



**Inland Northwest  
Blood Center**

**Blood Center  
FOUNDATION**  
OF THE INLAND NORTHWEST

**2014 Annual Report**

210 W. Cataldo Avenue  
Spokane, WA 99201  
800-423-0151  
[www.inbcaves.org](http://www.inbcaves.org)  
[www.bloodcenterfoundation.org](http://www.bloodcenterfoundation.org)

**SAVING LIVES**  
Give Blood. Give Time. Give Funds.



## President & CEO's Message



“ This past year our organization celebrated our 70th anniversary, certainly a noteworthy milestone in our history. ”

Dear Friends,

Every day, the Inland Northwest Blood Center (INBC) relies on blood donors, volunteers and financial contributors to help fulfill our life-saving mission. Because of you, we give the most important gift we can offer to those on the receiving end of our services – the gift of hope. Hope in second chances, hope in the midst of crisis or tragedy, hope of new life. Hope is what the Inland Northwest Blood Center is all about; it is our specialty.

Thank you for celebrating another year with us. In 2014, we celebrated our 70th anniversary, certainly a noteworthy milestone. Since 1945, we have had the privilege of serving as the community blood center in Eastern Washington and North Idaho.

However, we are more than just a blood bank. Over time, we have grown our reach and services to include transfusion support and testing for hospitals, an HLA Laboratory, a team of Therapeutic Nurses and our newly formed Blood Center Foundation of the Inland Northwest (BCFIN), a separate 501(c)(3) organization serving as the fundraising and granting arm of INBC.

Together, with the support of our community, we save lives throughout the Inland Northwest. I thank you for your past support and look forward to another milestone year with you in 2015.

Many thanks,

Jeff Bryant, President & CEO  
Inland Northwest Blood Center



## Executive Director's Welcome



“What makes us unique is our investment in grants and scholarships not only to the Inland Northwest Blood Center, but to the entire blood collection territory we support.”

Someone's sitting in the shade today because someone planted a tree a long time ago, noted American businessman and philanthropist Warren Buffet. Here at the Inland Northwest Blood Center, plans to launch a foundation were planted 70 years ago. Through years of frugal financial planning, funds were carefully stewarded and invested locally to ensure INBC longevity. The time to focus on fundraising and launch a separate foundation arrived with the Blood Systems Inc. affiliation in 2007. The Blood Center Foundation of the Inland Northwest (BCFIN) was incorporated as a separate 501 (c)(3) organization in 2013. We received our IRS Letter of Determination in December 2014, filed our first IRS Form 990 in June 2015 and are pleased to produce this first BCFIN annual report; it has been an exciting year!

Many non-profits have launched their own foundations. What makes us unique is the investment in grants and scholarships not only to the Inland Northwest Blood Center, but to the entire region we serve. Your financial gifts make our work possible. Designating the Blood Center Foundation for tribute or memorial gifts, supporting through payroll deduction at work, remembering us with a year-end donation, making us a part of your estate plans or attending the annual Epicurean Delight gala are all ways you make a difference. Raising funds ensures investments keep INBC and our region's medical community on the cutting edge.

This report is a celebration of our launch and demonstrates how honored we are to be entrusted with your support. We pledge to advance your gifts well and thank you for your partnership.

Best regards,

Loreen McFaul, Executive Director  
Blood Center Foundation of the Inland Northwest

### Mission Statement

The Blood Center Foundation of the Inland Northwest invests in health care education, technology and research throughout the Inland Northwest in support of the mission and goals of the Inland Northwest Blood Center.



## Board of Directors

## Board of Directors

*The Inland Northwest Blood Center is governed by a Board of Directors comprising healthcare professionals, business leaders, and community members. These individuals make, review, evaluate and approve policies for the organization and provide strategic guidance to INBC staff.*

**Chair**  
**William (Bill) Dittman, Jr., M.D.**  
Hematologist, Providence Sacred Heart Medical Center & Children's Hospital

**Vice Chair**  
**Cathy Simchuk, MSN**  
Retired, Healthcare Executive

**Secretary/Treasurer**  
**Jamie Aitken**  
President and General Manager of KREM, a Gannett Corporation

**Scott Adams**  
CEO, Pullman Regional Hospital

**Linda Blessing, PhD**  
Executive Director Emerita, Arizona Board of Regents

**Irby Cossette, M.D.**  
Department of Pathology, Deaconess Hospital Rockwood Health System

**Jeremy Evans**  
Vice President, Professional Services, Kootenai Health

**William Fisher, CPA, MBA**  
CFO, Cancer Care Northwest

**Sid K. Kasuga, PhD**  
Immunologist

**Margreta Kilgore**  
Retired, Healthcare Financial

**Kirk Lund, M.D.**  
Oncologist, Rockwood Cancer Treatment Center, Spokane

**Jill Manion**  
Attorney, Global Threat Reduction Program,  
U.S. Dept of Energy, Pacific NW National Lab

**George M. Momany, M.D.**  
Anesthesiology and Pain Medicine Physician

**Charles (Charlie) Moore**  
Senior Director, Quality Unit,  
Jubilant HollisterStier, LLC

**Henry Mroch, M.D.**  
Nephrologist, Providence Kidney Care

**Donald (Don) Storey, M.D.**  
Assistant Medical Director, Premera Blue Cross

*The Blood Center Foundation is advised by a volunteer Board of Directors who reside in our Inland Northwest service area and are committed to supporting blood banking and transfusion medicine.*

**Chair**  
**Wayne Longo**  
Retired Police Chief, City of Coeur d'Alene

**Vice Chair**  
**Lynn Hurley**  
President & Administrative Department Manager, Randall & Hurley

**Secretary/Treasurer**  
**Scott Hoover**  
CPA, Magnuson, McHugh & Company, PA

**Jessica Allen**  
Attorney, Workland Witherspoon

**Linda Blessing, PhD**  
Executive Director Emerita, Arizona Board of Regents

**Jeff Bryant**  
President & CEO, Inland Northwest Blood Center

**William (Bill) Dittman, Jr., M.D.**  
Hematologist, Providence Sacred Heart Medical Center & Children's Hospital

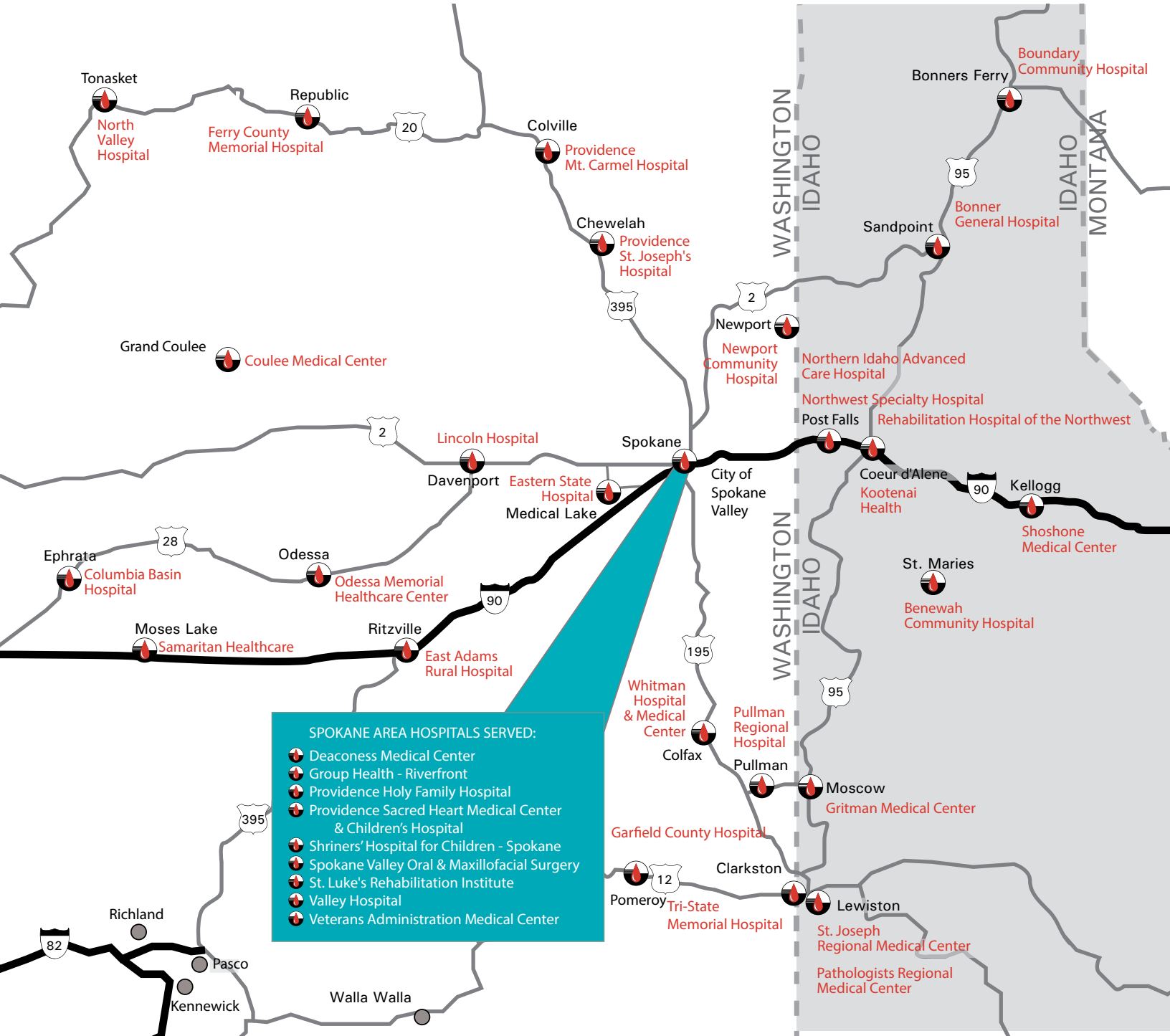
**Julie Holland**  
Marketing Director, Northern Quest Resort & Casino

**Jill Manion**  
Attorney, Global Threat Reduction Program,  
U.S. Dept of Energy, Pacific NW National Lab

**Mario Reyes, PhD**  
Dean and Professor of Finance, College of Business and Economics,  
University of Idaho

**Staff**  
Loreen McFaul, Executive Director  
Haley Rippee, Development/Communications Coordinator

# SERVICE AREA



Inland Northwest Blood Center is the only supplier of blood products to more than 35 hospitals and medical facilities in Eastern Washington and North Idaho. We work closely with our medical partners to assist in reducing the overall cost of care related to transfusion and transplantation services.



# 2014 Financials

INBC & Blood Center Foundation Consolidated  
Fiscal Year Ended 12/31/14

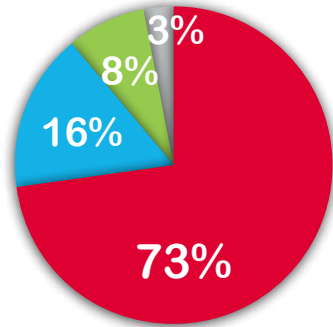
Operating Revenue:	2013	2014
Blood Services	72%	73%
Transfusion Services	15%	16%
Transplantation and Other Services	8%	8%
Other	4%	3%

**Other (Non-operating)**  
Fundraising/Investments

**Transplantation and Other Services**

**Transfusion Services**

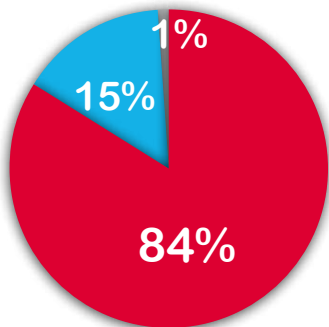
**Blood Services**



**Fundraising**

**Supporting Services**

**Program Services**



Functional Expenses:	2013	2014
Program Services	79%	84%
Supporting Services	20%	15%
Fundraising	1%	1%

## Statement of Financial Position:

<b>Assets</b>	
Current Assets	\$17,647,710
Net Property & Equipment	11,617,496
Other Assets	66,545
	\$29,331,751
<b>Liabilities &amp; Net Assets</b>	
Current Liabilities	\$2,853,101
Long-term Debt	5,042,859
Restricted Net Assets	2,662,912
Unrestricted Net Assets	18,772,879
	\$29,331,751

## Statement of Operations:

<b>Sources of Income</b>	
Direct Program Revenue	\$23,139,467
Contributions	349,317
Investment & Other Income	356,591
	\$23,845,375
<b>Uses of Income</b>	
Direct Program Expenses:	
Salaries & Benefits	9,202,431
Supplies, Fees, Services	6,870,386
Facilities Expense	560,189
Other Program Expenses	2,805,161
	19,438,167
Supporting Services Expenses:	
Fundraising Expenses	259,621
Interest & Other Expense	263,773
	\$23,261,238
Excess of Revenue Over Expenses	\$584,137

Financial integrity and transparency guide our work. Our financial information passed the scrutiny of an independent auditing firm.

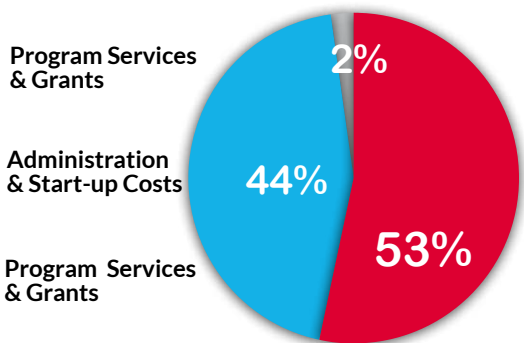
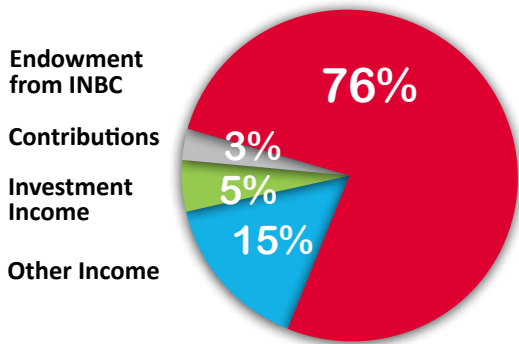
Audited Financial Statements and 990 are available for review at the INBC Business Office during regular business hours.  
This document is dated as of April 30, 2015.



# 2014 Financials

## INBC & Blood Center Foundation Consolidated Fiscal Year Ended 12/31/14

Revenue:	2014
Endowment from INBC	76%
Contributions	3%
Investment Income	5%
Other Income	15%



Functional Expenses:	2014
Program Services & Grants	53%
Administration/Start-up Costs	44%
Investment Income	2%

### Statement of Financial Position:

Assets		
Current Assets	\$3,166,935	<u>\$3,166,935</u>
Liabilities & Net Assets		
Unrestricted Net Assets	666,935	
Restricted Net Assets	<u>2,500,000</u>	<u>\$3,166,935</u>

### Statement of Operations:

Sources of Income		
Endowment from INBC	\$2,500,000	
Contributions	98,328	
Investment & Other Income	<u>675,703</u>	<u>\$3,274,031</u>
Uses of Income		
Direct Program Expenses:		
Benefits	503	
Grants	56,500	
Other Direct Expenses	<u>-</u>	<u>57,003</u>
Administration	31,752	
Fundraising Expenses	2,629	
Other Expenses	<u>15,712</u>	<u>\$107,096</u>
Excess of Revenue Over Expenses		<u>\$3,166,935</u>

Financial integrity and transparency guide our work. Our financial information passed the scrutiny of an independent auditing firm.

Audited Financial Statements and 990 are available for review at the INBC Business Office during regular business hours.  
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### **Transfusion Services**

INBC's Transfusion Services department provides compatibility testing to patients in the Spokane community. On average, over 29,000 compatibility procedures are performed for 13 hospital partners annually. The Transfusion Services department, consisting of three different laboratories, performs blood tests, conducts crossmatches and prepares specialized units for patients' transfusion needs. A fleet of couriers then delivers the blood products throughout the region, each driving nearly 350 miles per day.

### **Therapeutic Apheresis**

Our Therapeutic Nurses team works with physicians to perform a variety of blood therapies. Having their busiest year since 2011, the team provided exceptional care and performed therapeutic procedures on approximately 570 patients in 2014. With a steadily increasing number of stem cell procedures performed, INBC brought on an additional nurse in October 2014. In addition to providing quality patient care, the Therapeutics Nurses have also taken on assisting the Donor Services department with blood collections.

### **HLA (Human Leukocyte Antigen) Lab**

For patients in need of an organ transplant, INBC's HLA Laboratory provides typing, antibody screening and crossmatching services. In 2014, the HLA Laboratory was privileged to perform testing to help carry out the wishes of 31 deceased organ donors and their families, along with 16 living kidney donors, whose generosity gave 65 organ recipients a second chance at life! The department also helped patients waiting for compatible organs through various forms of testing to support their enrollment in new desensitization and paired donor exchange programs.

### **Blood Collecting Locations**

Inland Northwest Blood Center has convenient locations in Spokane, Coeur d'Alene, Lewiston and Moses Lake, as well as weekly blood drives with area hospitals in Spokane Valley, Moscow and Pullman. Mobile blood drives are also held throughout our community at businesses, churches and schools.



### **Interested in Hosting a Blood Drive?**

Contact our Donor Recruitment department at 509-232-4440 to schedule one today!





## Donors

The Inland Northwest Blood Center needs 200 volunteer blood donors per day to provide blood and blood products to patients in need.

In 2014: Percentage of Donors 17 & under: 10%  
Percentage of Donors 18-24: 19%  
Percentage of Donors 25-34: 13%  
Percentage of Donors 35-44: 12%  
Percentage of Donors 45-64: 34%  
Percentage of Donors 65 & Over: 12%

## Summer Donor Awareness Program

As part of our “Save Our Summer” campaign from Memorial Day through Labor Day, INBC blood and platelet donors received a special 2014 edition t-shirt promoting the need for blood donations during summer months.

As a special summer promotion in 2014, INBC partnered with Camp BMW to give away a 1-year lease of a beautiful BMW 320-series. As our promotion came to a close, two donors were randomly selected to partake in a “Key Turning” ceremony to determine the winner. Although there could only be one, Camp BMW managed to make it worth their while for both contestants, offering a one-month lease to the second participant!



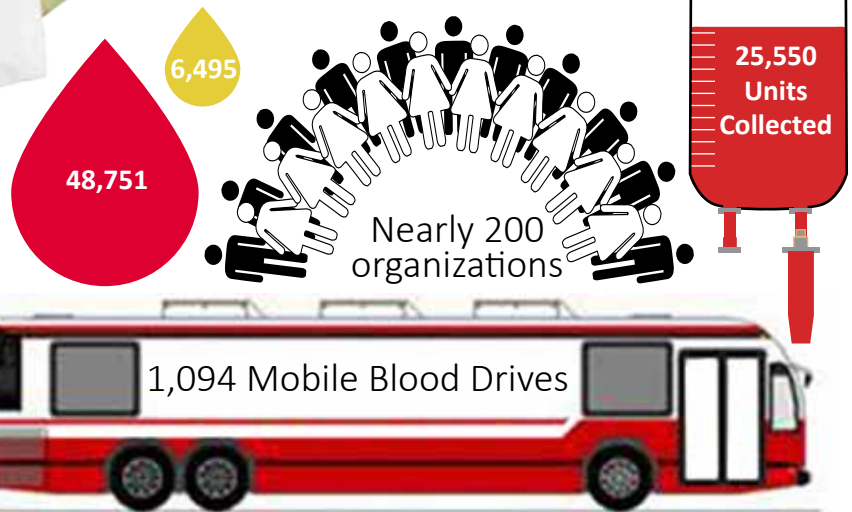
Meet Rextyn, Platelet Recipient

Rextyn loves to wrestle and play basketball – and is a cancer survivor at just 9 years old. Just before the state wrestling tournament, Rextyn wasn’t feeling like himself. He was short of breath and tired. His family took him to the doctor and blood tests confirmed that he had leukemia. Blood transfusions gave Rextyn the strength he needed during his fight with cancer.

# IMPACT



In 2014, INBC collected 48,751 units of red blood cells and 6,495 units of platelets. With the tremendous support from community groups, churches, schools and businesses, 1,094 mobile blood drives were held in Washington and Idaho, collecting 25,550 units. Nearly 200 organizations hosted three or more of these mobile blood drives during the calendar year.



Every day the Inland Northwest Blood Center needs over 200 donors to ensure a safe supply of blood. We are continuously striving to streamline the donation process while offering multiple collection locations to make it as convenient as possible for our donors. In addition to our regional fixed site locations, INBC partners with businesses, churches, hospitals and schools to host more than 1,200 blood drives annually. Giving blood and hosting blood drives are valuable community service acts and make a true impact on saving lives.

Meet Travis, Fire Chief of Lewiston

As a first responder for the Lewiston Fire Department for the past 23 years, Travis has experienced firsthand how vital it is for blood to be readily accessible. He sees victims in critical condition and knows once they arrive at the hospital, one of the first lines of treatment they will receive is blood. “Whether it is there or not,” he says, “is all dependent on our blood donors in the community.” For Travis and many other first responders, every blood donor is a true hero.



Volunteers are essential for the Inland Northwest Blood Center's daily and long-term operations. INBC depends on the service of canteen volunteers, courier volunteers, clerical volunteers and special event volunteers to support our life-saving mission. In 2014, 323 volunteers contributed 18,223 hours, which according to the Independent Sector was valued at \$420,000. Knowing the importance of giving back to our community, INBC employees also volunteer their time and talents for a variety of service projects and events. A few special projects in 2014 included Blessings Under the Bridge, Relay for Life and United Way.

Visit [inbcaves.org](http://inbcaves.org) to find out how you can volunteer today!

### High School H.E.R.O. Program

High school students play a vital role in maintaining our region's blood supply. During the 2013-2014 school year, nearly 7,500 students selflessly donated blood to save the lives of patients in need. The High School H.E.R.O. Program (Help, Educate, Recruit & Organize) promotes regular blood donation at 70 high schools in our region, encouraging students to donate blood and establish a pattern of behavior to become lifelong blood donors.

### Heroes for Life

Inland Northwest Blood Center's annual Heroes for Life banquets are a way to say "thank you" to donors and volunteers. To celebrate their time given in 2014, INBC hosted four regional recognition banquets in Spokane, Moses Lake, Lewiston and Post Falls. INBC's Awards of Excellence were also given out at each banquet as a way to honor outstanding individuals and organizations within our community who exemplify our life-saving mission.

### Meet Jim, Volunteer

There are more ways to save a life than just giving blood. Jim has volunteered at INBC for 15 years, as both a courier and a blood drive chair for his church. In fact, Jim hosts two blood drives a year at his church, which has so far netted enough blood products to generate over 4,000 units of life-saving blood. Jim has also logged over 90,000 miles delivering and picking up blood products from hospitals and medical facilities all over the region.



## Give Funds

The newly formed Blood Center Foundation of the Inland Northwest (BCFIN) is the fundraising arm of Inland Northwest Blood Center. As a separate 501 (c)(3) organization established in 2013, BCFIN raises funds and provides grants and scholarships for healthcare education, technology and research in support of the mission, goals and service territory of INBC. Financial support received through charitable gifts and proceeds from the annual Epicurean Delight gala allow us to advance our mission.

## Pledge of Accountability and Stewardship

*The Blood Center Foundation of the Inland Northwest is committed to transparency, the highest standards of financial accountability and appropriate stewardship of our resources.*

*Financial contributions received by the Blood Center Foundation of the Inland Northwest are carefully monitored to ensure their use complies with donor intent. Contributions are tax deductible to the extent allowed by law. All contributions over \$10 will be formally acknowledged. An annual audit of our finances is conducted by an independent certified public accounting firm, overseen by the Blood Center Foundation Board of Directors.*

## Meet Konnor, Blood and Platelet Recipient



After Konnor insisted that he did not want to go on a family trip because of a “bad feeling,” his parents decided they’d all stay home. Konnor was noticeably fatigued and had developed a small bump on his neck. Within days he was diagnosed with leukemia. Today, with every blood and platelet transfusion he receives from the Inland Northwest Blood Center, Konnor says he feels “awesome!”



## We were honored to make the following grants in 2014:

### Education

- \$12,000 for Medical Laboratory Science student scholarships in the Department of Laboratory Medicine at Providence Sacred Heart Medical Center and Children's Hospital.

### Technology

- \$10,000 for new laboratory equipment to replace outdated equipment for the Medical Laboratory Science program of the Department of Laboratory Medicine at Providence Sacred Heart Medical Center and Children's Hospital.
- \$3,500 to Inland Northwest Blood Center to establish a Patient Assistance Fund for HLA-type uninsured family members to determine if they are a match for a relative in need of a stem cell transplant.

### Research

- \$31,000 to Blood Systems Inc. for collaborative research at the Inland Northwest Blood Center to perform research to present to the Food and Drug Administration to make platelets safer and expand their shelf life from five to seven days.



The Blood Center Foundation funded a \$10,000 2014 technology grant for an Olympus microscope in the Med Tech research laboratory at Providence Sacred Heart Medical Center in Spokane.



Providence Sacred Heart Medical Center's Med Tech Class of 2014 students received \$12,000 in tuition assistance scholarships from the Blood Center Foundation of the Inland Northwest.

# WAYS TO GIVE

## Give Funds



### Give Online

Visit our secure website at [www.bloodcenterfoundation.org](http://www.bloodcenterfoundation.org) to make your tax-deductible gift. Consider making a greater impact with monthly or quarterly gifts. Give to our Bricks for Life Program in honor or in memory of a loved one or friend impacted by blood donation or transfusion medicine.



### Give by Phone

Call us at (800) 423-0151 x4136 to make your gift.



### Give by Mail

Send your gift, payable to the Blood Center Foundation of the Inland Northwest, to:  
Mail Stop 34353  
Blood Center Foundation of the Inland Northwest  
P.O. Box 2300  
Spokane, WA 99210-2300



### Give at Work

Designate the Blood Center Foundation when you give to United Way, or to your company's payroll deduction campaign or matching gift program.



### Attend Epicurean Delight

Mark your calendar for Friday, November 6, 2015, and join us at the region's most fun black-tie/cocktail gala! No other event showcases our area culinary talents in such a glamorous atmosphere. Visit [www.bloodcenterfoundation.org](http://www.bloodcenterfoundation.org) for tickets and information.



### Give Securities

Give appreciated stocks or securities. Call (800) 423-0151 x4136 for information.



### Leave Your Legacy

Include the Blood Center Foundation of the Inland Northwest in your estate plans. Call (800) 423-0151 x4136 for information.



### Host a Fundraiser

Visit [www.bloodcenterfoundation.org](http://www.bloodcenterfoundation.org) to get involved.

# EPICUREAN DELIGHT



## EPICUREAN DELIGHT

Benefiting the Blood Center Foundation and  
Inland Northwest Blood Center

2014 Grand Presenting Sponsors



On November 14, 2014, the 33rd Annual Epicurean Delight welcomed over 900 guests to enjoy delicious gourmet food and drinks, creatively and beautifully presented by our area's finest restaurants, wineries, breweries and cideries. The evening included a social hour, dining, program, opportunity drawing, awards, dancing and balloon drop ticket giveaway.

Spokane's premier fall gala and fundraiser, benefiting the Inland Northwest Blood Center and Blood Center Foundation, raised a total of \$96,525. Through the Blood Center Foundation, the funds will be used for education, technology and research grants given back to INBC and the regional community.

The 2014 Epicurean Delight Legacy of Life story of Jacob Hess was shared by his mother, Keirsten. Everyone in attendance heard the heartwarming story of Jacob and his commitment to blood donation before he lost his life serving our country.



As the social event of the season, it is surely not one to miss.  
Join us for the 34th Annual Epicurean Delight on Friday, November 6, 2015!



**SAVING LIVES**  
Give Blood. Give Time. Give Funds.