



Community Impact Report 2023



CELEBRATING

A large orange circle containing the number "80" in white, with a stylized wave graphic underneath. Below the circle, the word "YEARS" is written in white.

80
YEARS

of saving and
improving lives,
page 5.

Because of you, life doesn't stop.



OUR VISION

Become the nation's most innovative and inclusive blood and biotherapies partner.

OUR MISSION

Unite blood and biologics donors, talent and innovation to save and improve lives.

OUR VALUES

Vitalant employees embody our RITE Values of Respect, Integrity, Teamwork and Excellence.



BOARD OF TRUSTEES

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Fulfilling Our Mission Every Day, Preparing for Tomorrow

A MESSAGE FROM THE BOARD CHAIR AND PRESIDENT/CEO

The year 2023 marked Vitalant's 80th year of service to our communities. This milestone year saw considerable achievements and progress, reflecting our commitment to uniting blood and biologics donors, talent and innovation to save and improve lives – our mission.

After years of steady decline, accelerated by pandemic-era societal shifts such as remote work, Vitalant's blood donor base began to grow again. This turning point for securing a readily available blood supply speaks volumes about the trust and support of our donors, whose generosity and dedication save countless lives every day.

In many locations, blood donors will experience renovated donation centers as Vitalant continues to update our infrastructure. These refreshed facilities provide a more welcoming and comfortable environment for our donors and reflect our steadfast commitment to the communities we serve.

Our significant yet previously dispersed operations in Pittsburgh were unified in 2023 at a central location, fostering greater connectivity and collaboration in serving our partners. The Vitalant Innovation Center in Denver also formally opened its doors. Sitting at the intersection of research and operations, the Innovation Center is the first of its kind in the U.S., designing innovative processes and helping to bring new lifesaving blood and biological treatments to patients. And finally, our national office relocated within Scottsdale, Arizona, providing an improved environment for supporting innovation and growth across our 28-state service area.

Vitalant has a rich history of collaboration, and 2023 saw new, exciting partnerships form with biotherapy developers, blood storage innovators and emergency blood substitute pioneers. Vitalant's deeply rooted capabilities extend beyond blood collection and distribution, and we're proud to contribute to the future of healthcare in the U.S. in novel ways.

As we reflect on our 80 years of service, we extend our deepest gratitude to our donors, partners, volunteers and staff, whose unwavering support and dedication have made this journey possible. Together, we look forward to continuing to save and improve lives for generations to come.



*Jim Schraith,
Board of Trustees Chair*



*David R. Green,
President & Chief
Executive Officer*

About Vitalant

ON THE CUTTING EDGE OF SCIENCE AND HEALTHCARE

Vitalant is one of the nation's largest nonprofit blood and biotherapies healthcare organizations. By collecting and distributing blood from generous donors, providing comprehensive transfusion services, and partnering in the development of novel biotherapies, Vitalant works on the cutting edge of science and healthcare.

Uniquely situated with the Vitalant Research Institute and the Vitalant Innovation Center – the first of its kind in the U.S. – adjacent to its blood and laboratory services, Vitalant is an industry leader, transforming transfusion medicine and advancing biotherapies to save and sustain more lives.

Vitalant is a founding member of the American Association of Blood and Biotherapies (AABB), which provides standards of development and accreditation for blood centers. It was also a driving force in the creation of America's Blood Centers (ABC), a consortium of independent community blood centers throughout the United States and Canada.

Our lifesaving work is made possible through the generous support of blood and financial donors, volunteers and other supporters. Thank you.

LEADERSHIP



David R. Green
President and Chief
Executive Officer



Mary Beth Bassett
Chief Quality Officer



Anthony Bobos
Chief Information Officer



Mark Giaquinto
Vitalant Foundation
President
(Retired in 2024)



Dirk Johnson
Chief of Staff



Maureen Musselman
Chief Financial Officer



Bhavi Shah
Chief Legal Officer



Rob Van Tuyle
Chief Operations Officer



Ralph Vassallo, M.D.
Chief Medical and
Scientific Officer

Legacy Blood Center Founding Dates

- 1941: Irwin Memorial Blood Bank (San Francisco)
- 1943: Salt River Valley Blood Bank (Phoenix)
- 1943: Belle Bonfils Memorial Blood Bank (Denver)
- 1945: Spokane Community Blood Bank
- 1948: Sacramento Medical Foundation
- 1948: LifeShare Community Blood Services (Cleveland)
- 1951: Central Blood Bank (Pittsburgh)
- 1953: Community Blood Services (New Jersey)
- 1958: Irwin Memorial Research Program (San Francisco)
- 1963: Lifeblood (Memphis)
- 1987: LifeSource (Chicago)



On Oct. 1, 2017, Jovanna Calzadillas suffered a “non-survivable” gunshot wound to the head while attending the Route 91 Harvest music festival in Las Vegas. Her husband, Frank, a recently returned veteran and former police officer, rushed her to the hospital, where doctors administered emergency care, including blood transfusions, and ultimately saved her life.

Six years later, on Oct. 25, 2023, she and Frank shared their story during Vitalant’s new national office grand opening. But Jovanna gave more than a testimonial that day; she donated blood for the first time to show her appreciation for the second chance at life she had, thanks in part to Vitalant blood donors.

Cover Story: A Lifesaving Legacy

In the early 1940s, as World War II raged on abroad, early blood center pioneers’ transfusion needs. In Arizona, Opal Davis and Katherine “Kitty” Baldwin opened the Salt River Valley Blood Bank, the state’s first such operation.

Little did the two women know the legacy they were beginning. Over the decades, the Salt River Valley Blood Bank became United Blood Services. Seeing an opportunity to leverage shared knowledge and resources, the organization merged with other regional blood centers and evolved into Blood Systems – a conglomerate of 10 blood centers spanning 28 states. In 2018, these centers rebranded as a unified Vitalant.

Today, Vitalant has about 4,000 employees nationwide. True to its Salt River Valley roots, Arizona remains Vitalant’s home for its national office. In 2023, a new national office opened in Scottsdale, housing about 150 employees who provide support and resources to nationwide operations.





Mother of Sickle Cell Patient Finds Purpose in Helping Others

Every two weeks, 8-year-old Marquon Herring receives a blood transfusion to address the painful and life-threatening symptoms of sickle cell disease. “Without the generosity of blood donors, Marquon might not survive,” his mom, Ahliah, says.

Sickle cell disease is a genetic blood disorder characterized by abnormal hemoglobin causing red blood cells to become rigid and crescent shaped. This results in a range of symptoms, including severe pain episodes, fatigue, jaundice, and organ damage. This chronic condition often requires lifelong management.

Blood transfusions play a vital role in treatment by providing healthy red blood cells to replace the abnormal ones, increasing oxygen delivery and reducing the risk of complications.

Sickle cell disease primarily affects individuals of African, Hispanic, Mediterranean, and Middle Eastern descent. Though it can occur in people from any ethnic background, African Americans are more likely to have the specific rare blood types needed to support the transfusion needs of sickle cell patients. In fact, one in three African American blood donors are a match for a sickle cell patient.

After Marquon suffered a stroke caused by the disease, Ahliah was inspired to become a nurse and graduated from nursing school last year. Marquon recovered, and now they work together to raise awareness about the importance of the blood supply reflecting the diversity of the population.

Blood Services

BUILDING A BETTER TOMORROW FOR PATIENTS IN NEED

Vitalant's 80-year history of saving and sustaining lives continues today, with more than 1.6 million donations given by 610,000 donors at 24,600 community blood drives and about 115 donation centers in 2023. Processed into 2.1 million blood components, these donations helped hospital patients experiencing trauma, battling cancer and facing the challenges of ongoing medical conditions.

These numbers are especially significant because, for the first time since before the COVID-19 pandemic, Vitalant experienced donor base growth. Empowered to easily schedule and track donations with an updated Vitalant mobile app and encouraged to commit to giving through donor referral and recognition programs, donors embraced the spirit of giving and made life possible for patients in need.

The year was also marked by the historic implementation of U.S. Food and Drug Administration (FDA) guidance known as the Individual Donor Assessment. With updated donor eligibility questions, all donors are evaluated for eligibility the same, regardless of sexual orientation or gender, while maintaining the safety of the blood supply. The FDA cited data from the Transfusion Transmissible Infections Monitoring System (TTIMS) and the Assessing Donor Variability And New



Concepts in Eligibility (ADVANCE) Study. Vitalant is one of four blood centers that participate in TTIMS, which is continually evaluating blood safety in the U.S. Vitalant also served as the lead research organization and coordinator of the ADVANCE Study.

This change is an important step forward in fostering a more inclusive blood donation experience for all those who want to help save lives.



Mark Georgescu has spent most of his life working at Vitalant and other related organizations. But until 2023, he couldn't actively donate himself. With new guidance from the U.S. Food and Drug Administration to evaluate donor eligibility regardless of gender or sexual orientation, Mark and his husband, Ken, were able to donate.

"We are both happy to be eligible to donate blood after all these years," Mark said. "I had never donated, and Ken hadn't donated since high school. I'm thankful for the chance to help save lives."

Labs & Clinical Services

SUPPORTING SPECIALIZED PATIENT TREATMENTS

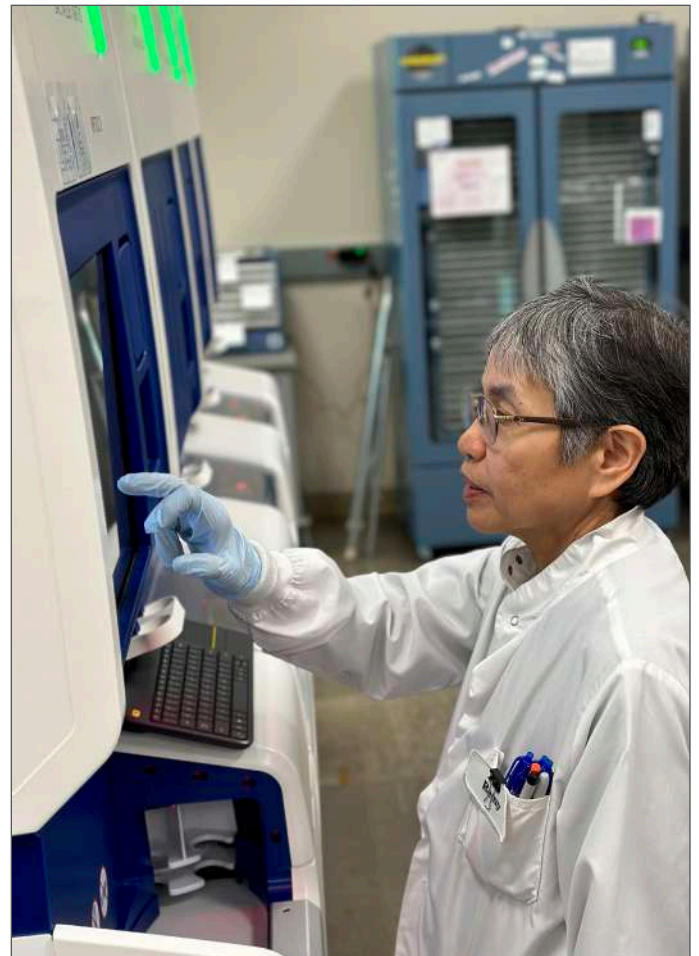
Often behind the scenes, Vitalant's laboratory and clinical services provide blood and biotherapy services to hospitals and patients across a spectrum of specialties, including transfusion, transplant, cellular therapy, therapeutic apheresis and cord blood, among others. These efforts help patients experiencing cancer, organ transplants, Alzheimer's disease, hemophilia and other diseases.

In 2023, Vitalant labs and clinical services performed nearly 1.4 million tests and conducted 11,000 specialized procedures, helping several hundreds of thousands of patients.

Through a novel partnership, Vitalant and NMDP joined forces to open the Vitalant - NMDP Collection Center, filling a geographical gap in the southwestern U.S. by offering a new option for blood stem cell donors in Tempe, Arizona.

Vitalant staff will perform up to 225 stem cell collections annually for donors scheduled by NMDP. These lifesaving stem cells are then couriered to NMDP-partnering transplant centers for patients. One of only eight NMDP partner centers in the U.S., the new site reduces the burden of travel to better accommodate donors' schedules when timely donor collection is paramount for a successful outcome.

In support of the biotherapies part of the mission and vision, Vitalant looks to leverage its unique capabilities and national footprint to further support innovation that fosters new lifesaving therapies for patients.





Stem Cell Recipient Meets His Donor

JOHN AND JULIA MEET FOR THE FIRST TIME

In January 2022, John Arias had what he thought was a leg infection, but it turned out to be acute myeloid leukemia. John's care team immediately started him on chemo and determined that a transplant would be his best chance for a cure. With no matches in his family, he turned to the NMDP registry.

Julia Santos signed up for the NMDP registry when she was in college. Her mom had been in remission from leukemia for 18 years, and Julia wanted to pay it forward. When she got the call in 2022 that she was a match for John, she didn't hesitate to donate.

In June 2022, John had his transplant and is alive because of Julia.

"I cry every day for what she did," said John in an emotional moment at a Vitalant/NMDP event with Vitalant COO Rob Van Tuyle serving as emcee. Comforted by Julia, she said, "I would do it 100 times over again."



Vitalant Innovation Center

OPENING DOORS TO ACCELERATE ADVANCEMENTS

2023 marked a significant milestone in Vitalant's commitment to become the nation's most innovative and inclusive blood and biotherapies partner, with the grand opening of the Vitalant Innovation Center in Denver, Colorado, the first of its kind in the United States.

Housed adjacent to the Vitalant Research Institute's Denver campus and Vitalant blood donation and manufacturing facilities, the state-of-the-art, 5,000-square-foot Innovation Center serves as a collaborative hub, inviting partnerships with organizations that share our vision.

"This is a game-changer for transfusion medicine," Susanne Marschner, Ph.D., Vitalant Innovation Center vice president of research and scientific programs, said. "The Innovation Center's capacity to pilot new technologies and processes aims to revolutionize the pace of life-sustaining and lifesaving advancements."

The specially designed space features a 3,200-square-foot modular lab to freely test workflow processes and products without the constraints a regulated environment poses. Offering capabilities including cell sourcing and preclinical testing, the Innovation Center also partners with external clients to test donor-related devices and

supply blood products for clinical trials through the on-site research donation center. A new biorepository expands capacity to securely store up to 1.5 million samples.

One of the Innovation Center's first collaborations with partners is evaluating alternative blood storage methods that could prolong the shelf-life of red blood cells while maintaining efficacy, lessening instabilities in the blood supply for patients.

An upcoming project is automating the separation of whole blood into red blood cells, plasma and platelets, making better use of those major components and yielding even more lifesaving treatments.



TAKE A VIDEO TOUR
OF THE VITALANT
INNOVATION CENTER.

Vitalant Research Institute

PLAYING A PIVOTAL ROLE IN ADVANCING BLOOD SAFETY, PATIENT BENEFITS AND PUBLIC HEALTH

The ADVANCE Study's impact on donor eligibility and Individual Donor Assessment (see page 7) took hold in 2023, but the Vitalant Research Institute team's efforts continue. Further analyses and findings from the ADVANCE Study are being explored to potentially inform future eligibility changes.

The Institute's researchers continue to play a prominent role in the Recipient Epidemiology and Donor Evaluation Study (REDS) program, looking at the effects of blood transfusion in recipients of all ages. Since 1989, REDS has been a key federally funded program that responds to newly emerging threats to the safety of the U.S. blood supply, initially focused on HIV and most recently SARS-CoV-2.

The fourth version, REDS-IV-P, is comprised of four clinical hubs, including one led by Institute researchers and the University of California San Francisco. A large study aiming to advance personalized treatments is linking blood donor

data with transfusion recipients who have sickle cell disease, thalassemia, or pediatric cancer to learn which pairings are most effective.

From the beginning of the COVID-19 pandemic through 2023, the Institute's serosurveillance program tracked SARS-CoV-2 infections and vaccinations in the U.S. by monitoring blood donations.

As the pandemic progressed and new SARS-CoV-2 variants emerged, a cohort of frequent donors from Vitalant and another large blood center was created to estimate new SARS-CoV-2 infections and reinfections. The Research Institute's important work continues to provide insight into the immune response to infection, how well vaccines work and the effectiveness of public health measures.



Vitalant Foundation

SUPPORTING VITALANT'S LIFESAVING MISSION WITH FINANCIAL GIFTS



Vitalant supporters have many options for helping to fulfill our lifesaving work, including financial gifts through the Vitalant Foundation. These contributions enhance programs and infrastructure to ensure Vitalant remains on the cutting edge of research and innovation, while engaging donors and volunteers. There's no substitute for blood, and financial donations help ensure hospital partners have blood available at the right time and that our researchers have resources for continuing to advance blood safety and explore lifesaving advancements.

In 2023, the Vitalant Foundation continued establishing itself as a national entity, after rebranding from the Blood Science Foundation in 2022. Through major gifts, individual contributions and in-kind donation of supplies and services, philanthropic supporters fueled Vitalant's programs and services, helping ensure vitality for generations to come.

Thanks to generous businesses, organizations, foundations and individuals, more than \$719,000 was committed in 2023, plus an additional \$2.05 million through in-kind donations.

BOARD OF DIRECTORS

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Nancy Gump Angus

Charles H. Bracken, Jr.

Sunny Chico

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Bob Ostrowski

Judy Murtha

Jim Schraith

Gordon Smith

Russ York





Foundations Invest to Bring Lifesaving Bloodmobiles to Local Communities

Vitalant and its foundation received a \$75,000 investment from the Arizona Super Bowl Host Committee and the NFL Foundation late in 2022 to help support the purchase of a new bloodmobile for the Phoenix region.

The co-branded, state-of-the-art Super Bowl LVII-sponsored bloodmobile greatly exceeded forecasted blood collections in 2023 by serving 216 blood drives, which resulted in 3,619 blood donations.

Vitalant proudly deployed its new Super Bowl LVII-sponsored bloodmobile to bring the latest in mobile collection to blood drive partners at Arizona State University, Bank of America, Banner Health, Phoenix Children's Hospital, Discount Tire, Arizona Specialty Hospital, Intel, Prime Solutions Group, Honeywell,

Ameriprise Financial, Abrazo Health, Nautilus Insurance Group, and APS, as well as numerous churches and high schools in the Phoenix region.

At the close of 2023, Vitalant Foundation attracted a new \$200,000 grant from The William G. Irwin Charity Foundation to support the purchase of a new bloodmobile for the San Francisco Bay area, which will help save lives and extend our impact even further.

Giving Back to Those Who Give

VOLUNTEERS, BLOOD DRIVE COORDINATORS MAKE OUR MISSION POSSIBLE

In 2023, two Vitalant donors were inducted into the Fresenius Kabi National Blood Donation Hall of Fame. Joining more than 300 past honorees, they have donated blood hundreds of times, volunteered thousands of hours, helped recruit new donors, and, ultimately, saved countless lives.

Scott MacGregor: Father of Blood Recipient and Volunteer

In 2013, Scott's then-7-year-old daughter, Taryn, was diagnosed with aplastic anemia. She received 58 blood transfusions and eventually needed a bone marrow transplant, which she received from Ben, a young man from Ohio honoring his Be the Match registry commitment. She's now cured.

Scott learned the importance of platelets and decided to give. Today, he has amassed over 260 blood donations, primarily platelets with some red blood cell and plasma donations.

Scott's commitment doesn't end there. He's volunteered hundreds of hours with Vitalant and Be The Match, leveraged social media and cycling teams to advocate, offered legislative testimony and became a transplant courier.



Nanette Allen: Donor and Blood Drive Coordinator

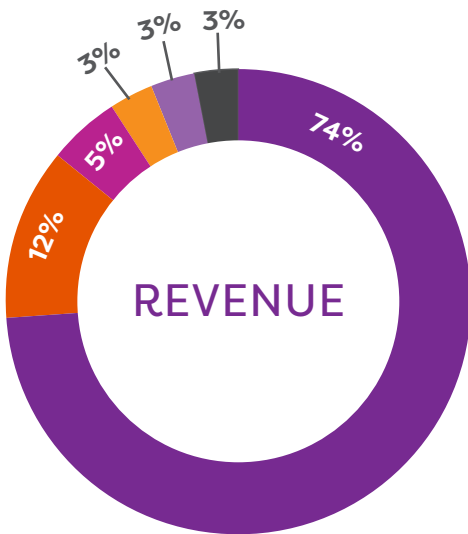
Nanette's husband had been a blood donor, but until she tagged along in 2004, she'd never considered giving herself. Now, she's donated more than 80 times.

In 2011, Nanette's daughter, an eighth grader on the student council, asked for help coordinating a blood drive at her school. Nanette reached out to Vitalant and scheduled the drive. She hasn't stopped.

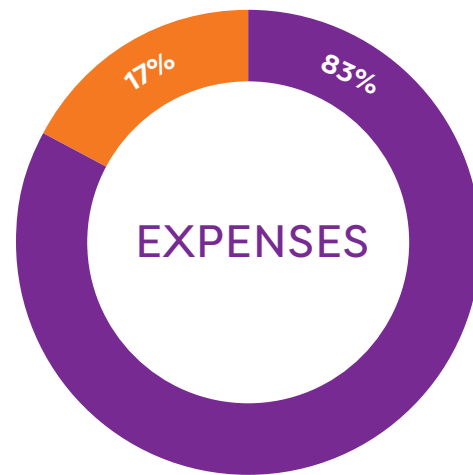
Well-known and respected in her community, Nanette and her husband often encounter donors who are happy to share their stories of why they donate and how Nanette inspired them.

Managing Our Resources

Vitalant thoughtfully stewards its resources to fulfill its mission. Below are breakdowns of revenue and expenses, by program area, of Vitalant's approximate \$700M annual operating budget.



- 74% blood & component service fees
- 12% laboratory services
- 5% plasma for fractionation
- 3% research contracts
- 3% contributions and grants
- 3% all other revenue



- 83% program services
- 17% management & general



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