando, Fla.** Registration is [open](#). More information available [here](#).

Oct. 4-5. **U.S. Department of Health and Human Services (HHS) Tick-Borne Disease Working Group Meeting (Virtual).** More information available [here](#).

Oct. 25. **(HHS) Tick-Borne Disease Working Group Meeting (Virtual).** More information available [here](#).

Nov. 15-16. **The Biomedical Advanced Research and Development Authority (BARDA) Industry Day (Virtual).** More details available [here](#).

Dec. 7. **(HHS) Tick-Borne Disease Working Group Meeting (Virtual).** More information available [here](#).

2023

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

April. 24-28. **ABC Blood Center Advocacy Week.** More information coming soon.

May 9-11. **2023 ADRP Conference, Charlotte, N.C.** More information coming soon. 💧

Upcoming ABC Webinars – Don’t Miss Out!

- **ABC Cybersecurity Threats & Mitigation for Blood Centers Webinar** – September 20 from 3-4 PM EDT. More information coming soon.
- **ADRP vCJD Implementation – Soup to Nuts Webinar** – October 12 from 1-2 PM EDT. More information coming soon.

EQUIPMENT AVAILABLE

For Sale. New and Unused CompoMat G5 Units. The Blood Bank of Alaska has three new and unused CompoMat G5 Units for sale. These units have not been validated or used. If interested, please contact Bryan Baynard at bbaynard@bbak.org or (907) 222-5664.

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 Business and Administration/Chief Financial Officer (Hoxworth Blood Center). As one of the oldest medical schools in the country, the University of Cincinnati College of Medicine (COM) has a reputation for training best-in-class health care professionals and developing cutting-edge procedures and research that improves the health and clinical care of patients. Hoxworth Blood Center (HBC) is located within the College of Medicine and is the only Regional Blood Center owned and operated by a University in United States. The University of Cincinnati, College of Medicine is seeking an Executive Director of Business and Administration/CFO for Hoxworth Blood Center. This position will direct the financial and administrative activities including income generation and expense management and will function as the most senior-level financial and administrative officer. This includes tactical and strategic planning, fiscal management, annual budget development, personnel management, program development, and other administrative matters. Required Education: Bachelor's Degree in Business or related field. Required Experience: Seven (7) years of relevant work experience. Additional Qualifications Considered: MBA; Experience in a blood center, medical school, university, research organization and/or healthcare organization is desired. If interested, please apply at: <https://bit.ly/3QXm2kE>. The University of Cincinnati is an Affirmative Action / Equal Opportunity Employer / Minority / Female / Disability / Veteran.

Quality Assurance Specialist. SunCoast Blood Centers is looking for a QA Specialist in Sarasota, FL. This position conducts internal audits and ensures follow-up correction action occurs. The QA Specialist coordinates and performs product lookback activities, including monitoring of daily quarantine reports. The role also requires leading annual staff trainings, document management, writing or revising SOPs, maintaining Error Management and Donor Adverse Reaction databases, follow-up investigations, and performing validations prior to implementation of new processes, equipment or software version updates. We offer a generous benefits package

including medical as well as employer paid dental and vision benefits, 401(k) with 100% company match, yearly increases, education reimbursement and so much more! Join our team and help make an impact in your community today! Click [here](#) to apply.

Director of Marketing & Communications (Shreveport, LA). LifeShare Blood Center is seeking a skilled **Marketing and Communications Director** to provide leadership and direction to our marketing, branding and community engagement team. Reporting to the Executive Director of Blood Operations, the Director will develop and direct effective strategies and campaigns to recruit and influence blood donors; develop and execute a clear public relations strategy and tactical plan to aggressively build brand awareness in traditional and non-traditional venues; oversee production of marketing materials; and develop and maintain strong media relations in all of LifeShare's operating regions. LifeShare offers a competitive beginning salary, commensurate with experience and a generous benefits package, including employer-paid medical, life and disability insurance; 401(k) with employer contributions; employee wellness program; and paid time off. Please visit our [Careers Page](#) to apply.

Biotherapies Sales & Business Development Manager (Association for the Advancement of Blood & Biotherapies (AABB) – Bethesda, MD/Remote). Are you entrepreneurial in spirit and want to grow a new biotherapy program? Come join the Association for the Advancement of Blood & Biotherapies (AABB) as a Biotherapies Sales & Business Development Manager! You will oversee the generation of biotherapies revenue through the sale and promotion of the AABB's products and services advancing the cell therapy, gene and cell therapy, and regenerative medicine fields. This is an excellent remote opportunity to utilize your creativity and analytical skills to support the growth of a brand-new program! AABB offers competitive salaries and a comprehensive benefits package. Requires a scientific background with experience in biotherapies and sales.

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POSITIONS (continued from page 9)

This position requires the ability to travel up to 50%. For additional information and to apply, please click [here](#).

Executive Director, Blood Operations (Shreveport, LA). LifeShare Blood Center is seeking an experienced operations manager as our **Executive Director** to provide leadership and strategically direct all blood operations and donor support operations, in fulfillment of the Company's strategic goals and business plan. Reporting to the Chief Operating Officer, the Executive Director will strategically lead LifeShare's community outreach, branding, marketing, and blood donor recruitment efforts; provide high-level direction of blood collection operations; and provide oversight of hospital services and component manufacturing to meet customer needs. **Please join us in our important mission to connect blood donors and the lives they impact!** LifeShare offers a competitive beginning salary, commensurate with experience and a generous benefits package, including employer-paid medical, life and disability insurance; employer base retirement and matching contributions to the 401(k) savings plan, paid time off bank, and employee wellness program. Please visit our [Careers Page](#) to apply.

Director, Regulatory Affairs and Public Policy. America's Blood Centers (ABC), North America's largest network of community-based, independent blood programs, is seeking a **Director, Regulatory Affairs and Public Policy**. The position is a key role for ABC and will provide the successful candidate an opportunity to lead a strategic area of work while benefitting from the flexibility of a fully remote office environment. The Director, Regulatory Affairs and Public Policy will assist in the development, implementation, execution, and advancement of the ABC Advocacy Agenda before federal agencies and other stakeholders. Responsibilities: Analyze, evaluate, communicate, and track the impact of new regulatory and science, medical, technical (SMT) developments on ABC member centers, including working with members and staff in the development of policy positions, public statements, and comment letters and responses to information requests from federal agencies. Build strategic relationships as a liaison with appropriate staff at FDA and other federal agencies as necessary (including HHS, OSHA, DOL, NCR, CDC, DOD, and others), and non-governmental industry partners. Serve as an ABC representative and spokesperson to industry coalitions. Conduct routine operational and ad hoc member surveys that support the ABC Advocacy Agenda. Work includes the creation of survey forms and protocols, analysis of data, and preparation and dissemination of reports. Educational Requirements: Bachelor's required. Experience, Knowledge, Skills and Abilities: Seven plus years of experience with public policy and regulatory affairs, preferably with FDA. Click [here](#) to view the full job description. Interested applicants should

send a cover letter and resume to careers@americasblood.org.

Territory Representative. Dedicated team members are the vital link between volunteer blood donors and hospital patients who rely on lifesaving blood transfusions and work diligently to ensure their friends, families, hospitals have access to a strong blood supply. LifeServe Blood Center's foundation is based on local blood donors supporting the needs of their local hospitals. F/T employees are eligible for medical, dental, vision, critical illness, supplemental insurance, short/long-term disability, life insurance, 403b and four weeks of PTO. Primary Responsibilities: Recruit, direct, and train volunteers to organize drives. Establish sales strategies to grow donor base. Coordinate resources associated with blood drives to ensure success. Conduct speaking engagements and participates in workshops/presentations/health fairs. Proactively works to meet individual monthly goals while also working collaboratively with the team to ensure weekly, monthly, and yearly blood goals are met. Follow all guidelines for completion of recruiting materials and scheduling mobile drives. Maintaining accurate records to provide tracking and statistical data on account performance. Education and/or Experience: Bachelor's degree in business, marketing, advertising, or communications is preferred. H.S. diploma and five plus years of recruitment, sales, marketing, volunteer management required. Interested applicants should apply at: [Join Our Team - LifeServe Blood Center](#).

Immunohematology Technician. LifeServe Blood Center is currently looking for a certified Medical Technician with the desire to provide exceptional customer service to our hospital partners and the patients they serve in IA, NE, and SD. Work in our state-of-the-art laboratory and will handle basic blood banking and complex antibody identification. F/T employees are eligible for a full benefit package including medical, dental, vision, critical illness, supplemental insurance, short/long term disability, life, company matching 403b, and four weeks of PTO. Shift differential is available for hours worked after 6:00 PM. Primary Responsibilities: Accepts, verifies, processes, and tests samples according to policies. Performs and interprets various testing procedures, including immunohematology, on donor and patient blood products. Performs quality control, maintenance, and calibration. Utilizes computers to obtain necessary data and to record test results. Monitoring testing processes to identify errors or problems leading to errors and takes effective and preventive corrective actions when indicated. Mentors and trains other laboratory team members and students. Education and Experience: MT/MLS or MLT from ASCP or equivalent. Bachelor's degree in medical technology or chemical, physical or biological science or

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related scientific field from an accredited college or university or an equivalent combination of education, certification, training and or experience. Meet current CLIA or ABB requirements for testing personnel. Interested applicants should apply at: [Join Our Team - LifeServe Blood Center](#).

Manager of Technical Services. The Blood Connection is looking for a Manager of Technical Services in Morrisville, NC. This is a new role that will be responsible for supervising and managing the daily operations of the technical departments: Hospital Services, Component Manufacturing/Biologics Processing and Immunohematology Reference Laboratory. We offer a generous benefits package including a great 401k match, tuition reimbursement, yearly increases, company bonus, cell phone stipend, and 30 days PTO. Join our team and help make an impact in your community today! Relocation assistance offered. Click [here](#) to apply.

Medical Director (Gulf Coast Regional Blood Center). Reporting to the Chief Medical Officer, this individual will assist in providing oversight of operational and implementation expertise across multiple areas of a large community blood center. Areas of responsibility include medical oversight of selection and care of donors, collection, processing, and testing of blood, and disease notification. In addition, this individual will provide guidance for The Blood Center's transfusion service activities and cellular therapy programs, as well as serving as a liaison with medical staff in the community to address transfusion concerns and assure the appropriate utilization of blood products. Requirements: Doctor of Medicine or Doctor of Osteopathy degree from an accredited university with at least four years of combined education and experience in blood banking/transfusion medicine or related field. Board certified or board-eligible in Pathology, Hematology, or related field. Specialty training and/or certification in Blood Banking, Hematology, or a similar related field is highly desirable. Eligible for medical license in the state of Texas. Applicants with additional medical or management experience in apheresis related to cellular therapy and transplant are strongly encouraged to apply. Click [here](#) to apply.

Donor Testing Laboratory Director. LifeSouth Community Blood Centers and The National Blood Testing Cooperative (NBTC) are currently seeking a skilled individual for the Donor Testing Laboratory Director position in the NBTC owned Donor Testing Laboratory in Stone Mountain, GA. This position is responsible for the strategic planning, development, organization, coordination, management, and daily oversight of all activities associated with a blood testing laboratory. This position will also ensure the laboratory performs in accordance with all regulatory requirements and will possess the oversight and responsibility of all standard operating procedures (SOPs) within the lab. Must have bachelor's degree in: chemical, physical, biological, clinical laboratory science, or medical technology. Scientific and technical knowledge from current sources, such as the AABB Standards and relevant guidances related to FDA, CLIA, and CMS, both state and federal. Minimum of four years of management/supervisory experience required; Equivalent combination of demonstrated work experience and education may be considered. Starting salary range is \$135,000 - \$150,000 annually. Click [here](#) to apply. 💧