



ABC NEWSLETTER

CURRENT EVENTS AND TRENDS IN BLOOD SERVICES

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2022 #9

March 4, 2022

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Please Note: The ABC Newsletter will not be published on Mar. 11th. We will resume regular publication on Mar. 18th. Thank you for your continued interest.

Blood Centers Encouraged to Report Bag Shortages

America's Blood Centers (ABC) and Blood Centers of America, Inc. (BCA) developed a joint letter this week that outlines the current challenges facing blood centers due to a shortage of the Fresenius Kabi manufactured "BioFlex" blood bags. ABC and BCA members "project that 10-15 percent of all whole blood collections are impacted by this shortage."

The letter highlights the challenges of the pandemic that led to the bag shortage and lists mitigation strategies taken to avert blood shortages. It also describes the potential impact of the supply chain shortage on hospitals. ABC and BCA are encouraging member blood centers to use the letter as a communications tool with their hospitals.

ABC also suggests member blood centers contact and report directly to the FDA any bag shortages you are experiencing and its expected impact on your collections. A sample customizable letter is available to ABC Members in MCN 22-029 along with a copy of the joint ABC and BCA stakeholder letter. Please contact FDA at CBERshortage@fda.hhs.gov and/or via phone at (240) 402-8380.

ABC plans to specifically address this topic as one of the issues discussed during meetings with your U.S. Senators and Representatives during the [ABC Virtual Advocacy Day](#) on March 16th and urges blood centers to participate and do the same. Additionally, blood centers may notify any local, state, or regional health care coalitions (HCCs) of this issue.

ABC members may contact ABC Director of Regulatory Affairs [Jill Mastin](#), MT(ASCP), CQA(ASQ) with questions or to receive a copy of MCN 22-029 and the letters. We will continue to provide further updates as they become available.

(Source: MCN 22-029, 3/2/22) ♦



WORD IN WASHINGTON

U. S. Representatives David Cicilline (D-R.I.), Barbara Lee, Anna Eshoo (D-Calif.), and Sean Patrick Maloney (D-N.Y.) [sent](#) a letter to the U.S. Food and Drug Administration (FDA) that “urged” the agency to revise its blood donation eligibility criteria for men who have sex with other men (MSM). In the letter, signed by 140+ members of Congress, the representatives call on FDA to “end the blanket three-month blood donation deferral period for men who have sex with men (MSM) and transition to an individual risk assessment to determine donor eligibility.” The members of Congress state in the letter addressed to FDA Commissioner Robert Califf, MD, “[t]he current policy is overly stringent given the scientific evidence, advanced testing methods, and safety and quality control measures within FDA-qualified blood donation centers; stigmatizes members of the LGBTQI+ community; and needlessly restricts the blood supply while our nation combats a critical blood shortage and the COVID-19 pandemic...The existence of any deferral period tied to MSM further stigmatizes HIV/AIDS as a ‘gay disease’ and members of the LGBTQI+ community as ‘unclean.’ ...The FDA has made clear it will not consider these changes until the Assessing Donor Variability And New Concepts in Eligibility (ADVANCE) Study is completed. However, the results of the study have been delayed until mid-2022 due to difficulties recruiting participants and the COVID-19 pandemic. What is the FDA doing to expedite recruitment and help meet the goal of 2,000 participants for the study? “At least 17 countries, including Spain, have no restrictions on MSM blood donation... These nations prove that an individual risk assessment that does not stigmatize members of the LGBTQI+ community is sufficient to screen blood donors and protect our nation’s blood supply...We thank you in advance for your timely consideration of this matter and look forward to your response.”

(Source: Rep. David Cicilline [News Release](#), 2/25/22)

The U.S. Department of Health and Human Services (HHS) has [delayed](#) the effective date of the “Securing Updated and Necessary Statutory Evaluations Timely” (SUNSET final rule) for another **six months**. It had previously been postponed until March 22nd. A notice in the *Federal Register* announced that the SUNSET Rule is further delayed until September 22nd. Earlier this year, HHS [published](#) in the *Federal Register* a proposed withdrawal or repeal of the SUNSET final rule. The original SUNSET rule was finalized on January 19th, 2021, the day before the inauguration of President Biden. The enforcement of the rule had been previously [postponed for judicial review](#). During this administrative delay, HHS reconsidered previously submitted comments and proposed to withdraw or repeal the SUNSET final rule in its entirety. If the SUNSET final rule took effect, unless HHS “assessed” and, if required, “reviewed” most regulations within a certain timeframe specified in the rule (for most existing regulations, within two years) and every 10 years thereafter, the regulations would expire.

(Source: *Federal Register* [Notice](#), 3/4/22) ♦

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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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RESEARCH IN BRIEF

Blood Donation Attitudes and Knowledge in Health Education Undergrads. A study in *Transfusion and Apheresis Science* aimed to:

- “to describe [the] attitudes towards blood donation in undergraduates with roles in health education, identifying external barriers and motivations, as well as their knowledge about this issue; [and]
- to analyze the impact of personal variables on attitudes and knowledge about blood donation.”

The research took place in Spain from 2018–19. The authors explained that the “[p]articipants were undergraduate students” who were given a “questionnaire [that] included 26 items [and covered]: personal reasons and prejudices, fears of blood donation and pretexts to avoid blood donation, and external incentives...Answers were recorded using a five-point Likert scale (1 = “no importance” to 5 = “great importance”)...A knowledge test on blood donation composed of 10 multiple-choice questions was also used (score 0 to 10).” The researchers noted that “[t]he study participants consisted of 1,128 students with an average age of 20.5, mostly female (82.2 percent), of whom 532 were students of health sciences and 596 of education sciences...Of the total, 28.1 percent had previously donated, and 34.1 percent had a relative or close person who had needed a blood transfusion.” The study revealed that “[t]he greatest degree of importance given by the participants is found in the ‘external incentives’ (M = 3.66 out of 5), followed by ‘fears’ (M = 1.84), ‘pretexts not to donate’ (M = 1.71), and ‘personal reasons and prejudices’ (M = 1.70)...The scores of the knowledge [were] an average of 4.24...Those who had never donated gave greater importance to fears ($p \leq 0.001$), and were most influenced by pretexts not to donate ($p = 0.002$)...Regarding the knowledge test, higher scores were obtained in those participants who had previously donated ($p \leq 0.001$).” The authors concluded that this “study addresses a gap in the knowledge for a possible health education intervention aimed at increasing the number of donors among university students...When the population is well informed and familiar with the process and the benefits involved, barriers are reduced, especially considering that the fear of the unknown is one of the most powerful inhibitors...The aforementioned reasons reveal that if future health professionals receive appropriate training, they could develop skills and competencies while improving public health and social concern.”

Citation: Martínez-Santos, A.E., Fernández-De-La-Iglesia, D.C., Casal-Otero, L., Pazos-Couselo, M., Rodríguez-González, R., [Blood donation attitudes and knowledge in Spanish undergraduates with roles in health-education](#). *Transfus Apher Sci*. 2022.

Contributed by Richard Gammon, MD, Medical Director at OneBlood 



We Welcome Your Letters

The *ABC Newsletter* welcomes letters from its readers on any blood-related topic that might be of interest to ABC members. Letters should be kept relatively short and to the point, preferably about a topic that has recently been covered in the *ABC Newsletter*. Letters are subject to editing for brevity and good taste and published after editorial review. Please send letters to the Editor at newsletter@americasblood.org or fax them to (202) 899-2621. Please include your correct title and organization as well as your phone number. The deadline for letters is Wednesday to make it into the next newsletter.



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INSIDE ABC

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

March ABC Blood Bulletin Now Available

ABC's Scientific, Medical, and Technical (SMT) Publications Committee has published the March 2022 Issue of the [Blood Bulletin](#), titled "Blood Shortages — How Hospitals Can Help." The article was written by Debra Smith, MD, PhD, Associate Medical Director at Oklahoma Blood Institute; Nanci Fredrich, RN, BSN, MM, Transfusion Safety & Blood Management Officer at Versiti; Kirsten Alcorn, MD, Co-Chief Medical Officer at Bloodworks Northwest; Samantha Ngamsuntikul, MD, Associate Medical Director at South Texas Blood & Tissue Center, a subsidiary of BioBridge Global; Nancy Van Buren, MD, Medical Director at Innovative Blood Resources, a division of New York Blood Center. Contributors included Louis Katz, MD, Chief Medical Officer at ImpactLife; Richard Gammon, MD, Medical Director at OneBlood; Claudia Cohn, MD, PhD, Professor of Laboratory Medicine and Pathology at the University of Minnesota. The [Blood Bulletin](#) is reviewed and edited by ABC's SMT Publications Committee. ABC publishes the [Blood Bulletin](#) for use by member blood centers in their educational programs as a value-added service for hospital customers. Please contact [Member Services](#) for trouble accessing the publication.

Please note: The MS Word version may not display properly for users with older versions of MS Word. For those individuals, we recommend viewing and using the PDF version of this publication.

(Source: MCN 22-031, 3/4/22) ◆

Register for the ABC Technical and Quality Workshop

[Registration](#) is now open for the 2022 ABC Technical and Quality Workshop in Louisville, Ky. Secure your hotel room now to receive the group [rate](#) by March 11th. The workshop will take place April 5-7, 2022 and will be held in conjunction with the Blood Centers of America, Inc. (BCA) IRL workshop April 4-5, 2022 (which will be open to all attendees including non-BCA members). A preliminary program is [available](#) and the workshop will include blood component updates, inventory management strategies, staff training/competency assessment challenges, work from home strategies, supply chain issues, process improvement case studies, risk-based decision making, cybersecurity, and blood industry hot topics. Many sessions will feature roundtable discussions. Please contact ABC Director of Quality and Regulatory Services [Toni Mattoch, M.A., MT\(ASCP\), SH, SBB](#) with questions.

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

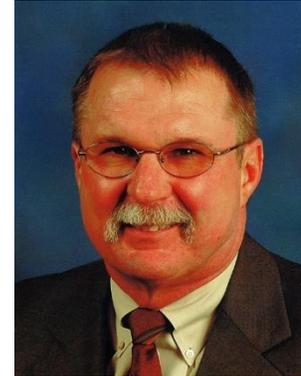
Register for 2022 Virtual Advocacy Day

[Register](#) today for ABC's 2022 [Advocacy Day](#), which will be held virtually on March 16th given continued visitor restrictions on Capitol Hill. This event allows each blood center a chance to bring multiple colleagues to connect with their members of Congress and their staff. ABC will take the priorities outlined in the [2022 ABC Advocacy Agenda](#) to Congress and hopes member blood centers capitalize on the opportunity to educate Capitol Hill on the work you do daily to ensure a safe and available blood supply. Please contact [ABC Member Services](#) with questions. ◆



IN MEMORIAM

Byron Buhner passed away on February 27th after a two-year battle with myelodysplastic syndrome. He had turned 72 on February 19th. Byron was born and grew up in Gary, Indiana, “the region,” and worked in the steel mills. He proudly served in the Army before completing his Bachelor of Arts and his Master of Science Degrees at Indiana University. He was an avid supporter of the liberal arts and served on the Dean’s Development Council and as a member of the school’s student development program. Byron was president and chief executive officer (CEO) of the Indiana Blood Center for more than three decades before his retirement at the end of 2014. He was active at all levels of America’s Blood Centers (ABC), even before it was ABC, serving on many committees and working groups, the Board of Directors and as a board officer. He was ABC’s President from 1998-2000. Byron had pivotal roles in supporting community-based blood banking during a time of incredible ferment that included all the events surrounding our responses to HIV and hepatitis in the blood supply. During his tenure as president and CEO of the blood center, he also helped lead several national initiatives. Byron was a founding member of Group Services for America’s Blood Centers (GSABC), a member-owned group purchasing cooperative designed to meet supply needs of blood centers across the country. He was involved in the creation and served as chairman of the Board of Directors of The Community Blood Centers’ Exchange (BCx) a reciprocal insurance company formed and owned by independent community blood centers to provide blood centers long-term stability with cost savings shared by its owners/insureds. Always a source of extreme clarity and transparency when addressing complicated issues, Byron mentored every member of the ABC leadership over a period of at least 20 years and was an invaluable counselor to many of us. He was a husband, father, grandfather, and a true friend to those of us who were fortunate to know him. Byron loved all forms of motorized transportation from land to sea to air. For those of you who believe in an afterlife, Byron is now riding an amazing celestial Harley Davidson so the next time you look up in the sky and see contrails, that will be him riding by. In lieu of flowers, contributions in Byron’s memory may be made to the Indiana University Foundation, PO Box 6460, Indianapolis, IN 46206-6460, with a note for the Buhner² Scholarship, or the [Leukemia & Lymphoma Society](#), or blood donations are always encouraged. Fond memories and expressions of sympathy may be shared at www.leppertmortuary.com for the Buhner family.



Contributed by Dan Waxman, MD, Vice President of Transfusion Medicine Blood Services and Senior Medical Director, Versiti Blood Center 💧

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!



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MEMBER NEWS

The Blood Emergency Readiness Corps (BERC) [announced](#) the addition of its 30th member this week. **Bloodworks Northwest** (Seattle, Wash.) is the latest community blood center to join BERC which formed in September 2021. “Bloodworks Northwest stands ready to assist other blood centers if called upon to provide emergency shipments to help communities in need near and far,” said Curt Bailey, MBA, president and chief executive officer (CEO) of Bloodworks Northwest, in a news release. “This underscores the importance of having a strong inventory of blood available at all times in order to respond immediately when natural or man-made disasters happen in our local community and beyond.” Nelson Hellwig, MBA, CEO of the Alliance for Community Transfusion Services (ACTS) and administrator of the BERC program, added in the news release, “[g]rowing to 30 blood centers is a significant milestone. We never know when these events will occur, and with what frequency, but we do know that the blood on the shelves at a center is what would be used in an emergency. With partner blood centers now blanketing the U.S., BERC is well positioned to be the team of first responders for blood products in critical times of need.” To date, BERC has been activated, “to support a mass shooting at a grocery store near Memphis, Tenn., a mass shooting at a school near Detroit, Mich., and a mass casualty event brought about by a series of tornadoes throughout the Midwest,” stated the news release.



(Source: BERC [News Release](#), 3/2/22)



Photo courtesy of *TheNews*.

Blood Assurance (Chattanooga, Tenn.) recently held a ribbon-cutting ceremony to celebrate a new donation center. Joined by members of the community and the Donelson-Hermitage Chamber of Commerce, Blood Assurance announced the opening of the new 2,400 square foot facility, its first in Davidson County. “We are ecstatic to be opening our first blood donation center in Davidson County,” stated Blood Assurance Chief Executive Officer J.B. Gaskins according to *TheNews*. “This is a commitment to the hospitals we supply and to those in the community who wish to have a convenient place to donate blood products in order to help the patients those hospitals treat...Our job is to save lives and with this new, strategic location, it will allow us to build on that in Middle Tennessee.”

(Source: *TheNews*, [Ribbon-cutting celebration for new Blood Assurance location](#), 2/16/22)

Rock River Valley Blood Center (Rockford, Ill.) broke [ground](#) on a new donor center on February 14th. “We love our current downtown location and the neighborhood we are in as we have been in the current location since the 1960s,” said Lisa Entrikin, CEO of the Rock River Valley Blood Center in a news release.

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MEMBER NEWS (continued from page 7)

“We feel a huge sense of community here and wanted to continue to be a convenient place for our dedicated donor base to visit. When we began to outgrow our current location, we wanted to stay nearby and prioritized a plan that would allow us to stay in close proximity to our current location.” The new 8,700 square foot facility will “offer a warm, inviting environment with a donor-friendly layout and provide an easier registration process to enhance donor experience. In addition, private donor spaces have been added to accommodate patient therapies.” It is expected to open in the summer of 2022.



Photo courtesy of Rock River Current.

(Source: Rock River Valley Blood Center [New Release](#), 2/14/22) 💧

Upcoming ABC Webinars – Do Not Miss Out!

- **SMT Journal Club Webinar** – March 29th from 3-4 PM ET. More available to ABC Members in MCN 22-030.

CALENDAR

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

2022

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

Mar. 10. **U.S. Food and Drug Administration (FDA) Cellular, Tissue, and Gene Therapies Advisory Committee (CTGTAC) Meeting (Virtual)**. More information available [here](#).

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

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

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

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

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

June 4-8. **37th Annual International Congress of ISBT, Kuala Lumpur, Malaysia**. More information available [here](#).

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

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

2023

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

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

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

Registered Nurse. LifeSouth Community Blood Centers is currently seeking experienced professionals to join our team as **Registered Nurses in Gainesville, FL, and Jacksonville, FL.** This position is responsible for traveling to hospitals to perform therapeutic apheresis procedures. Nurses will only care for one patient at a time and will work alongside hospital nurses and physicians to complete procedures. Nurses will also spend time at the LifeSouth office to coordinate upcoming apheresis procedures and organize necessary documentation. Training: Don't let a lack of apheresis experience stop you from applying! No previous apheresis experience is required. If hired, you will be given sufficient on-the-job training to learn the specialized skills this position requires. Training for this position will be conducted during regular business hours. This is a full-time position. Starting salary range is \$67,500 - \$74,250 annually plus travel and on-call bonus. Background check and drug test required. Equal Opportunity/Affirmative Action Employer/DFWP/Tobacco Free. Applicants should apply [here](#) for the Gainesville, FL location. Applicants should apply [here](#) for the Jacksonville, FL location.

Laboratory Director. We have a wonderful opening for a Laboratory Director position within the Cell Therapy Program at Bloodworks Northwest. The incumbent in this role will provide leadership, management, oversight, and subject matter expertise of all operational, technical, and scientific aspects of the Cell Therapy Program, including Cord Blood Services (CBS), Cell Processing Laboratory (CPL), and Advanced Cell Processing (ACP). This role ensures that all laboratory and technical policies, processes, and procedures as well as quality programs meet the highest organizational and departmental expectations, as well as being compliant with applicable laws, regulations, and standards (for example, FDA, CLIA, AABB, FACT, CAP, NMDP and others). The incumbent will provide direction for securing new business opportunities, maximizing revenue, and maintaining and supporting the customer base of the Cell

Therapy Program. This role will require minimal supervision but works in close collaboration with departmental leadership/management team. To apply and review full posting, click on the following link: <https://us61e2.day-forcehcm.com/CandidatePortal/en-US/bloodworks/Posting/View/3307>.

Director of Operations. The Director of Operations at LIFELINE Blood Services partners with the CEO to develop and execute sound financial and operational plans to ensure the continued growth of the business and provide safe blood products to the communities we serve. In addition to the financial and operational role, the incumbent will also lead Fleet and Facilities, Information Technology, Human Resources, Supply Chain Management, Donor Diversity and Inclusion, and Customer Experience. Education: Bachelor's degree required/master's degree preferred, and five years of operations experience preferred. Excellent benefits including medical, dental, and life insurance, paid time off, extended illness benefit, Sam's Club membership, 401(k) with match, and tuition reimbursement. LIFELINE is an Equal Opportunity Employer. We are committed to the policy of equal employment opportunity in recruitment, hiring, career advancement, and all other employment practices. All qualified applicants will receive consideration for employment without regard to race, religion, color, national origin, sex, sexual orientation, gender identity, age, protected veteran status, or status as a qualified individual with disability. Pre-employment drug-testing is required. Please click [here](#) to apply.

Risk Management Manager (Scottsdale, Ariz.). Vitalant is a nonprofit organization that collects blood from volunteer donors and provides blood, blood products and services across the U.S. Under minimal supervision, this position manages insurance and claims administration. This position is responsible for providing system-wide

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POSITIONS (continued from page 9)

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

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

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

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

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

Regional Operations Director. LifeShare Blood Center is seeking an Operations Director to oversee blood collection and donor recruitment operations in the Baton Rouge, LA region. Relocation assistance may be available for the right candidate. Responsibilities include: develop and implement strategic and tactical plans for donor recruitment and collections within the donation center and community-based activities; direct, develop and coach teams for achievement of established goals and

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POSITIONS (continued from page 10)

KPI's; develop relationships with community leaders and groups to promote our mission and business needs; ensure operations adhere to standards and regulations governing the blood banking industry, including FDA, AABB, cGMP, and OSHA; and model LifeShare's mission and values, integrating them into daily decisions, behaviors, and actions. The ideal candidate has a bachelor's degree or equivalent experience and background in healthcare administration, business, or operations management, including supervisory experience in the direction and coaching of other employees. They champion teamwork, communication and continuous improvement and have a passion for service to our community. Join us in our important mission, "connecting donors and the lives they impact!" LifeShare offers a competitive salary, commensurate with experience plus incentive bonus opportunities, as well as a generous benefits package, including employer-paid medical, life and disability insurance; 401k with employer contributions (6 percent) and paid time off bank. Click [here](#) to apply.

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