America's Blood Centers®
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# ABC NEWSLETTER

CURRENT EVENTS AND TRENDS IN BLOOD SERVICES

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

**2023 #24** **June 30, 2023**

**INSIDE:**



**Please Note:** The *ABC Newsletter* will not be published on July 7th. We will resume regular publication on July 14th. Thank you for your continued interest.

## ABC Submits Comments to ACBTSA Ahead of July Meeting

America's Blood Centers (ABC) submitted comments to the U.S. Department of Health and Human Services (HHS) Advisory Committee on Blood and Tissue Safety and Availability (ACBTSA). The comments were in response to the public comment period for the July meeting of the ACBTSA in which the advisory committee will discuss surge capacity for blood and blood products.

ABC stated in the comments that "[i]t is important that surge capacity recognizes the vein-to-vein nature of blood donation, including donors, key manufacturing supplies, and hospital utilization. The COVID-19 pandemic strained all three of these areas and highlighted the need for robust public-private planning for future disaster scenarios, as well as flexibility in regulatory authority." ABC described the importance of regulators "supporting a robust base of donors" explaining that "[l]essons learned from [the COVID-19 pandemic and the response of blood centers] should be discussed and memorialized to help shape the government and blood community response to future emergencies where a national surge in collection of blood product(s) is warranted."

Additionally, the comments referenced ongoing supply chain challenges that began during the COVID-19 pandemic. ABC emphasized that "[g]iven the fragility of today's supply chain, it is imperative that strategic reserves of key supplies are supported by the federal government to ensure the safety and availability of blood products for hospitals and their patients moving forward. It is essential that the focus of ACBTSA action is on ensuring blood centers have the capacity to produce necessary blood products in the case of an emergency that justifies a surge in blood collection."

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ABC Comments to ACBTSA (continued from page 1)

Additional policy recommendations in ABC's comments included:

- "establishment of a vendor-management stockpile for key manufacturing supplies;
- inclusion of blood collection and blood collectors as part of the conversation during emergencies to ensure, where appropriate, blood centers are included as part of any effort to prioritize resources during a disaster;
- utilization of the U.S. Food and Drug Administration (FDA) regulatory flexibility related to blood and blood products during emergencies to support a safe and available blood supply;
- utilization of FDA regulatory flexibility related to reporting of supply chain challenges and licensure approvals during emergencies to support a safe and available blood supply; [and]
- [establishing] a public-private working group [to] evaluate disaster planning scenarios (e.g. biological warfare, nuclear detonation, blood transmissible pandemic) and the associated operational response for both the donor and supply side."

The ACBTSA meeting will take place July 6-7th. ABC will continue to provide updates regarding its advocacy efforts as they become available. Please contact ABC Director of Regulatory Affairs and Public Policy Justine Coffey, JD, LLM with questions.

(Source: ABC Comments, 6/28/23)

## FDA Publishes Cold-Stored Platelet Guidance

The U.S. Food and Drug Administration's (FDA) published a guidance on June 23rd titled "Alternative Procedures for the Manufacture of Cold-Stored Platelets Intended for the Treatment of Active Bleeding when Conventional Platelets Are Not Available or Their Use Is Not Practical." According to the agency the guidance document "provide[s] a notice of exceptions and alternatives to certain requirements in Title 21 of the Code of Federal Regulations (CFR) regarding blood and blood components. This notice is being issued under 21 CFR 640.120(b) to respond to a public health need and address the urgent and immediate need for platelets for the treatment of active bleeding when conventional platelets are not available, or their use is not practical."

The agency provided "recommendations to blood establishments for the manufacture and labeling of cold-stored platelets (CSP). The guidance also discusses the need for additional data on the efficacy of CSP, in particular, to address whether their use is supported when conventional platelets are available, and their use is practical. For the purposes of this guidance, conventional platelets include all platelets (as defined in 21CFR 640.20) intended for transfusion and stored at 20 to 24°C. Conventional platelets are also referred to as room-temperature platelets (RTP). Platelets stored continuously at 1 to 6°C within a specified time after collection are referred to in this guidance as CSP."

The agency further explained that the guidance aims to assist with "maintaining platelet availability in the face of logistical challenges (e.g., in military, prehospital, or austere settings) or other threats to blood availability (e.g., mass casualty events or public health emergencies). [It] is critical to assure that platelets are available to patients with active bleeding."

America's Blood Centers will continue to provide updates regarding the guidance and its advocacy efforts as they become available. Please contact ABC Director of Regulatory Affairs and Public Policy Justine Coffey, JD, LLM with questions.

(Source: FDA Guidance, 6/27/23)

## CBER Announces 2023 Guidance Agenda

The U.S. Food and Drug Administration's (FDA) Center for Biologics Evaluation and Research (CBER) has published an update to its guidance agenda for 2023. The agenda outlines the guidance and draft guidance documents that CBER "is considering for development" throughout the calendar year. Topics of note that the agency will look to address include:

- "Collection of Platelets by Automated Methods; Draft Guidance for Industry;
- Compliance Policy Regarding Blood and Blood Component Donation Suitability, Donor Eligibility and Source Plasma Quarantine Hold Requirements; Guidance for Industry;
- Blood Pressure and Pulse Donor Eligibility Requirements; Compliance Policy; Guidance for Industry; [and]
- Recommendations for Testing Blood Donations for Hepatitis B Surface Antigen; Draft Guidance for Industry."

Topics categorized as tissue and advanced therapies that may be of interest include:

- "Considerations for the Use of Human- and Animal- Derived Materials and Components in the Manufacture of Cell and Gene Therapy and Tissue-Engineered Medical Products; Draft Guidance for Industry;
- Safety Testing of Human Allogeneic Cells Expanded for Use in Cell-Based Medical Products; Draft Guidance for Industry;
- Recommendations for Determining Eligibility of Donors of Human Cells, Tissues, and Cellular and Tissue-Based Products (HCT/Ps); Draft Guidance for Industry;
- Manufacturing Changes and Comparability for Human Cellular and Gene Therapy Products; Draft Guidance for Industry; [and]
- Potency Assurance for Cellular and Gene Therapy Products, Draft Guidance for Industry."

America's Blood Centers will continue to provide updates to member blood centers on its advocacy efforts regarding the CBER guidance agenda as they become available. Please contact ABC Director of Regulatory Affairs and Public Policy Justine Coffey, JD, LLM with questions. A complete listing of the potential guidances is available on the FDA's website.

(Source: FDA Announcement, 6/27/23)

The *ABC Newsletter* (ISSN #1092-0412) is published by America's Blood Centers® and distributed by e-mail. 

ABC advocates for and advances policies that promote the role of independent blood centers in providing life-saving blood products and recognizes 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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## RESEARCH IN BRIEF

**Acid Treatment Reduces HLA Class I Expression on Platelets**. A study in *Transfusion Medicine* investigated "the effect of storage on acid-treated platelets (PLTs) with regard to reduction in HLA class I antigens." The authors noted that "five ABO-matched buffy coats (BCs) were automatically pooled by adding 300 mL of PLT additive solution…BC-PLTs were split in two and transferred to two bags…One half was acid-treated, the other served as control." The researchers noted that "the acid treatment reduced the expression of HLA class I molecules by 72.4 percent (±2.1) on day one and by 69.8 percent (±2.1) on day seven as compared to controls…Thus, PLT storage d[id] not significantly affect the reduction of HLA class I complexes during seven days…Untreated control and acid-treated PLTs did not show any significant loss of mitochondrial membrane potential (MMP) stored for four days, but loss increased significantly on day seven." The explained that "[t]his indicates that acid treatment does not have negative effect on PLT viability for four days. The pH value did not change significantly in controls and acid-treated PLTs throughout storage for seven days…PLT metabolism was evaluated by measuring glucose and lactate." The found that "[g]lucose decreased and lactate increased daily in both control and acid-treated PLTs, with significant differences during seven days of storage." Additionally, the authors noted that the study "examined the surface expression of CD62P and CD63 on acid-treated PLTs to evaluate spontaneous PLT activation…CD62P surface expression increased evenly, but not significantly, from day one to four of storage, in both acid-treated PLTs and control PLTs, but the difference between the two groups was significant in this period." The authors stated that the "same tendency was seen concerning the CD63 expression, [but] not [a] significant increase from day one to day four in the two groups, but between the groups, the difference was significant." The study found that "[a]cid treatment caused a significant decrease in reaction time [reflects the level of coagulation factors present] for acid-treated PLTs compared to control PLTs from day one to day three…However, differences were not found on days four and seven." The study concluded that "*in vitro* results suggest that the quantity and quality of acid-treated PLTs are comparable to control PLTs for four days and that they can be used as an alternative to HLA-matched PLT transfusions."

**Citation**: Mirlashari, M.R., Vetlesen, A., Nissen-Meyer, L.S.H., Hetland, G. Effects of storage on quality and function of acid-treated platelets with reduced HLA Class I surface expression. *Transfus Med*. 2023.

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

### Upcoming ABC Webinars & Virtual Events – Don't Miss Out!

- **ABC Advocacy Forum** – July 11. More information, including a link to register, is available to ABC Members in MCN 23-055.
- **ABC Scientific, Medical, and Technical Committee Journal Club Webinar** – Aug. 11. More information coming soon.
- **ADRP: The Association for Blood Donation Professionals Master Class: Change Is Good – The Journey of Donor Eligibility** – Sept. 20-21. Registration is open. More information available here.

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ADRP The Association for Blood Donor Professionals

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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 staffs only, unless otherwise specified.*

## Hotel Deadline Is July 7th for ABC Summer Summit & MD Workshop

Reserve your room by July 7th in the America's Blood Centers block for the ABC Summer Summit and Medical Directors Workshop in St. Louis, Mo. The meeting will take place August 1st-3rd. Registration is open. This year's program brings together recognized experts on a wide variety of hot topics impacting all blood center leaders, including brand positioning, diversification opportunities, current and future trends in transfusion medicine, and societal disruptors. Key highlights include:

- keynote speaker, Andrea Hagelgans of Edelman, and a panel of blood centers discussing strategies and experiences in positioning blood centers on divisive social and political issues;
- Jonathan Carlson, PhD, head of Microsoft's Life Sciences research and incubation within Microsoft Health Futures – Microsoft Research, discussing developments in the artificial intelligence space and how it will impact healthcare;
- further insights into the business impact of precision medicine and cellular therapies directly from those already at the forefront.

This event will also be livestreamed. We encourage blood centers to take advantage of the group registration discounts and attend virtually.

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## ABC Launches Compensation & Benefits Survey

America's Blood Centers (ABC) announced the launch of its annual Compensation & Benefits Survey. This benchmarking survey has become a valuable tool for identifying trends in compensation and benefits programs at ABC member blood centers. New this year, ABC has transitioned the survey to an online platform that allows for improved comparison capabilities. The survey consists of two parts – benefits questions and compensation data. Individuals can save their data and return to the survey at any time. You are also able to download the questions once you log-in to the system. Responses are due by July 14th. Individual links to complete the survey have been sent via email. All data is kept strictly confidential and managed by a third-party, Dynamic Benchmarking. Results are only reported in aggregate. Please contact ABC Chief Executive Officer Kate Fry, MBA, CAE with questions.

(Source: MCN 23-049, 6/13/23)

## Save the Date: SMT Journal Club on August 11th

The next ABC Scientific, Medical, Technical Journal Club Webinar will take place on August 11th from 1-2 p.m. EDT. The webinar is free to all ABC members. An email announcement with a registration link and the articles to be reviewed on the webinar is forthcoming.

## Registration is Open for ADRP Masterclass: Change is Good — The Journey of Donor Eligibility

Registration is open for the next ADRP Masterclass, "Change is Good — The Journey of Donor Eligibility," taking place September 20th-21st. This is a virtual event held over two days featuring both blood center professionals and invited speakers. Join ADRP, as the masterclass will explore all aspects of eligibility changes. This includes community outreach and education, public relations, blood donor recruitment, staff training, member resources, community partnerships, and much more. Participants will hear case studies and best practices from those who have already implemented changes. ADRP encourages teams to register together to take advantage of the discounted rate and build on the momentum of post-conference collaboration. ♦

## STATE ADVOCACY BRIEFS

**The General Court of the Commonwealth of Massachusetts previously introduced bills in the House and Senate that would "increase access to blood donation."** Specifically, the legislation would amend current laws that restrict blood collection to hospitals, the Center for Blood Research, Inc., and the American Red Cross by opening up blood collection in the state to organizations "registered as a blood establishment" with the U.S. Food and Drug Administration. A hearing in the House has been set for July 6th. America's Blood Centers wrote a letter supporting the legislation. The letter stated, "[t]his bill will ensure patients in Massachusetts have access to blood when needed. A safe and available blood supply is essential to support Massachusetts' healthcare system...Including organizations registered as a blood establishment with the U.S. Food and Drug Administration among those organizations that may establish and maintain a blood bank in Massachusetts will ensure blood products are available for patients in need. Nationally, independent community-based blood centers collect about 60 percent of the U.S. blood supply."

(Sources: ABC Letter, 6/29/23; The General Court of the Commonwealth of Massachusetts House and Senate Bills, 2/16/23 and 3/30/23) ♦

## INFECTIOUS DISEASES UPDATE

### MALARIA

The Centers for Disease Control and Prevention's (CDC) recently issued a Health Alert Network (HAN) Health Advisory on June 26th regarding locally acquired malaria cases in the U.S. The communication alerted the public about:

- [the] identification of locally acquired malaria cases in two U.S. states (Florida (4) and Texas (1)) within the last two months;
- concern for a potential rise in imported malaria cases associated with increased international travel in summer 2023; and
- [the] need to plan for rapid access to IV artesunate, which is the first-line treatment for severe malaria in the U.S."

The alert contained recommendations for hospitals and laboratories, public health officials, and the public.

(CDC Alert, 6/26/23)

## BRIEFLY NOTED

**According to data reported in the "National Hospital Flash Report: June 2023" from Kaufman Hall, "hospital finances showed signs of stabilizing in May amid slightly improving operating margins, declining expenses and notable increases in outpatient visits."** The report also explained that "median Kaufman Hall Year-To-Date (YTD) Operating Margin Index reflecting actual margins was 0.3 percent in May." Other takeaways included:

- "hospitals' operating margins moved back into positive territory in May. However, operating margins continue to stand well below historical norms;
- people are becoming more comfortable with inpatient care;
- there is a sizeable and growing gap between primary hospital revenue sources; [and]
- labor expenses are beginning to decline."

The full report is available here.

(Source: Kaufman Hall, National Hospital Flash Report: June 2023, 6/27/23)

**A research letter published in *JAMA* examined the "prevalence of iron deficiency and iron deficiency anemia in females in the U.S. between the ages of 12-21 from 2003-2020.** According to a report from *Healio*, the authors found that "[i]ron deficiency appeared common among a cohort of U.S. females aged 12 years to 21 years, with an overall prevalence of nearly 40 percent, according to study [results]. In addition, iron-deficiency anemia affected about six percent of the study population, researchers noted."

(Source: *Healio*, "Iron deficiency common among girls, young women," 6/27/23)

## WORD IN WASHINGTON

**The U.S. Food and Drug Administration (FDA) has approved the first gene therapy for adults with severe hemophilia A.** BioMarin's ROCTAVIAN™ is a "an adeno-associated virus vector-based gene therapy for the treatment of adults with severe hemophilia A without pre-existing antibodies to adeno-associated virus serotype 5 detected by an FDA-approved test…It is a one-time gene therapy product ad

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WORD IN WAHSINGTON (continued from page 7)

ministered as a single dose by intravenous infusion. Roctavian consists of a viral vector carrying a gene for clotting Factor VIII. The gene is expressed in the liver to increase blood levels of FVIII and reduce the risk of uncontrolled bleeding." The approval was based on data in which the "safety and effectiveness of Roctavian were evaluated in a multinational study in adult men 18 to 70 years of age with severe Hemophilia A who were previously treated with Factor VIII replacement therapy. Effectiveness was established based on results from a cohort of 112 patients followed up for at least three years after Roctavian treatment. Following the infusion, the mean annualized bleeding rate decreased from 5.4 bleeds per year at baseline to 2.6 bleeds per year. The majority of patients who received Roctavian received corticosteroids to suppress the immune system for the gene therapy to be effective and safe. Treatment response to Roctavian may decrease over time."

(Source: FDA News Release, 6/29/23)

## MEMBER NEWS

**New York Blood Center** (NYBC) has received "a $14 million contract with the U.S. Food and Drug Administration (FDA) [to] research and develop new technology that could prevent pathogens from spreading in the blood supply," according to a report in *Crain's New York Business*. The article specified that the contract supports ongoing clinical studies and development of Z-PI technology, "which treats both whole blood and its components, [and] deploys a molecule into the blood supply that has the potential to inactivate circulating infections. The technology, developed in collaboration with Massachusetts-based company ZATA Pharmaceuticals, stops blood-borne pathogens including parasites, viruses, and bacteria from being able to divide and replicate without the need for specialized equipment…New York Blood Center started collaborating with ZATA Pharmaceuticals to study and develop Z-PI in 2018. Last year, the organization purchased the technology—a transaction facilitated by NYBC Ventures, which aims to accelerate innovations in blood-related diseases."

(Source: *Crain's New York Business*, "Exclusive: New York Blood Center gets FDA contract to develop blood technology,6/28/23)

## GLOBAL NEWS

**Norway has shifted to individual donor assessments for blood donation.** The policy change removes a 12-month deferral that had previously been in place for sexually active gay and bisexual men. Under the new policy as reported by *The Local Norway*, "[all] prospective donor[s] can now give blood when six months since their last change of sexual partner has passed, regardless of [sexual orientation]." The Norwegian Minister of Health and Care, Ingvild Kjerkol, added in a news release, "[b]lood donors make an invaluable contribution to society and to other people. I am happy that we now have an updated professional knowledge base and that it is opened up so that [sexually active gay and bisexual men] in stable relationships can donate blood."

(Source: *The Local Norway*, Norway changes blood donation rules for gay men, 6/21/23)

**Lifeblood, Australia's national blood provider, recently announced that individuals who receive a tattoo from a licensed Australian tattoo parlor or cosmetic clinic can donate blood one week later.** In a news release, the organization explained that the policy change could "potentially contribut[e] up to 10,000 extra donations each year. People [could] make a plasma donation immediately after getting a tattoo but until today had to wait four months to donate blood. The latest rule change, which comes into effect today, significantly reduces this wait time between getting a tattoo and donating blood from four months to

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GLOBAL NEWS (continued from page 8)

just seven days…People who received tattoos in unlicensed or overseas premises will still need to wait four months before donating."

(Source: Lifeblood News Release, 6/26/23)

**Regulators in the United Kingdom (UK) have lifted a ban that prevented UK-source plasma from being used to manufacture albumin.** An announcement from the Medicines and Healthcare products Regulatory Agency (MHRA) explained that "[we] can now confirm that, following further review of the evidence, the independent Commission on Human Medicines (CHM) has also recommended lifting the ban on treating patients with UK albumin." The ban previously existed as "a safety precaution against the spread of Creutzfeldt Jakob Disease (vCJD). The National Health Service instead relied exclusively on imported plasma-derived products, primarily from the U.S." MHRA Chief Safety Officer Alison Cave, MD added in the news release, "We are committed to ensuring that all patients have access to safe, effective medical products and I am delighted that our work in this area continues to bear fruit. I am so pleased that we have been able to support the lifting of this ban by examining the safety evidence and that there is now the potential to produce life-saving treatments from plasma that has been donated in the UK."

(Source: MHRA News Release, 6/26/23)

## COMPANY NEWS

The U.S. Food and Drug Administration (FDA) has cleared "enhancements" to the NexSys PCS® Plasma Collection System from **Haemonetics Corp.** including a "a new plasma collection bowl [and] new Express® Plus Technology engineered to reduce procedure time." The company was notified on June 20th.

(Source: Haemonetics Corp. Announcement, 6/22/23)

**Pfizer Inc.** announced this week that a biologics license application (BLA) for its investigational gene therapy to treat adults living with hemophilia B has been accepted by the FDA. According to a company news release, the investigational gene therapy "contains a bio-engineered adeno-associated virus (AAV) capsid (protein shell) and a high-activity variant of human coagulation Factor IX (FIX) gene. [T]he goal of this gene therapy is to enable them to produce FIX themselves via this one-time treatment rather than needing regular intravenous infusions of FIX, as is the current standard of care." Pfizer also stated in the news release that the European Medicines Agency (EMA) has also accepted the company's European marketing authorization application (MAA). Both the BLA and MAA "are based on efficacy and safety data from the Phase III clinical trial [in which the] primary endpoint of non-inferiority and superiority in the annualized bleeding rate (ABR) of total bleeds post-[treatment with the investigational gene therapy] infusion versus prophylaxis regimen with FIX, administered as part of usual care, [was met]. [The therapy] was generally well-tolerated, with a safety profile consistent with Phase 1/2 results."

(Source: Pfizer, Inc. News Release, 6/27/23)

## 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.)*

**2023**

July 6-7. **U.S. Department of Health and Human Services (HHS) Advisory Committee on Blood and Tissue Safety and Availability (ACBTSA) (Virtual).** More information available here.

July 11. **ABC Advocacy Forum (Virtual)**. More information and a link to registration available to ABC Members in MCN 23-055.

July 31. **Blood Centers of America (BCA) Medical Directors Meeting, St. Louis, Mo.** The meeting will be held from 9-5 pm at the Loews. Please contact Stacy Conway for more information.

Aug. 1-3. **ABC Medical Directors Workshop and Summer Summit, St. Louis, Mo.** Registration is open. More information available here.

Aug. 11. **ABC Scientific, Medical, and Technical Committee Journal Club Webinar.** More information available soon.

Aug. 14-16. **National Heart, Lung, and Blood Institute (NHLBI) Annual Sickle Cell Disease Research Meeting (Hybrid).** Registration is open. More information available here.

Sept. 17-20. **American Association of Tissue Banks Annual Meeting, National Harbor, Md.** Registration is open. More information available here.

Sept. 20-21. **ADRP Masterclass: Change Is Good – The Journey of Donor Eligibility (Virtual).** Registration is open. More information available here.

Oct. 9-11. **Advanced Medical Technology Association (AdvaMed) The MedTech Conference, Anaheim, Calif.** Registration is open. More information available here.

Oct. 14-17. **AABB Annual Meeting, Nashville, Tenn.** Registration is open. More information available here.

Oct. 18-20. **American Society for Clinical Pathology (ASCP), Long Beach, Calif.** More information available here.

Nov. 18-21. **ISBT Regional Congress, Cape Town, South Africa.** Registration is open. More information available here.

**2024**

Mar. 4-6. **ABC Annual Meeting, Arlington, Va.** More information available here.

May 15-17. **2024 ADRP Annual Conference, St. Louis, Mo.** 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 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

**Quality Systems Director.** Rock River Valley Blood Center, based in Rockford IL, is looking for a Quality Systems Director to oversee the strategic planning, development and execution of all quality systems and process improvement initiatives center wide. This includes business operations relating to blood collection, testing, manufacturing, distribution, document control, customer service, safety, risk management, training, internal and external audits/inspections. The position is responsible for ensuring the organization is in full compliance with all applicable federal and state regulations and professional contract requirements. A successful candidate is a self-starter who will lead and champion all quality initiatives from start to finish, taking an influential, collaborative, team-oriented and business friendly approach. Must possess strong leadership skills with advanced knowledge and business acumen in quality system concepts and process improvement. Must have advanced analytical and problem-solving skills; exceptional attention to detail; ability to prioritize tasks; effective communication skills both verbally and in writing. Strong skills in Microsoft Office applications. Qualifications include: Five plus years' experience in a progressive quality systems role within a highly regulated environment, three plus years supervisory and leadership experience, previous experience interpreting and implementing regulatory/accrediting standards, Bachelor's degree in health science, quality management or related field. M.T. or M.L.S. (ASCP) a plus. CMQ/OE and/or CQA (ASQ) highly preferred. Please visit our careers site online to apply https://www.rrvbc.org/careers/.

**Director of Donor Recruitment (Augusta, GA).** Shepeard Community Blood Center is looking for an eager individual to lead and develop a team of donor recruiters during an exciting time of expansion. Augusta, Georgia, is a wonderful city nestled an equally short distance between bustling Atlanta and the beautiful Atlantic Ocean. The Director of Donor Recruitment will be held accountable for challenging but achievable collection goals in Georgia and South Carolina. Only high achievers with a proven record of measurable success should apply. The ability to train and develop talent within your department is a critical component of long-term success. A specific job description and information on how to apply can be found at shepeardblood.org.

**Director, Donor Engagement (Austin, Texas).** We Are Blood (WrB) is looking for an Engagement Director to contribute in-office to development and implementation of blood donor recruitment and retention strategies including goal setting, analysis of operations and territories, lead staff, and act as a liaison between other WrB departments. Oversee all blood donor recruitment operations, including donor center and mobile blood drive recruitment activities. Coach, develop, and lead a team of recruitment staff in a dynamic and growing market. The Director will be an integral part of WrB's management team and community engagement team as the organization sets priorities for growth in the areas of recruitment to meet blood product utilization across Central Texas. Click here for details and to apply.

**Director, Marketing and Public Relations.** LifeStream, based in San Bernardino, CA, providing blood services for more than 80 hospitals in Southern California, is searching for a Director, Marketing and Public Relations. Reporting to the Vice President, Operations, and managing a staff of four employees, the Director of Marketing and Public Relations is responsible for developing and implementing marketing and communication strategies to ensure daily, monthly, and annual blood collection targets are achieved. The position is also responsible for account planning, staffing (marketing and creative resources), and oversight of all day-to-day marketing and public relations activities to ensure quality work is being achieved and delivered. This individual will monitor the effectiveness of marketing efforts, including: campaigns, promotions, special events, and communications with internal and external key stakeholders. This position works closely with multiple departments to ensure successful market delivery. The ideal candidate will possess a bachelor's degree (BA) in Marketing, Advertising, Business, Communications, Public Affairs, or a related field. Five years' work experience and a minimum of one year management experience in marketing and/or public relations is required. The candidate will demonstrate strategic thinking and analytical skills to help set marketing agendas. Relocation package is available for out of region candidates. Apply online: www.LStream.org. E-mail: recuitment@LStream.org. EOE.

**Executive Director of Community Engagement (Shreveport, LA).** LifeShare Blood Center is seeking a skilled Executive Director, Community Engagement to provide leadership, development and oversight of our marketing, public relations, communication, and branding strategies. Reporting to the Chief Operations Officer, the Executive Director will develop a clear public relations strategy and tactical plan to aggressively build brand awareness in traditional and non-traditional venues; develop and direct effective strategies and campaigns to recruit and influence blood donors; and maintain strong media relations in all of LifeShare's operating regions; and represent and communicate LifeShare's interests to state legislative bodies, advocacy organizations and coalitions. 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.

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POSITIONS (continued from page 11)

**Regional Director.** LifeSouth Community Blood Centers is seeking a highly skilled leader with proven management experience and a passion for making a difference. The Regional Director for Dunwoody, GA is responsible for overseeing daily operations of the region, is organized and decisive, and can motivate the team to reach daily and long-range collection goals. Join our team and help us continue our dedication to making sure the blood is there when you or your family is in need. Visit our careers page to learn more about this position and to apply. https://www.lifesouth.org/work-at-lifesouth/.

**Immunohematology Reference Lab Technologist.** LifeSouth Community Blood Centers is seeking individuals who want the opportunity to learn and continue to improve their skills. The Technologists working at our Immunohematology Reference Laboratory (IRL) in Atlanta, GA resolve complex immunohematology and compatibility problems to provide the safest donor blood for the patients in our community. Join our team and help us continue our dedication to making sure the blood is there when you or your family is in need. Visit our careers page to learn more about this position and to apply. https://www.lifesouth.org/work-at-lifesouth/

**Regional Manager.** LifeSouth Community Blood Centers is seeking a highly skilled leader with proven management experience and a passion for making a difference. The Regional Manager for McDonough, GA is responsible for overseeing daily operations of the region, is organized and decisive, and can motivate the team to reach daily and long-range collection goals. Join our team and help us continue our dedication to making sure the blood is there when you or your family is in need. Visit our careers page to learn more about this position and to apply. https://www.lifesouth.org/work-at-lifesouth/

**Purchasing Manager.** LifeSouth Community Blood Centers is seeking a highly skilled leader with proven management experience and a passion for making a difference. The Purchasing Manager at our headquarters location in Gainesville, FL is responsible for vendor selection, negotiation, establishment and maintenance of all purchased materials, supplies, equipment, and services used by the company. The Purchasing Manager oversees the daily operations of the Purchasing team, is organized and decisive, and can motivate the team to reach daily and long-range goals. Join our team and help us continue our dedication to making sure the blood is there when you or your family is in need. Visit our careers page to learn more about this position and to apply. https://www.lifesouth.org/work-at-lifesouth/.