

2022 #38

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ABC National Partnership with Health Professions Week

America's Blood Centers (ABC) announced a new partnership with [Health Professions Week](#), a digital career exploration event for high-school and college students to discover careers in healthcare. Through this partnership, ABC will work with member blood centers and Health Professions Week to produce digital content and on-demand videos for students, parents, and educators about blood donation and careers available at community blood centers.

In addition to being available on Health Professions Week's platform, provided content will also be available on ABC and its member blood centers' digital platforms. This is a continuation of ABC's ongoing work to reach younger, more diverse blood donors and help build the next generation healthcare workforce at community blood centers.

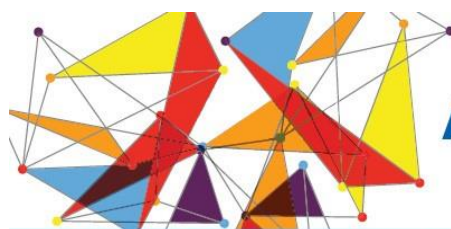
Health Professions Week will be held this year from November 5th – November 11th, with content also being promoted in March of 2023.

ABC will provide videos on three topics for next month's events:

- building an equitable healthcare system through blood donation, presented by the Gulf Coast Regional Blood Center;
- careers at community blood centers, presented by Blood Assurance; and
- the history of the FDA's MSM deferral/the ADVANCE Study, presented by ABC.

ABC will work to connect students with an interest in blood donation or a career in this field to their local community blood center. Please contact [Jeff Gohringer](#), director of Strategic Communications and National Partnerships at ABC for more information.

(Source: MCN 22-091, 10/21/22) ♦



AMERICA'S BLOOD CENTERS'
ANNUAL MEETING

MARCH 6-8, 2023

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Data Highlights Shared from Compensated Platelet Donation Model

Secure Transfusions Solutions (STS) has shared [data](#) “from its initial experience operating its first paid blood platelet donation center, Trusting Heart Blood Center (THBC), in Edina, Minn.” A [news release](#) from the company stated that the data was obtained by three sources:

- “the donor database at the blood center from its inception through its first 22 months of operations;
- internal marketing data; and
- a donor motivation data form completed by all individuals who completed a second donation at THBC in one of three locations: Edina, Minn., Raleigh, N.C., [or] Beaverton, Ore. Donor motivation data forms were collected between June 2022 through August 2022 from 452 individuals.”

Highlights of the data included STS’ “donor demographics reveal[ing] a younger and majority female donor base in contrast to the older, majority male donor base of other blood collection organizations,” stated STS in the news release as the median male donor age was 43 and the median female donor age was 45 with “the percentage of male donors and female donors [being] 46.7 percent and 53.3 percent, respectively.”

STS also shared that donors acknowledged other motivating factors aside from monetary compensation. “Reported data indicate that while monetary compensation is an important factor for donors at THBC, other motivators include altruism, personal significance, and understanding the current need for platelets. Respondents were asked to evaluate the extent to which a motivational criterion served as a driver for their donation. The percentages [represent] the combined rates of ‘agree’ or ‘strongly agree’ responses:

- altruism, goodwill, kindness: 91 percent;
- understanding the need for platelets for patients: 88 percent;
- monetary incentive: 80 percent;
- location of the center: 57 percent; [and]
- personal connection to someone who received blood components: 40 percent.”

When individuals were “asked if they would consider donating blood or platelets even if no monetary compensation was provided,” they responded:

- probably would and/or definitely would: 33 percent;
- perhaps might: 29 percent;
- unsure: 26 percent; [and]
- not at all: 12 percent”.

More information is available on STS’ website.

(Source: STS [News Release](#), 10/19/22) ◆

FDA Announces December BPAC Meeting

The U.S. Food and Drug Administration’s (FDA) Blood Products Advisory Committee will hold its next [meeting](#) on December 8th from 9:30 am – 1:30 pm EST. This will be a virtual meeting to hear and discuss “an overview of the research programs of the Laboratory of Emerging Pathogens and the Laboratory of Molecular Virology, Division of Emerging and Transfusion Transmitted Diseases, Office of Blood Research and Review, Center for Biologics Evaluation and Research. After the open session, the meeting will be closed to the public for committee deliberations.” Individuals can join an online webcast to view the portions of the meeting open to the public. According to the announcement, all meeting materials will be made available to the public prior to the meeting. “Interested persons may present data, information, or views, orally or in writing, on issues pending before the committee. Written submissions may be made to the contact person on or before December 1st.”

(Source: FDA [Announcement](#), 10/18/22) ◆

RESEARCH IN BRIEF

Reduction of Platelet Wastage Using Point of Release Platelet Testing. A study in *Laboratory Medicine* focused on the “Pan Genera Detection (PGD) test (Verax Biomedical), a rapid qualitative immunoassay for detecting aerobic and anaerobic bacteria in apheresis platelets near the time of their release, providing a method to extend the expiration of apheresis platelets from five to seven days.” The authors described “[t]he purpose of [the] study was to evaluate the effectiveness of PGD testing for reducing platelet wastage and decreasing costs at a tertiary care hospital...Data were stratified into two, 24-month periods: March 2017 through February 2019 (pre-PGD implementation) and March 2019 through February 2021 (post-PGD implementation)...Cost analysis considered the costs of platelet units wasted (\$500.00/unit) and PGD test supplies and performance (estimated \$26.50 per test).” The authors noted that “[i]n total, 2,391 [were received] in the pre-PGD period and 2,125 in the post-PGD period...A total of 419 units were wasted in the pre-PGD study period and 195 units were wasted in the post-PGD study period...Platelet wastage was thus reduced from 17.5 to 9.2 percent after PGD implementation, a statistically significant decrease ($P < .0001$)...The number of units tested on day six was 366, with 28 units wasted; 133 units were tested again on day seven, with 36 units wasted.” According to the study, “[the] use of PGD testing allowed an additional 302 platelets to be transfused that would have been otherwise discarded...The total cost attributed to wasted units was much lower after PGD testing began, decreasing from \$209,500.00 before PGD implementation to \$97,500.00 after PGD implementation.” The authors explained that [e]ven if one considers the cost of PGD supplies and test performance, estimated at \$56,000, there remains a considerable cost savings.” They acknowledged that limitations of the study were. “units that did not meet the volume requirement for PGD testing were not included in this study...Platelets obtained using a Trima apheresis system, processed using a pathogen reduction technique, or stored in platelet additive solution cannot be PGD tested and were also excluded from the study and from all calculations and statistical analysis.” The authors concluded that their “study provided evidence of reduced platelet product wastage through implementation of PGD testing in the blood bank.”

Citation: Munyikwa, R., Walker, L.A., Rajendran, R. [Improvement in Platelet Product Wastage and Reduction of Costs through Implementation of the Pan Genera Detection Test](#), *Laboratory Medicine*. 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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WORD IN WASHINGTON

This week the White House [announced](#) the “[National Biodefense Strategy and Implementation Plan on Countering Biological Threats, Enhancing Pandemic Preparedness, and Achieving Global Health Security](#).” According to a news release, the strategy provides a “whole-of-government framework that organizes how the U.S. Government manages its activities to more effectively assess, prevent, prepare for, respond to, and recover from biological threats.” The Administration also stated in the news release that the plan “builds upon the transformational goals set out in the [American Pandemic Preparedness: Transforming Our Capabilities Plan](#) by setting ambitious deadlines and metrics for our collective work to develop and deploy resulting innovations during active response...The National Biodefense Strategy goes even further by setting new audacious targets across pandemic preparedness capabilities. These include: increasing vaccine uptake rates to over 85 percent through evidence-based public messaging and education campaigns; developing and deploying pathogen-specific tests within 30 days; producing rapid, low-cost, point-of-need diagnostics within 90 days; repurposing effective therapeutics within 90 days; and maintaining clinical trial infrastructure so that new trials can be launched within 14 days of medical countermeasure identification; among others, so that when the next biological threat emerges, we are ready to act. Meeting these milestones will not be possible without a transformational investment in scientific innovation to supercharge our pandemic preparedness capabilities. Science will lead the way.”

(Source: White House [News Release](#), 10/18/22) 💧

BRIEFLY NOTED

The American Journal of Clinical Pathology has [published](#) the results of “[The American Society for Clinical Pathology’s 2021 Wage Survey of Medical Laboratories in the United States](#).” The survey aims “to inform the pathology and laboratory field of the most recent national wage data. Historically, the results of this biennial survey have served as a basis for additional research on laboratory recruitment, retention, education, marketing, certification, and advocacy.” Highlights of the 2021 wage survey include:

- “[t]he COVID-19 pandemic had a significant effect on staffing, workload, and work-life balance of many laboratory professionals.
- [e]ven with the salary increases reported from the results of this survey, it is evident that the increases have not kept up with the current inflation; and
- [f]ocus on visibility, recruitment and retention, and diversity are essential to develop long- and short-term solutions.”

Citation: Garcia, E., Kundu, I. Fong, K. “[The American Society for Clinical Pathology’s 2021 Wage Survey of Medical Laboratories in the United States](#).” *American Journal of Clinical Pathology*. 2022.

A federal court in Illinois has ruled that a plasma donation center “is a public accommodation under the Americans with Disabilities Act (ADA),” according to a [report from Bloomberg Law](#). The ruling allows a “lawsuit accusing CSL Plasma Inc. and CSL Behring LLC of violating the anti-discrimination laws [to] move forward. The state alleges the companies refused to allow people with mental health disabilities who use service animals and people who are deaf to enter collection centers to donate plasma. Both Title III of the ADA and the Illinois Human Rights Act prohibit disability-based discrimination in ‘places of public accommodation,’ including any ‘service establishments,’ the court said. The question here was whether a blood plasma collection center is a service establishment within the meaning of the statutes.”

(Source: *Bloomberg Law*, [Plasma donation center can be sued under disability bias laws](#), 10/18/22) 💧



PEOPLE

Todd Lewis has joined Blood Centers of America, Inc. (BCA) as senior vice president of Contracting and Business Development effective November 14th. According to a BCA announcement, Mr. Lewis is “a highly accomplished executive with over two decades of blood banking and healthcare experience with expert leadership proficiency and extensive chief operating experience. [He] has also worked with both small and large blood centers as well as suppliers/manufacturers. [Mr. Lewis] spent the last seven years of his career as the chief operating officer for Blood Bank of Hawaii. Before this, he worked with Fresenius-Kabi (formerly Fenwal) as a senior consultant in the blood/blood products industry helping centers improve operational efficiency. [Mr. Lewis’] industry relationships, experience, and knowledge of this industry, along with his fiscal success, will help BCA and its mission to enable positive financial outcomes through the purchasing strength of its members. In addition to his B.S. in Business Administration, [Mr. Lewis] also served in the U.S. Army [and he] holds a Lean/Six Sigma Certification.”

(Source: BCA Announcement, 10/12/22) 💧

MEMBER NEWS

Versiti recently [welcomed](#) a delegation of five health administrators from the Ukraine to Milwaukee as part of the Open World program, administered by the Congressional Office for International Leadership (COIL), an independent agency of the United States Congress. Over the course of four days, the delegation has participated in informational sessions and toured Versiti donation centers, blood processing facilities, and the Versiti Blood Research Institute. According to a Versiti news release, “[t]he delegates will learn about best practices in the American blood donation system as the former Soviet nation clashes with hostile, invading military forces.” Chris Miskel, MBA, president and chief executive officer of Versiti, added in the news release, “[w]e are honored to host these delegates and join them in their efforts to build a more sustainable community health system that best serves the people of Ukraine in times of peace and conflict.”

(Source: Versiti [News Release](#), 10/18/22) 💧

Upcoming ABC and ADRP Webinars – Don’t Miss Out!

- **ABC Reverse Mentoring: Future-Proof Your Organization Webinar** – November 2 from 2-3 PM EDT. More information including the link to join the webinar available to ABC members in MCN 22-089. Contact [us](#) for a copy of the MCN.
- **ADRP 2022 International Showcase** – November 9 from 1-2:30 PM EST. [Registration](#) is open and free to all.
- **ABC Blood Product Inventory Management: Donor Center & Hospital Transfusion Service Perspectives** – November 15 from 3-4:30 PM EST. More information coming soon!
- **ABC Scientific, Medical, and Technical Journal Club Webinar** – December 7 from 3-4 PM EST. More information coming soon!



America's Blood Centers®
It's About *Life*.





GLOBAL NEWS

The European Medicines Agency's (EMA) Committee for Medicinal Products for Human Use (CHMP) [recommended](#) a dengue vaccine candidate from Takeda for approval for “the prevention of dengue disease caused by any serotype in individuals four years of age and older in Europe and in dengue-endemic countries participating in the parallel EU-M4all procedure.” The positive recommendation was based on results from five clinical trials of “more than 28,000 children and adults. This includes four and a half years of follow-up data [from a phase III trial in which an exploratory analysis] which showed that throughout the four and a half years of study follow-up, [the vaccine candidate] prevented 84 percent of hospitalized dengue cases and 61 percent of symptomatic dengue cases in the overall population, including both seropositive and seronegative individuals. [The vaccine] has been generally well tolerated, with no evidence of disease enhancement in vaccine recipients, and no important safety risks have been identified in the trial, to date...The final step in the path to approval in Europe is Marketing Authorization from the EMA, which is expected in the coming months. Regulatory reviews will also progress in dengue-endemic countries in Latin America and Asia.”

(Source: Takeda [News Release](#), 10/14/22)

A Korean youth organization, We Are One, recently set a [record](#) acknowledged by GUINNESS WORLD RECORD™ for the most individuals to register as blood donors. According to a news release, the record occurred in South Korea in a 24-hour period, as more than 71,000 individuals “completed online blood donation applications. “It was possible not only because of the volunteers, but also the Korean Red Cross officials working at the forefront to solve the blood shortage, and the information technology company that developed an efficient blood donation application system,” said, Junsu Hong, the head of We Are One, in the news release. “In that sense it has great significance.” The previous record was “10,217 held by India over an eight-hour period.

(Source: We Are One [News Release](#), 10/20/22) 💧

COMPANY NEWS

Caring Cross [announced](#) that the first patient has been dosed in a phase I/IIa clinical of the company's investigational cellular therapy for HIV. According to a news release, the investigational cellular therapy “has [been] designed to potentially eliminate HIV-infected cells and suppresses HIV infection long-term in the body after a single infusion...The primary endpoints for the Phase I/IIa trial are safety and tolerability and to identify the optimal dose of the [therapy] for ongoing clinical development...Pre-clinical research investigating the [investigational] therapeutic candidate has demonstrated an ability to potently suppress HIV and eliminate HIV-expressing cells *in vitro* and in animal models. Research detailing this capability was published in a 2019 [paper](#) in *Science Translational Medicine*.”

(Source: Caring Cross [News Release](#), 10/11/22)

Grifols recently announced the [opening](#) of a new manufacturing facility in Ireland. The new plant adds “more than 183,000 square feet” to its existing facilities in Grange Castle, Ireland site and is expected to “[triple] the annual filling production capacity of Grifols' flexible container” for albumin storage.

(Source: Grifols [News Release](#), 10/19/22) 💧

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

Oct. 24-25. **U.S. Department of Health and Human Services (HHS) Tick-Borne Disease Working Group Meeting (Virtual)**. More information available [here](#).

Nov. 2. **America's Blood Centers (ABC) Reverse Mentoring: Future-Proof Your Organization Webinar**. More information available in MCN 22-089. Contact [us](#) for a copy of the MCN.

Nov. 6-7. **Association for the Advancement of Blood & Biotherapies (AABB) Annual Meeting (Virtual)**. More information available [here](#).

Nov. 9. **ADRP International Showcase (Virtual)**. [Registration](#) is open and free. More information available [here](#).

Nov. 15. **ABC Blood Product Inventory Management: Donor Center & Hospital Transfusion Service Perspectives Webinar**. More information coming soon.

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

Nov. 17. **U.S. Department of Health and Human Services Advisory Committee on Blood and Tissue Safety and Availability (ACBTSA) Meeting (Virtual)**. More details available [here](#).

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

Dec. 7. **ABC Scientific, Medical, and Technical Journal Club Webinar**. More information coming soon.

Dec. 8. **U.S. Food and Drug Administration Blood Products Advisory Committee Meeting (Virtual)**. More details available [here](#).

2023

Mar. 6-8. **ABC Annual Meeting, Washington, D.C.** Hotel and additional information are available [here](#).

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

Sept. 21-22. **29th IPFA/ Paul-Ehrlich-Institut[e] (PEI) International Workshop on Surveillance and Screening of Blood-borne Pathogens, Bologna, Italy**. More information available [here](#).

May 9-11. **2023 ADRP Conference, Charlotte, N.C.** Call for abstracts, hotel information, and more are available [here](#).

Sept. 17-20. **American Association of Tissue Banks Annual Meeting, National Harbor, Md.** More information available [here](#).

Oct. 14-17. **AABB Annual Meeting, Nashville, Tenn.** More information 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

POSITIONS

Technical Director. Central California Blood Center based in Fresno, seeks ideal candidate for the position of Technical Director. Specialist in Blood Banking (SBB ASCP) preferred, at least 10 years blood donor testing and component manufacturing experience required, including leadership position(s). California CLS license strongly preferred. Seeking a proven leadership-skilled individual who builds teams, collaborates, mentors, and innovates. The Technical Director is responsible for our blood donor testing laboratory, blood components manufacturing, phase III clinical trial research and biomanufacturing, immunohematology reference lab, and providing technical guidance to donor services when needed. Current area of responsibility includes over 25 FTE. Responsible for designing programs and tactics in line with company strategic goals, participating in senior leadership, assuring all processes and SOP are in compliance with state and federal regulations and AABB. Collaborates with Medical Director and other senior leaders to assure compliance, effectiveness, and positive culture within the company. Excellent salary and benefits package. How to apply: www.donateblood.org/careeropportunities/

Director of Hospital Services and Manufacturing. Blood Bank of Alaska is seeking a director to oversee our Hospital Services and Manufacturing Department in Anchorage, AK. This position is responsible for ensuring our manufacturing and distribution areas are operating in compliance with applicable government regulations, and accrediting agency standards. Also ensuring there is a dedicated focus on the production and distribution of quality products while providing the highest level of customer service. The Director will participate as a member of the blood bank's management team in planning, program formulation, and decision making for the functions and technical support of the manufacturing and distribution of blood products. The incumbent for this role must possess excellent conceptual, communication and analytical skills. Must understand general workflow processes and equipment used in a medical facility. The right candidate will have a bachelor's degree in a relevant field (required) and five years of supervisory experience in a highly regulated, fast-paced, and compliance-driven environment (preferred). If you meet the above qualifications, please apply by sending your resume to: mcannon@bbak.org. For more information about the Blood Bank of Alaska, please visit our website at <https://www.bloodbankofalaska.org>.

Business Development Representatives and Donor Recruitment Managers. The Blood Connection is hiring experienced Business Development Representatives and Donor Recruitment Managers in the Savannah, Charlotte, and Asheville areas. Please reach out to Sean Hair at shair@thebloodconnection.org for more information.

Territory Sales Consultant (Fort Smith, Arkansas, USA). Territory Sales Consultants must develop new

partnerships with targeted decision makers in community organizations, educational and religious institutions, and businesses to gain support in meeting the needs for volunteer blood donors. Responsibilities include organizing and promoting blood donation events; assessing, developing, and implementing strategic/tactical plans to achieve recruitment objective/goals. She/he is expected to develop a customer-focused culture that will result in successful community partnerships and donation awareness. Identify opportunities for growth within current group base, and facilitate a plan to achieve growth percentage for total unit collection within territory. Book recurring blood drives for the following year. Develop and maintain relationships with key accounts. Give presentations in order to promote blood collection. Identify and provide feedback on issues regarding customer needs/requirements, customer issues/concerns and satisfaction, competitor activities/strategies, etc. Interact effectively and professionally with team members and all internal/external contacts. Qualifications: Associate/Bachelor's degree preferred, one to three years sales related experience, public speaking/presentation experience preferred, excellent communication skills, and valid driver's license with access to vehicle. Salary Range: Competitive salary, commission plan, and excellent benefits package including health, dental, vision, and life insurance, 401(k), paid time off, and holiday pay. How to apply: <http://arkbi.org/careers/>.

Territory Sales Consultant (Oklahoma City, Oklahoma, USA). Territory Sales 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 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. Salary Range: Competitive salary with commission plan and excellent benefits package including health, dental, vision, and life insurance, 401(k), paid

(continued on page 9)

POSITIONS (continued from page 8)

time off, and \$500 bonus after 6 months and \$1,000 bonus after 1 year! How to apply: <http://obi.org/careers/>.

President and CEO (MEDIC Regional Blood Center). MEDIC Regional Blood Center is seeking a President and CEO. MEDIC, located in Knoxville, Tennessee, is a financially successful not-for-profit, independent blood center serving 25 hospitals in 22 counties throughout East Tennessee and Southern Kentucky. The preferred candidate is one who has demonstrated leadership experience in the blood industry, although related healthcare experience may be considered. The successful candidate must possess strategic planning abilities and have strong interpersonal skills to maintain the external relationships that have been developed. This position is accountable for operational goals and providing direction to the organization. The ideal candidate should possess an ability to build cohesive, high-performing teams focused on the achievement of MEDIC's goals. Candidates must be able to formulate a clear vision of how best to respond to challenges of the blood industry and do so in a highly regulated environment. The ideal candidate must have a least ten years of progressive managerial experience and hold a bachelor's degree from an accredited college or university. A graduate degree such as MBA, MHA, or equivalent is preferred. Please submit cover letter, resume, and salary requirements to Katy Stout, HR Manager at kstout@medicblood.org. The deadline for applications is **October 31, 2022**.

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.

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. ♦