

Embracing Diversity
Expanding Services



2007 Annual Report



Our Mission

To advance the quality of health care in the communities we serve by continually increasing the supply of blood and providing safe, high-quality transfusion products and services.



New Challenges, New Solutions

For Community Blood Services, 2007 was a year when significant challenge intersected with dramatic change. We took the reins of the only other public cord blood bank in New Jersey and worked with state legislators, leading scientific researchers and community leaders to expand our medical and public health value to our hospitals, our donors, and patients in New Jersey and New York State, and we introduced new programs and services to ensure that our donations reflect the vibrant diversity of our communities.

As we grappled with lawmakers on pressing budget issues in Trenton and Albany, we found new optimism in the outpouring of corporate and community support for our projects and plans. New technologies introduced in 2007 promised to expand the supply of blood and blood products, while a suite of innovative, value-added health services enhanced the donor experience and gave back a measure of time and convenience to those who so readily give of themselves. We strengthened our partnerships with corporations and businesses to continue to build a strong base of donors and a solid infrastructure to meet the community's health care needs, and our southern New York State operations grew significantly, with new donor collection centers in Warwick and New Windsor joining collection sites already offered in Monroe and New City.

New Jersey's budget constraints, coupled with a defeat of a state stem cell referendum by voters in November, had a direct impact on the New Jersey Cord Blood Bank (NJCBB), the state's only public cord blood bank operated by Community Blood Services. With the state Legislature, the Governor's office, and the blood center deeply committed to the NJCBB, we continue to work together to seek creative solutions that will ensure the NJCBB's vitality well into the future, such as supporting new state legislation signed into law by Gov. Jon Corzine in

December which requires New Jersey health care professionals to inform pregnant women about their cord blood options. We also have teamed up with the Catholic Healthcare Partnership of NJ around the common ground of promoting adult umbilical cord blood stem cell collection to all women.

A focus on innovation and new solutions was also directed towards the blood supply. The latest statistics confirmed what many in the blood banking industry had long suspected – that a growing number of mandated donor deferrals and exclusions had cut the number of eligible blood donors by half, producing repeated blood supply shortages nationally. These challenges spurred Community Blood Services into action.

We implemented new blood collection technologies, which make the most of every donation and decrease the number of times a donor need give in any year, as well as new programs and services that simplified and improved the donor experience. The blood center also accelerated its outreach, connecting with community leaders to promote the vital need for donations of blood, bone marrow and umbilical cord blood stem cells from all racial and ethnic groups, and to determine how best to collaborate to get this vital message out in the months to come.

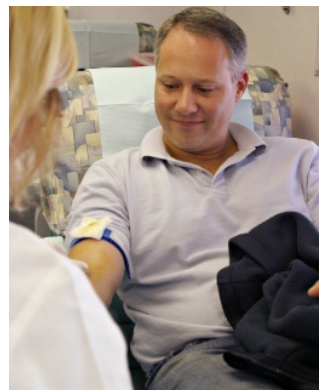
Internally, we began the exciting work of planning for the future. The Community Blood Services Foundation secured funding from the Ridgewood, NJ-based Bolger Foundation to renovate our Paramus facilities and increase the size of our processing areas, while our new Clinical Services department launched an intensive education and training program that will continually enhance staff expertise and ensure that donors of blood and cord blood receive first-in-class care at all levels. With an award from the U.S. Department of Homeland Security, we are currently making security-related improvements, including a sensor/alert advanced remote environmental monitoring system to maintain temperatures in refrigerators and freezers during times of emergency; a sensor/alarm system, and installation of satellite phones on trucks and buses and in the organization's command center.

The impact of transfusion medicine and its clinical potential is both profound and transformative. As leaders in the industry, our commitment is fueled by both the immediate, moment-by-moment health care needs of our communities and by the promise of groundbreaking medical research in the field. As we prepare to continue our 55-year journey, we are grounded in our rich history, energized by our achievements, and inspired by a future of unparalleled medical promise.

Our History

Community Blood Services, a not-for-profit organization that supplies blood and blood products to more than 30 hospitals in the NJ/NY region, has been devoted to serving the community's transfusion medicine needs for more than 50 years, since it was founded in 1953.

Donations of blood and blood products, umbilical cord blood, stem cells and bone marrow join individuals, organizations, businesses and communities together in partnership with us to help save lives.



Arnold D. Rubin, M.D.
Chairman of the Board of Trustees

Dennis M. Todd, Ph.D.
President and
Chief Executive Officer



One Patient at a Time



Lori Brown

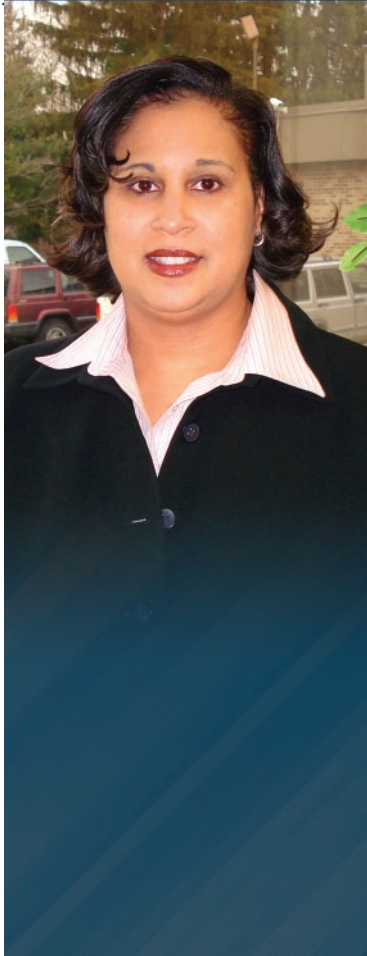
Just as Wonderful... The Second Time Around

When Lori Brown learned she was a match for a child needing a bone marrow transplant, she was excited -- and surprised. A resident of Maplewood, she had been notified just two years earlier that she was a match for another child (whose parents decided not to pursue the transplant), and she had been told that the chances that she would ever be called again were "one in 5 million."

"You never think you'll be the one," says Lori, who first joined the bone marrow registry during an African-American and Latino Alumni reunion for Syracuse University in 1998.

She was thrilled to get the second call from The HLA Registry to donate bone marrow for a seven-year-old in need of a transplant, even though she was starting a new job as a compliance officer at Seton Hall University.

"I had a child the same age," she recalled, "and I would hope someone would do the same for me." Her new supervisors were supportive and the process was relatively quick (her marrow was harvested on a Thursday and she was back in the office the following Monday). "I was nervous about the process, but I wanted to do the right thing. I felt great when it was finished, and I realized that I had potentially saved someone's life."



Timothy Glencamp

A Lifelong Donor

He's not yet 40, but newlywed Timothy Glencamp is an old hand at giving blood. The 38-year-old computer programmer first donated when he co-chaired an Honor Society blood drive held during his senior year at Plainfield High School. He has donated more than 70 times since then.

"I kept on donating," he said, giving at a Plainfield, NJ bloodmobile and then, later, through his company. Donating is such an integral part of his life, he says, that he gets upset when he is forced to reschedule a donor appointment.

In addition to giving whole blood, he is also a regular platelet donor – a commitment he took on after his mother developed cancer and needed platelets regularly during her treatment.

"The platelets my mom received were from everyday people I didn't know," he said. "Now, I'm doing my part."

For those who have yet to roll up their sleeve to donate, he offers practical advice and a bit of a reality check.

"It's really no big deal," he says. "It's just one hour or so, and if you have time to do other things, you have time to donate blood. Just eat before you go."



Community Blood Services takes pride in its long history of meeting the essential health care needs of a diverse and dynamic region. Since 1953, it has provided hospitals in New Jersey and New York with quality blood and blood components, while continuing to introduce the technologies and innovations that advance medical science and make a difference in the lives of patients and donors. Community Blood Services collects, processes and distributes more than 110,000 blood products each year to 30-plus hospitals, with the number of units increasing by more than six percent annually. In addition, the blood center is the sole provider of fresh frozen plasma for the Scottish National Blood Transfusion Service (SNBTS) for transfusion to ill children in Scotland.

What follows are highlights of our impact in 2007.

The Eastons

A Brothers' Story: Cord Blood Stem Cells and the Gift of Life

When little Gregory Easton was born he helped save his older brother Charlie's life. Now 18, Charlie received a cord blood stem cell transplant from Gregory in 1997. Today, the Farmingdale, NJ resident and 2008 graduate of Colts Neck High School is enrolled at The Chubb Institute, planning for a career in computer networking and security.

Charlie's father, Chas, and his mother, Chris, are committed to spreading the word about the importance of donating cord blood to the public bank, as well as the importance of donating blood and bone marrow. Chas has become a regular blood donor and has registered as a potential marrow donor with The HLA Registry at Community Blood Services, where he's already been called as a possible match for a patient in need.

Diagnosed with leukemia at 4 ½ years old, Charlie experienced a relapse following 20 months of chemotherapy treatments. It was then that his physicians and parents knew they needed a new plan and, possibly, a bone marrow transplant. After younger brother Michael was found not to be a match, doctors recommended they test the stem cells of soon-to-be born Gregory. An amniocentesis showed that he was a "perfect match," said Chas, and the umbilical cord blood was harvested at birth.

"We had a collection kit in the delivery room," Chas recalled, "and shipped the blood for processing and storage immediately." Just six months later, Charlie suffered another relapse and underwent the cord blood stem cell transplant. His father recalls a difficult "waiting game," but when Charlie's blood cell counts accelerated, they knew the transplant had worked.

Over time, Charlie regained his strength and stamina, returned to school, and went on to earn a black belt in karate and become active in dramatics. The Eastons remain strong proponents of blood, bone marrow and cord blood donations, knowing that saving Gregory's cord blood made a lifesaving difference to Charlie. "Today, we give blood and do whatever we can to promote giving," Chas said.



Marvo Smith

Giving Beyond Borders

A resident of Antigua, Marvo Smith lives on a jewel of an island nestled in the Caribbean. But the 40-year-old mother of three chose to have her third child in edgy, hectic northern New Jersey for the opportunity to give a precious gift – her umbilical cord blood stem cells – to a potential stranger.

"The cord blood is no good to me," she said, "but it could do very good things for someone else. It could save a life."

Marvo learned of Community Blood Services' public cord blood program while visiting her aunt, Julia Melville, in New Jersey. After learning that Marvo was pregnant, Julia, an employee at Community Blood Services, urged Marvo to donate her baby's umbilical cord blood.

"I thought about it, and decided I would do it," she recalled. "It was too important not to."

Cord blood donations are done quickly and painlessly after delivery. The cord blood – which is typically discarded – is a rich source of stem cells, and has been found effective in treating cancers, leukemia and other serious diseases. The New Jersey Cord Blood Bank (NJCBB), operated by Community Blood Services, maintains a public cord blood bank for the state of New Jersey, ensuring that cord blood stem cells are available for transplant to patients worldwide who need them.

"I am grateful I was able to give my child's cord blood," Marvo said, "and I think it is important for other mothers to consider. I hope that some day we have cord blood donations in Antigua."



Alfred Verga

A Committed Donor Gives Back

Some 40 years ago Alfred Verga of Carlstadt, NJ was burned over 80 percent of his body in a gas explosion. It took many unselfish blood and plasma donors to help pull him through that difficult time. Soon after, his cousin's daughter was diagnosed with leukemia and also received blood from many volunteer blood donors.

Inspired by the generosity of the donors who jumped at the chance to help both him and his cousin's daughter, Alfred became a committed blood donor. A whole blood donor for the past 15 years, the 60-year-old tries to donate every eight weeks and looks forward to making his 100th blood donation.

"I wanted to give back," Alfred said about his decision to become a blood donor. "If I saved even one life with my 70 donations, then it was worth it."

He looks forward to the friendly and cheerful staff at the Paramus donor center and on the bloodmobile when it visits Rutherford. These days he's donating alongside his wife, Dale, who he convinced to also become a regular donor.

"I never say no when Community Blood Services' calls and asks me to donate. They make it easy to say yes," Alfred said. "My experiences donating with Community Blood Services have always been good ones. As long as I can, I will always be there to help."





The Power of Innovation

Scientific advances are transforming the nature of disease.

Cancer, leukemia and other disorders once regarded as virtually untreatable are now managed as chronic conditions. These advances increase the need for blood and blood components. Whole blood is needed for surgeries and transfusions, platelets for patients undergoing chemotherapy and other procedures that weaken the immune system and cord blood stem cells for certain cancers and blood diseases. But, just as the pace of medical advances is accelerating, so is the rate of emerging global health threats. Viruses, parasites and bacteria not only affect the areas of outbreak but can increase the risk of transfusion-transmitted disease worldwide.

In 2007, Community Blood Services added Chagas, a parasitic disease, and Transfusion-related Acute Lung Injury (TRALI), to the list of blood exclusions mandated by the U.S. Food and Drug Administration. These exclusions, along with screenings for HIV AIDS, hepatitis C, and factors including travel, military service, anemia, and temporary illnesses, have reduced the population of eligible blood donors by 50 percent in the last decade. Surveys show that only 37 percent of the U.S. population is now eligible to give blood.

These challenges to the blood supply have spurred Community Blood Services into action. In 2007, the blood center introduced Haemonetics® automation technology to perform “double red” collections – in effect, collecting two units of red blood cells in one donor sitting and cutting in half the number of times a donor needs to return to give blood in any 12-month period – while enabling phlebotomists to collect more of those blood types that are needed (typically Type O, the “universal donor” type that can be given to anyone and is often in short supply). The Trima Accel® Collection System, which triples the amount of

platelets collected in one donation, also gives the blood center the flexibility to quickly build the platelet supply from donors with high platelet counts.

Staff training was strengthened and intensified with the development of a new accelerated training track that will maintain Community Blood Services’ professionals as first-in-class for the industry. Together, these technologies and training intensives can begin to eliminate our need to import blood from other U.S. centers, while reversing the trend of chronic blood shortages throughout the region.

Enhancing the Donor Experience

Life’s hectic pace makes it hard for many people to find time to donate. Community Blood Services is continuing to develop programs that add value to the donor experience and simplify and shorten the registration process.

e QUE™

In late 2007, Community Blood Services became the first blood center in the U.S. to launch e QUE™, an electronic donor registration system that decreases the time it takes to register and check in to give blood by more than half. Using a self-administered interface, e QUE™ captures and securely stores a donor’s health history and other vital donor information, improves the accuracy of blood donor profiles, and decreases the number of donated units that must be discarded due to registration error.

Expanded Value-added Testing

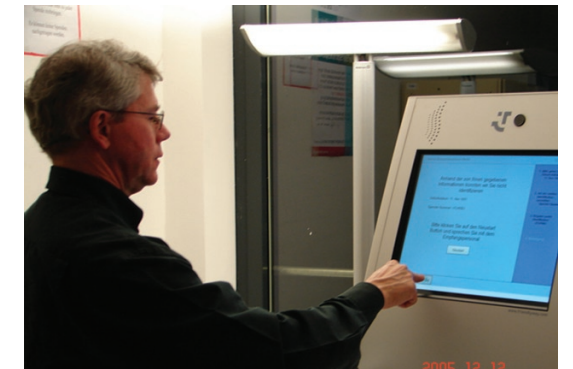
Our expanded value-added testing, which includes screenings for blood pressure, hemoglobin and cholesterol, along with sickle cell and prostate-specific antigen screenings (PSA), demonstrates our commitment to our community’s health. Our tests will be expanding in 2008 to include a glucose screening for diabetes. These screenings help enhance the donor experience and encourage regular donation, as does the recent elimination of the use of Social Security numbers at registration for privacy protection.

Hemochromatosis Phlebotomy Program

A new Hemochromatosis Phlebotomy Program enables people with hereditary hemochromatosis (HH) to effectively manage their condition while contributing to the blood supply. The disease, which causes life-threatening iron overload, can be treated by frequently giving blood. Under the new program, Community Blood Services works with physicians to make sure that HH patients get the treatment they need, while adding much needed donations to the blood supply.

All of these services underscore Community Blood Services’ appreciation for the significant commitment of time and energy required to give blood regularly. Simplifying and streamlining the process for our donors will continue to be among our highest priorities. We will also continue to strive to make our donor rooms more comfortable and inviting, as demonstrated by the 2007 renovation of the lobby at our Paramus donor center.

Fact: One blood donation can save three lives.



Our Values

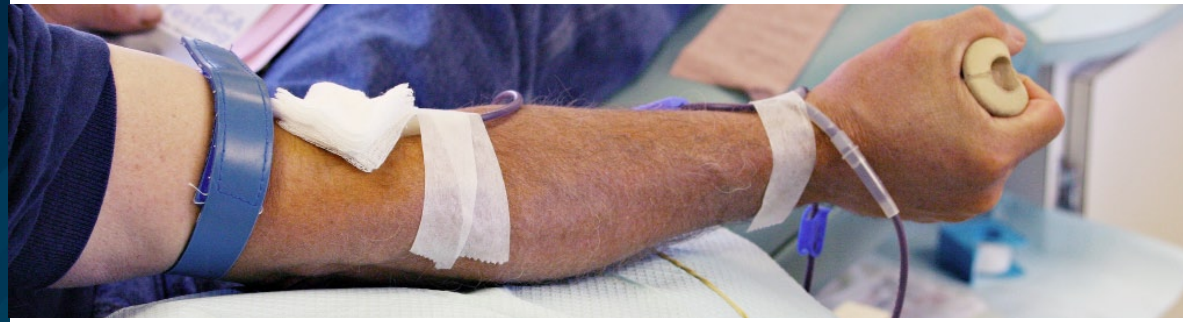
Quality - We are committed to excellence in the results we achieve and in how we achieve them.

Integrity - We strive for the highest ethical standards.

Respect - We promote a diverse culture and are committed to treating every internal and external relationship with mutual respect and dignity.

Teamwork - We value our collaborative efforts.

Innovation - We encourage new ideas and strive for continuous improvement.



Bridging Generations, Building Community

From high school and middle school students who spend countless after-school hours organizing blood drives – and giving blood themselves if old enough – to donors who have given regularly for decades, the faces of those who care reflect the diversity of our communities. Donating blood and bone marrow is a precious gift of time and self, and Community Blood Services continued to introduce new programs that expand opportunities to donate and build stronger, more extensive, more diverse donor communities, focusing heavily on our younger generation.

Making Giving Easier

Community Blood Services knows just how hectic life in our region can be. We live here, too.

Simplifying and streamlining the donation process – while making the most of every donation – is a primary focus, as we work to connect with time-stretched donors while making it more convenient to give blood.

In 2007, we enhanced our Life Team Program, enabling donors to earn points redeemable for gifts with a pledge to give a minimum of three blood donations a year. Double red cell donors and double platelet donors were offered double points, while triple platelet donors earned triple points for their lifesaving donations. In addition, several thousand people in our community signed on to a new email software program which alerts them electronically to upcoming blood drives and promotions.

The number of blood donors who opted for the “double red” collection approach increased by 12 percent in 2007, following the launch of a telephone outreach effort by Recruitment Services. “Double red” collection technology maximizes the blood donation by enabling phlebotomists to collect two fully transfusable units of red blood cells in one donor sitting. Double red donors can then reduce the number of times they need give during the year – from every 50 days to every 112 days.

Dedication ceremonies were held at collection sites in New Windsor and New Hampton in southern New York State, and a new mini-bloodmobile purchased exclusively for Orange County, New York, helped make it more convenient to donate blood in our New York communities.

Maintaining a plentiful blood supply is at the heart of our business and our mission. Through our grassroots efforts, our work with middle school and high school students, our expansion into New York middle school and high school students, our expansion into New York State, our introduction of new collection technologies, and our seamless approaches to donor communication, we will continue to meet the needs of our richly diverse communities now and into the future.



NY State and Orange County representatives joined CEO Dr. Dennis Todd (right) at the opening of the New Windsor donor center.



Orange County's newest bloodmobile

Minority Initiatives

Blood type, bone marrow and peripheral and cord blood stem cell typing are often determined by one's racial or ethnic profile, making it far more likely that a patient will find a match from his or her racial or ethnic group. However, only 25 percent of bone marrow donors are non-white and only one-third of cord blood donors are from minority populations. Minority bone marrow donations fall well below 10 percent for the Hispanic, African-American and Asian communities.

Our intensive effort to reverse these trends continued in 2007 with new cross-marketing strategies aligning bone marrow and blood donation recruitment initiatives that provided minority blood donors with information on the importance of donating bone marrow – and vice versa. With these strategies, Community Blood Services achieved 120 percent of the National Marrow Donor Program (NMDP) goals for minority recruitment in 2006-2007.

KidzKare Program

KidzKare, piloted in 2007, partnered our staff with elementary and middle school students. While too young to give blood (the minimum age is 16 in New York and 17 in New Jersey) these students organized drives at their schools, and encouraged teachers, parents and neighbors to give, as they learned about the importance of giving blood. The students who successfully met their blood drive goals received one new book for their school library or classroom for every unit of blood collected.

Academic Blood Challenge

High School students competed in our Academic Blood Challenge (ABC) program for a day at Mountain Creek Water Park in Vernon, NJ, offered to the top three schools hosting the most successful drives, as well as for a \$1,000 scholarship from the New Jersey Society of Blood Bank Professionals, won in 2007 by Thomas Garlick, Ramsey High School blood drive coordinator. The 2007 ABC winners - 1st place, Hackensack High School, coordinator Mike Walker; 2nd place, Indian Hills High School, coordinator Lyle Timson; and 3rd place, Ridgewood High School, coordinator Patti Johnson - join a burgeoning population of dedicated young people poised to become the next generation of blood donors. Community Blood Services will continue to strengthen its relationship with young donors by entering the world of social marketing in 2008, as it helps them build a donor's community with a new My Space page and other 2.0 networking initiatives.



KidzKare, Sicomac School, Wyckoff, NJ



2007 ABC day at Mountain Creek Water Park



Dr. Todd presents Allison Ball with her scholarship check as (from left) Beth Gantz, Whole Foods team leader and Stephen Meyers' parents, Richard & Dorothy Meyers, look on.

Honoring Our 'Heroes'

For some, giving blood has become an essential part of their lives.

These donors are the heroes and heroines of Community Blood Services, and are at the heart of our growing donor community. In 2007, awards were given to many of our most dedicated donors, including Kurt Berger of Lincoln Park, NJ and Judith Lee of Paramus, NJ for their 200th platelet donations and June Jones of Hillsdale, NJ for her 100th platelet donation. They joined Amelia Terpstra of Midland Park, NJ who – with more than 300 donations since 1985 – is the blood center's highest all-time donor.



Amelia Terpstra, 300-plus platelet donor

Longtime Donor Honored With Scholarship in His Memory

Allison N. Ball of Nyack, NY, a freshman nursing major at Nyack College, was the first recipient of a scholarship presented in memory of Stephen Meyers, a Glen Rock, NJ resident who passed away suddenly in April 2007. Stephen was a longtime blood and platelet donor at Community Blood Services and a valued employee at Whole Foods Market in Ridgewood, NJ. The scholarship, set up in partnership with Whole Foods and Stephen's parents in Stephen's memory, will be offered annually to an employee at Whole Foods pursuing higher education in a health care field. Allison was presented with a scholarship check by Beth Gantz, team leader of the Whole Foods Market store in Ridgewood, Dr. Dennis Todd, president and CEO of Community Blood Services, and Richard and Dorothy Meyers of Glen Rock, Stephen's parents. Allison, a 2007 graduate of Ramsey (NJ) High School, is also a blood donor.



Garry DeVicci (center), president of the Brady Kohn Foundation, was honored at this year's Donor Recognition dinner. With him are (from left) Susan Mysliwicz & Misty Marchioni of Recruitment Services.

FACT: Only 2.5 percent of New Jersey's population donates regularly compared to 5 percent nationwide.

Partnering with Community Leaders

Corporations and non-profit organizations are valued partners in our effort to maintain a vital and diverse blood supply. Their regular on-site, employee blood drives provide our community with an essential gift. In 2007, three corporations were honored for their outstanding efforts: Tiffany & Co., 10 drives, 387 donors; Pearson Education, 10 drives, 346 donors; and UPS, 12 drives, 262 donors. The newspapers, radio stations and television news programs that alert viewers and readers to the need for blood also offer an invaluable service by generating awareness and motivating our community to roll up its sleeves when blood supplies are low.



2007 Donor Recognition Event

Every year Community Blood Services looks forward to honoring its loyal volunteer blood donors and donor groups with a fun-filled event to celebrate their lifesaving efforts. In 2007, more than 200 people attended the 5th annual recognition event - "Sway to the Rhythm of the Islands" - at The Estate at Florentine Gardens, River Vale, NJ. Among those honored were 17 dedicated donors who successfully gave platelets 24 times and donated more than 675 products, along with 28 corporate partners who participated in the Stars for Life Corporate Program, sponsoring three or more blood drives and helping us to register more than 3,900 donors. Also honored were:

- **The Waldwick (NJ) Lions Club**, which has been hosting blood drives for more than 42 years
- **Entenmann's Bakery** in Edison, NJ, which has donated the baked goods offered to donors for more than 17 years
- **Mountain Creek Water Park** in Vernon, NJ, which donates a day at the water park to the top three schools in our Academic Blood Challenge program each year
- **The Brady Kohn Foundation** in Delaware, for its education efforts regarding the importance of donating umbilical cord blood. The Foundation honors the memory of Brady Kohn who, at 2 1/2 years old, received a bone marrow transplant to treat aplastic anemia using umbilical cord blood stem cells, losing his battle for life in 2002.
- **Holy Name Hospital** in Teaneck, NJ, the first hospital to participate in the public cord blood program at Community Blood Services. Holy Name has collected more than 1,000 public cord blood units, more than any other hospital, with 23 of those units having been released for transplant.



Volunteers Make the Difference

Community Blood Services could not get by without the hardworking, dedicated group of volunteers who help out at blood/marrow drives and health fairs, serve donors in our donor canteens, and provide clerical and administrative support. In 2007, more than 80 volunteers clocked 4,658 hours.

Our volunteers include high school and college students, homemakers, people from the work force who have evenings or weekends free, retirees and senior citizens. They lend their varied skills and talents to many departments, including Human Resources, Recruitment Services, Cord Blood Services, Community Affairs, Collection Services and Volunteer Services.

Call MaryAnn Siniscalchi, volunteer manager, at (201) 389-0459 to find out how you can become a volunteer.



Community Blood Services at Helm of Cord Blood Banking

As scientific research continued to expand the uses of cord blood stem cells to treat more than 70 life-threatening diseases, and as Community Blood Services' shipped its 60th cord blood stem cell unit for transplant, a series of pivotal 2007 milestones underscored its position as a leader in the industry.

Moving to meet the quickening demands of its thriving program, Community Blood Services announced in January 2007 that it was among the first cord blood centers in the U.S. to integrate an FDA-approved automated cord blood processing system into its laboratory in Allendale, NJ. The SEPAX Cell Processing System allows for reproducible separation of umbilical cord blood in a closed and sterile environment and enables the blood center to more rapidly and efficiently harvest stem cells from umbilical cord blood for testing and storage.

A unique partnership with the Catholic Healthcare Partnership of New Jersey further strengthened the cord blood program. At a press conference in March, the Rev. Joseph W. Kukura announced that the 10 Catholic hospitals in New Jersey providing obstetrical services had signed contracts to encourage women to donate umbilical cord blood to the New Jersey Cord Blood Bank (NJCBB), the state's public bank.

FACT: Treatment options using cord blood stem cell transplants are growing.



As cord blood donors, Maya and Jada are among our youngest heroes.

The Creation of the New Jersey Cord Blood Bank

In June, a major strategic alliance merged the public cord blood operations of Community Blood Services and the Coriell Institute for Medical Research in Camden, NJ, creating the New Jersey Cord Blood Bank (NJCBB) and transferring the entire cord blood operation in New Jersey to Community Blood Services. The agreement enabled both organizations to concentrate their efforts around areas of specific expertise, giving Coriell opportunity to focus exclusively on cord blood stem cell research.

In 2007, the NJCBB collected, processed and stored public cord blood collections from 24 hospitals in both northern and southern New Jersey and 15 hospitals in New York State. The NJCBB also handles collections from Christiana Hospital in Newark, Delaware.

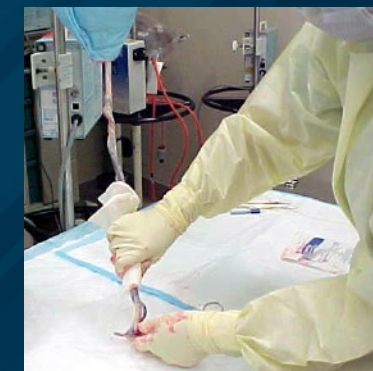
Expanded Cord Blood Options

As a result of the alliance, the NJCBB and the Elie Katz Umbilical Cord Blood Program (EKUCBP) at Community Blood Services continued as separate operating divisions of Community Blood Services. The NJCBB is responsible for the public (allogeneic) cord blood banking program, and the EKUCBP is responsible for our family (autologous) cord blood banking program, as well as our contract processing and storage program, which welcomed seven new U.S. and international corporate clients in 2007.

Responding to the distinct health care needs of children and families with serious diseases, the EKUCBP launched a Sibling Donor Program in 2007, offering families with seriously ill children who may be helped by a cord blood stem cell transplant and who meet our guidelines the ability to store an infant's cord blood privately, free of charge, for future use by a sibling.

In addition, New Jersey legislation requiring physicians to inform pregnant women about their cord blood banking options was signed into law by Gov. Jon Corzine in December, ensuring that women in New Jersey have the information they need to make the best cord banking decisions for their families.

And to ensure we stay at the cutting edge in stem cell research, four new research agreements were made in 2007.



Cord Blood: The Year in Numbers

- 2,892 public cord blood donations (NJCBB)
- 33% increase in public donations in one year
- 154 family cord blood collections (Elie Katz)
- 30 cord blood units shipped for transplants
- 7 new processing and storage clients
- 4 new research agreements

**Call (866) SAVCORD
To donate your baby's cord
blood with the NJCBB**

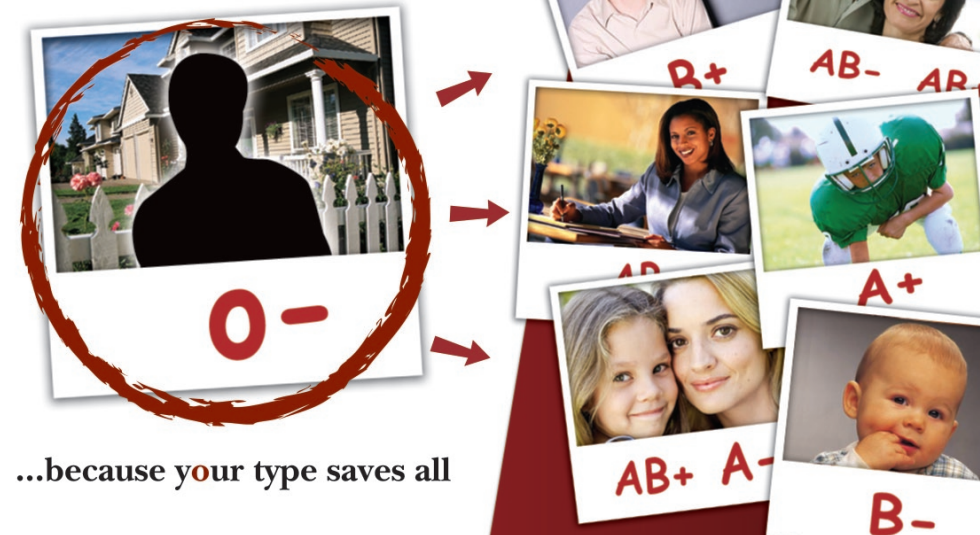
or

**to save your baby's cord
blood with the
Elie Katz Umbilical Cord
Blood Program**

More ethnically and racially diverse donors are needed to meet the needs of the 10,000 Americans who need bone marrow or peripheral stem cell transplants each year.



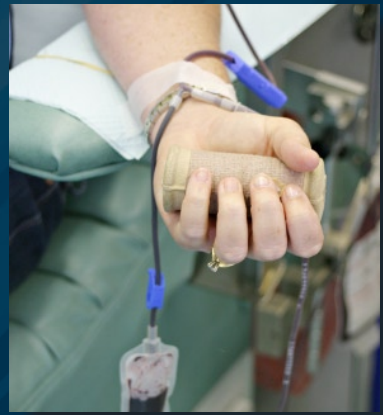
We need your type...



...because your type saves all

In Search of Type O

As the “universal donor,” Type O blood can be given safely to anyone with any blood type. Not surprisingly, Type O is typically in very high demand. To meet the needs of hospitals throughout the region, Community Blood Services launched an intensive Type O recruitment program in 2007 to build stronger connections with Type O donors so that supplies throughout the region remain robust. We encouraged Type O donors to make the most of their donation by opting for the “double red” collection approach, when possible, and offered valuable incentives – including tickets to sports events – as a way of boosting Type O donations and giving back to those who make this important commitment.



The Year in Numbers: Blood Donations

Our Donors:

- 30,397 volunteer donors gave blood and blood products
- 11,126 were first-time donors
- 3,838 were high school students
- 18 were 200+ platelet donors
- 4 were 300+ platelet donors

Our Collections:

- 45,232 red blood cells were collected
- 52,291 red blood cells were distributed to our hospitals
- 7,883 platelets were collected
- 8,669 platelets were distributed to our hospitals

Our Drives:

- 1,100 mobile blood drives were held
- 77 high school mobile blood drives were held
- 155 new donor groups held blood drives

The HLA Registry: A Worldwide “Heroes’ Network”

To the National Marrow Donor Program (NMDP), our HLA Registry, a division of Community Blood Services, is a “mega” center – the largest non-governmental marrow donor center in the global NMDP network.

But, to patients who need a bone marrow stem cell match to treat a serious disease, we are the place where heroes live. From our database of more than 230,000 bone marrow donors, more than 2,100 were found in 2007 to be matches for patients, and 99 successfully donated bone marrow stem cells for potential life-saving transplants.

Every year, more than 10,000 Americans need bone marrow or peripheral stem cell transplants from an unrelated donor. The greatest potential for a match occurs when the donor and recipient are from the same racial or ethnic background. While The HLA Registry and other NMDP registries have made significant progress in increasing donations, challenges remain in building greater diversity within our database, particularly from non-white racial and ethnic groups, which are under-represented in the registry. Ensuring that The HLA Registry is ready to meet the needs of all patients will continue to be a strong focus. In addition to our efforts to expand the registry, we incorporated a new approach to streamline the donation process. The Buccal Swab testing method now enables us to tissue-type a donor with a swab taken from inside the cheek, rather than with a blood sample, to determine a match.

One of the privileges of working with the NMDP network has been the ability to collaborate with colleagues nationally and globally. We continued our work with the NMDP and the American Society for Blood and Marrow Transplantation (ASBMT) and the Radiation Injury Treatment Network (RITN) to provide comprehensive evaluation and treatment for victims of radiation exposure or other marrow-toxic injuries, and we provided insight and guidance to The Sunshine Volunteers Association & Sunshine Marrow Donors Registry and The Red Cross Society of China.

We are very thankful to all of our donors and their supportive families for helping us help patients. Meeting our goals would not be possible without their dedication and generosity of spirit.



The Year in Numbers: Bone Marrow/Stem Cells

- 6,503 potential donors joined the registry
- 350,000 potential donors listed with the National Marrow Donor Program (NMDP)
- 98 transplants facilitated by the registry to date
- 25 marrow transplants
- 73 stem cell transplants

Meeting the Needs of Our Hospitals

As one of the largest blood collection organizations in the region, Community Blood Services must not only ensure that more than 30 hospitals in New Jersey and New York have an ample supply of blood and blood components to meet the health care needs of a large and diverse community of patients, but that the systems needed to store and track blood inventories offer maximum efficiency.

Our new on-line ordering system, introduced in 2007, enabled hospitals to quickly order blood products and trace order status on line, while installation of a large, walk-in refrigerator significantly increased the storage capacity for untested blood and blood products and improved work flow and product organization. The addition of two new technicians, for Quality Control and Inventory Control respectively, ensure consistent quality control and enhanced inventory control for all manufactured blood and blood products.

Throughout 2008, we will continue to focus on enhancing our relationships with health care professionals and working with our hospital partners to provide the highest quality health care possible.

The Hospitals We Serve



- Bergen Regional Medical Center, NJ
- Chilton Memorial Hospital, Pompton Plains, NJ
- Columbia Presbyterian Medical Center, NY, NY
- East Orange General Hospital, East Orange, NJ
- Englewood Hospital, Englewood, NJ
- Good Samaritan Hospital, Suffern, NY
- Hackensack University Medical Center, NJ
- Hoboken University Hospital, Hoboken, NJ
- Holy Name Hospital, Teaneck, NJ
- Hospital for Special Surgery, NY, NY
- Jersey City Medical Center, Jersey City, NJ
- Maimonides Medical Center, Brooklyn, NY
- Meadowlands Hospital, Secaucus, NJ
- Methodist Hospital, Brooklyn, NY
- Morristown Memorial Hospital, Morristown, NJ
- New York Presbyterian Hospital NY, NY

- Overlook Hospital, Summit, NJ
- Palisades Medical Center, North Bergen, NJ
- Robert Wood Johnson University Hospital, New Brunswick, NJ
- St. Anthony Community Hospital, Warwick NY
- St. Joseph's Regional Medical Center, Paterson NJ
- St. Joseph's Regional Medical Center, Wayne, NJ
- Saint Luke's Cornwall Hospital, Cornwall, NY
- Saint Luke's Cornwall Hospital, Newburgh, NY
- Saint Mary's Passaic Hospital, Passaic, NJ
- Saint Michael's Medical Center, Newark, NJ
- The Valley Hospital, Ridgewood, NJ
- Trinitas Hospital, Elizabeth, NJ



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Community Blood Services Welcomes New Trustees



Joseph P. Langan

Joseph P. Langan, president of River Drive Construction Company Inc. in Elmwood Park, has more than 20 years of experience in construction and project management, engineering, and commercial real estate development and investment. He is responsible for site/civil engineering design for many projects in the tri-state area. Mr. Langan received a BS degree from Villanova University and a MS in real estate development and investment from New York University.



Jack T. Horney

Jack T. Horney, senior vice president, Capital One Bank, is responsible for small business and middle market business development for Capital One in the tri-state area and has years of experience in the management consulting and financial services industries. He holds a BS degree from Bowling Green State University and a MBA from the University of Pennsylvania. He is also a graduate of the Harvard executive management program.

Growing Towards the Future

Keenly aware of the challenges ahead, Community Blood Services this year embarked on an ambitious program of renewal and renovation to meet the current and future needs of the community.

Funded with a \$100,000 Challenge Gift from the Ridgewood, NJ-based Bolger Foundation, Community Blood Services' Foundation solicited matching funds needed to accept the gift and launch a refurbishing of the blood center's component processing operations in Paramus, NJ.

Thanks to the enormous generosity of private citizens and corporations, including Oritani Savings Bank and TD Banknorth, we received the grant and have begun work. The renovations will include a new components room to be dedicated to the Wells family and renamed the Wells Family Room in honor of Raymond R. Wells of Oradell, NJ, a former Community Blood Services trustee and past president of the Paramus Chamber of Commerce.

A year of fundraising events highlighted the spirit of the community. The 10th annual Golf Classic and the 2007 Trustees' Gala at Mayfair Farms in West Orange, NJ, were among the most successful in Foundation history. Sister Jane Frances Brady, former CEO of St. Joseph's Medical Center in Paterson, NJ and a trustee with Community Blood Services, was honored with the blood center's Humanitarian Award at the Gala, while United Water received our Corporate Partner Award.

Save The Date

3rd Annual

*Trustees'
Gala*

Thursday, September 18, 2008, 6:00 p.m.

The Estate at Florentine Gardens
River Vale, New Jersey

For more information call
Therese Weiss at (201) 705-1623
or email ThereseW@cbsblood.org



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Chief Executive Officer

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Medical Director

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Chief Financial Officer

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Foundation Contributions For 2007

Community Blood Services' Foundation warmly acknowledges and thanks all financial contributors, large and small, for their generous gifts in 2007. Gifts are used for capital projects and expenses, equipment and technology, and community education and awareness. For more information on how you or your organization can help support Community Blood Services please contact the Foundation at 201-705-1623.

\$100,000

The Bolger Foundation

\$25,000

State of NY
Oritani Bank

\$10,000 - \$20,000

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12553

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Toll Free:

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The HLA Registry:

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