



Blood Centers of America



NATIONAL  
WHOLE BLOOD  
SUMMIT

July 2025

# Agenda

July 2025

Overview of BCA

Factors Impacting Blood Supply

Disaster Response

# Blood Centers of **America**

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**Mission:** To strengthen and enhance members' operations through innovative, cooperative, interdependent activities. A network of 60+, not-for-profit, Independent Community Blood Centers representing over 50% of the American blood supply.

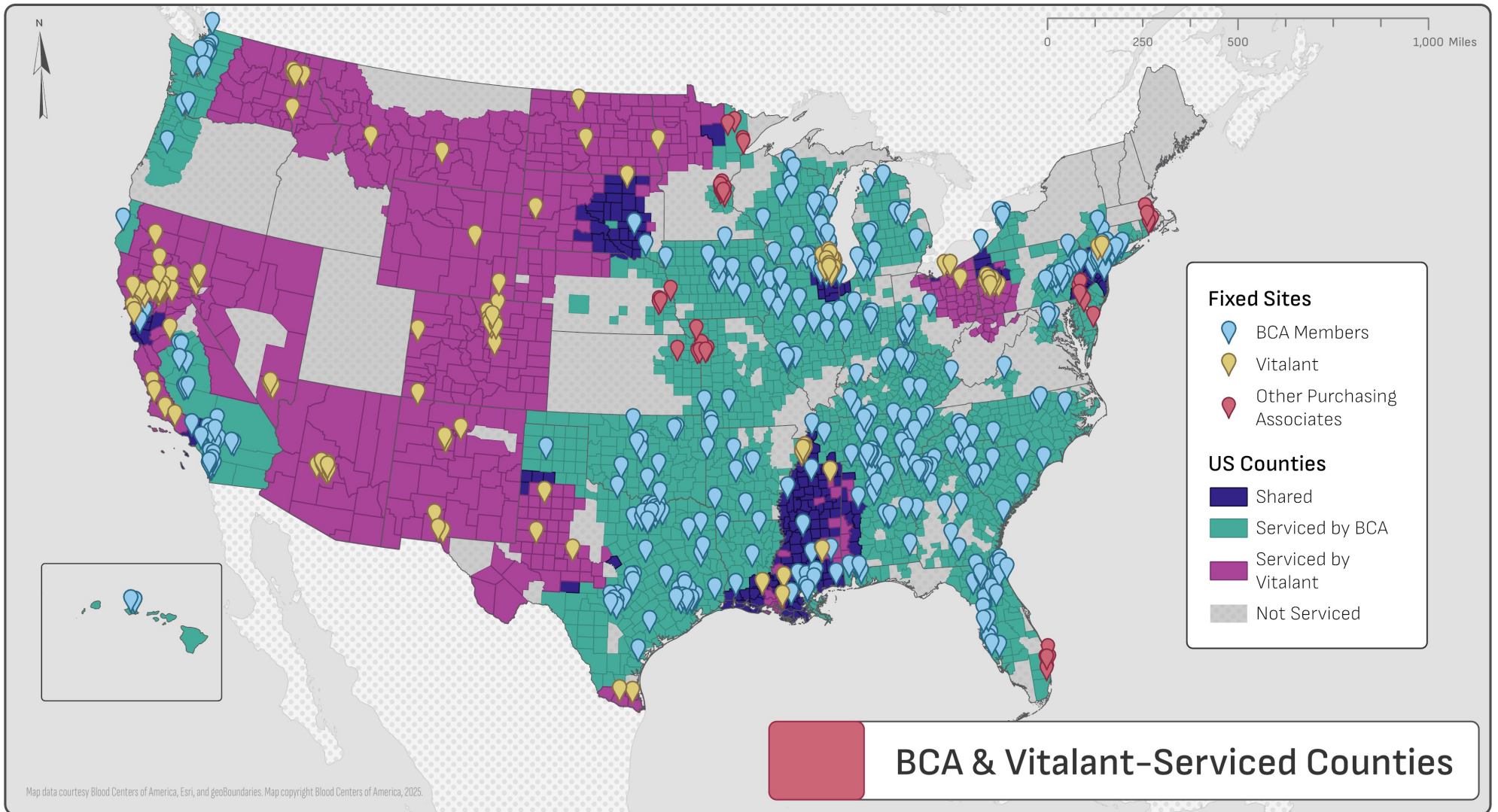
- Annualized Commercial Business ~\$1B Plus
- Approximately 150+ Contracts
- Preferred GPO for American Association of Tissue Banks (AATB)
- 80+ Tissue/Organ Procurement Organizations
- Highly Distributed Apheresis Footprint (**400+ machines/beds**)
- 15+ sites with ISO 7 clean rooms
- 20 Regional Cryopreservation Hubs

## **Additional Key Services**

- Data collector and reporter of aggregated industry data
- Resource Sharing and accounting/inventory management
- During COVID-19 served as national operational center of collaboration, communication and coordination for all CCP collectors outside of ARC.







# 2024 Blood Donor Annual Report

## OVERVIEW

Total Donors  
**3.15 M**

First Time Donors  
**933,789**

Total Donations  
**6.13 M**

Average Donations per Donor → 1.94

Analysis includes data from 67 participating blood centers in the BCA GOLD dataset.

## DONATION TYPE

### Whole Blood



Donors  
**2.71 M**  
Donations  
**4.75 M**

Donation Frequency → 1.75

### Platelet (Apheresis)



Donors  
**154,663**  
Donations  
**691,091**

Donation Frequency → 4.47

## DEMOGRAPHIC

### O Blood Donors in 2024

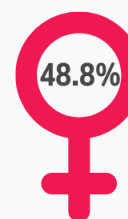


8.5%



40.5%

### Gender Distribution



48.8%



50.9%

Other/Non-Binary  
0.3%, doubled YoY

### Ethnic Diversity

African American  
5.1%

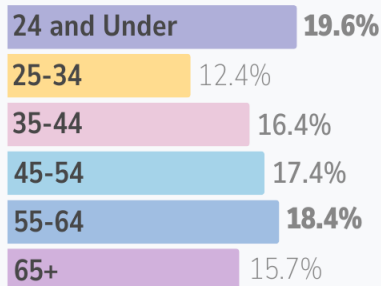
Multi-Ethnic  
13.6%

Hispanic  
47.1%



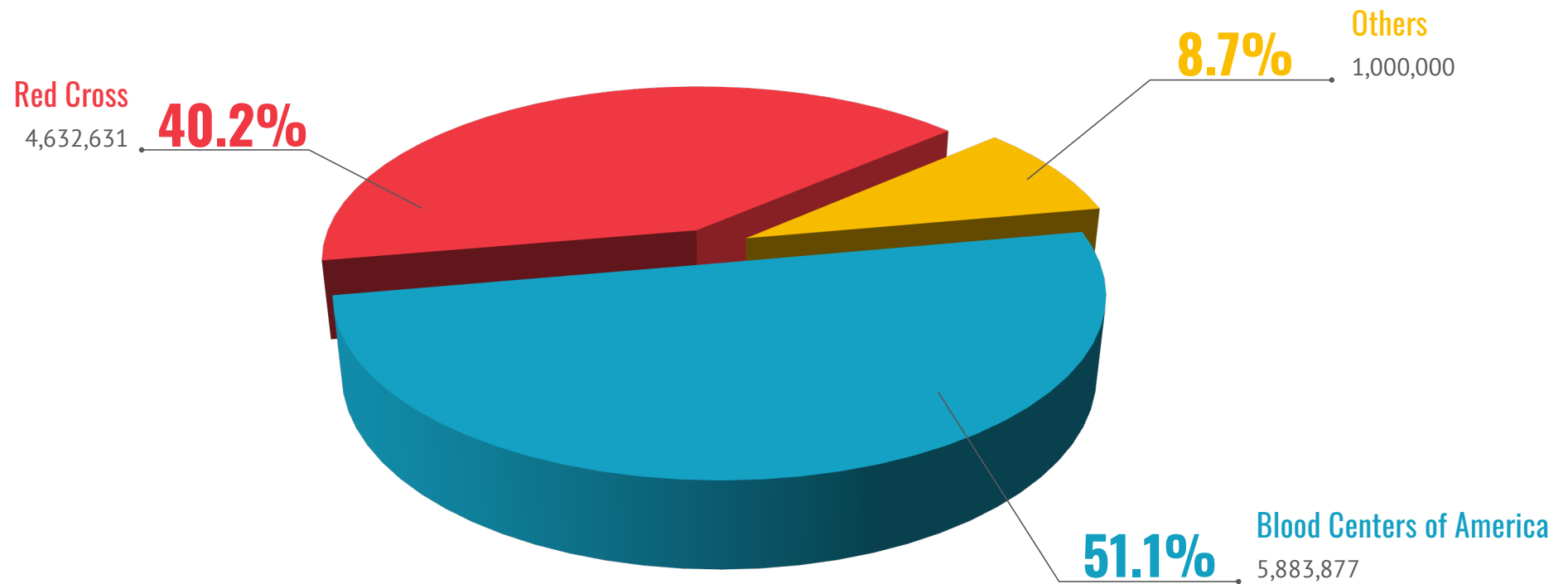
Asian  
15.9%

### Age Group



# Total U.S. RBC Equivalents

**Data Source:** 2024 Independent Blood Centers and ARC Collection Data total of 11,516,508 via 2024 BCA Annual Survey.



**Notes:** Hospital collectors represent ~7.5% of the USA collections. OneBlood numbers used were self reported from Cyber Security call.

# Supply Chain **Risk** Mitigation

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## **HemaSource: Medical Plastics (FK/TerumoBCT) 3PL Distribution**

- Maintaining up to 45 days of inventory in 4 distributions centers

## **Diversifying Blood Bag Manufacturers**

- Current state- FK maintains **95%+** market share
- Negotiating with GVS as alternative blood bag supplier
- Leuko reduction filter manufacturing location is single sourced today—pushing manufacturer for redundancy

## **Multi Source Agreements-Medical Distributors for Consumable Medical Products:**

- HemaSource, Henry Schein and Medline providing three qualified options
- Validated alternatives on raw materials supply chains

## **Fisher Distribution of Critical lab Supplies:**

- Dedicated 30+ days inventory of primary lab consumables

## **Dual Source for Bacterial Blood Culture Testing Platforms:**

- BD BacTec, bioMérieux

## **Dual Source for Exam Glove Manufacturing:**

- Ansell (Primary) safety stock maintaining 30 days of exam gloves exclusively for BCA
- Medline (Secondary)



# Risk & Response: **Sole Supplier**

## RISK

FK: 95% of Industry Blood Bag Market

- FK Italy mfg plant 100% of LRBC filters
- 64% Caribbean raw material suppliers
- FDA Temporary EUA License(Horatev) CompoSelect BPU

TerumoBCT:

- 97% BCA Market Share
- Sterilization (Lakewood)

bioMerieux: 100% LVDS Platelets

## RESPONSE

- 2.5M BPU's in Puerto Rico, 1.5M in Horatev Plant
- Expand HemaSource to 45+ Inventory DOH
- Reveos WB sets approx. 20%/850k by EOY 2026
- Members validated in both FK BPU's

- 4+ months DOH, redundant manufacturing in Poland
- 4+ months DOH, validated secondary suppliers outside of the Caribbean
- Submission 12/24, permanent license est. Q3 2025

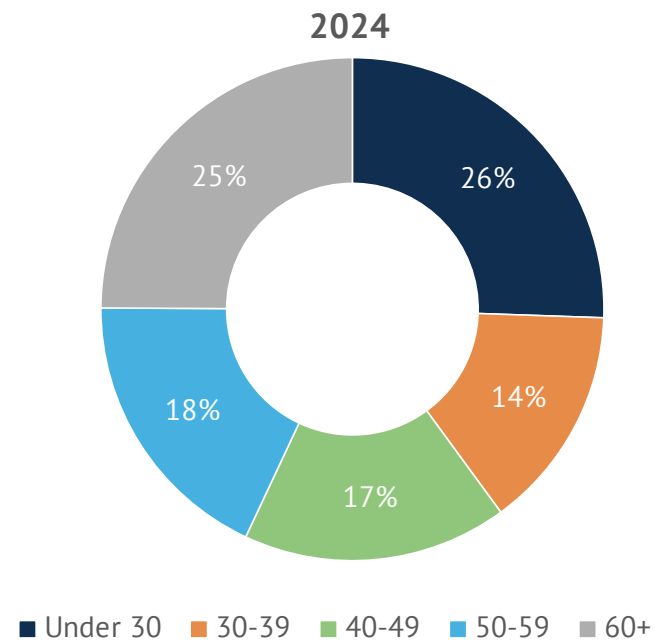
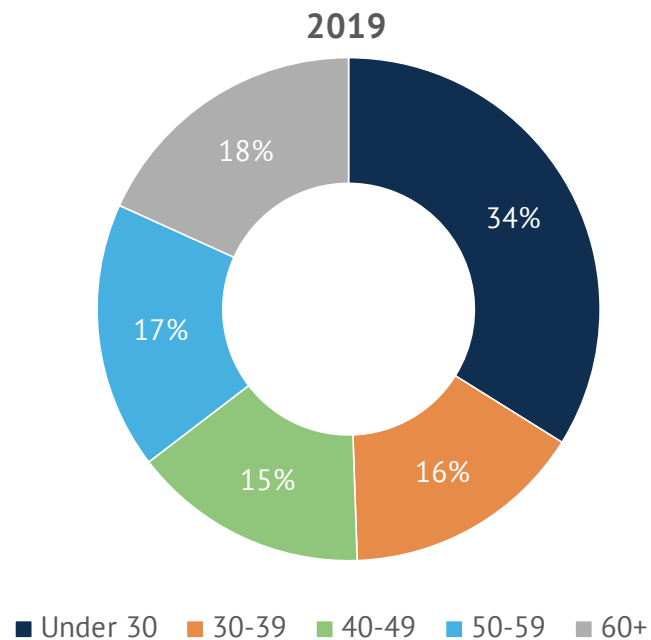
- 50/50 FK/TBCT US Market Share
- Manual Pooled Platelet & Reveos Pooled Platelets
- Local environmental pressures push Costa Rica to validate a secondary partner

BD BacTec – 15 Members + 35% Targeted EOY 2025



## BCA Donor Share By Age Group (2019 vs 2024)

**Donor Base Aging:** Under-30 Participation Down 8 Points Since 2019



# Business Continuity/Cyber Security Partners

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## **Digi-Trax agreement executed**

- Digi-Trax to maintain dedicated BCA 30 DOH of all consumables, and 15 HemaTrax stand-alone label printers with supporting software in support of BCA's BCP

## **Asimily contract in place with BCA**

- Offers members monitoring and prevention on Med devices (e.g. Alyx, Trima...)

## **Lumifi**

- Provides 24/7/365 Managed Detection and Response, and Virtual CISO services

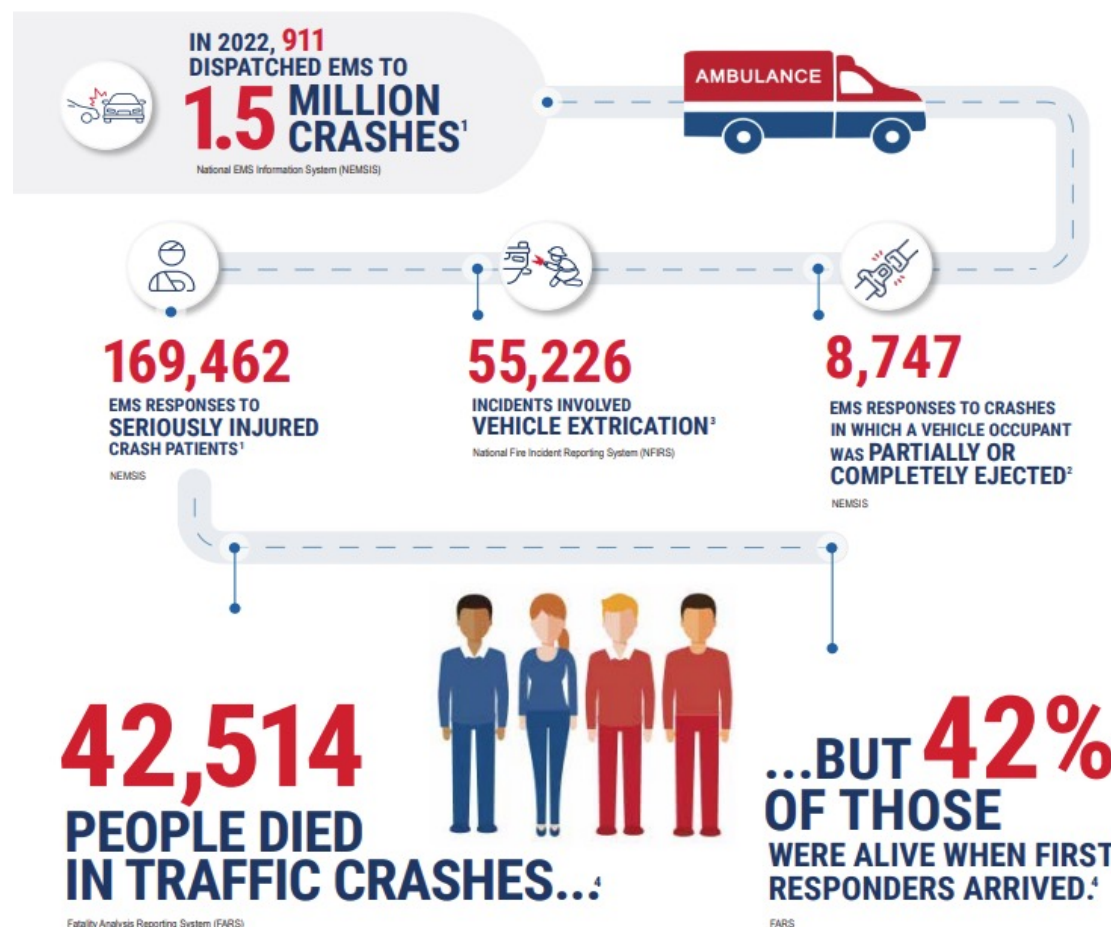
## **Illumiant contract in place with BCA**

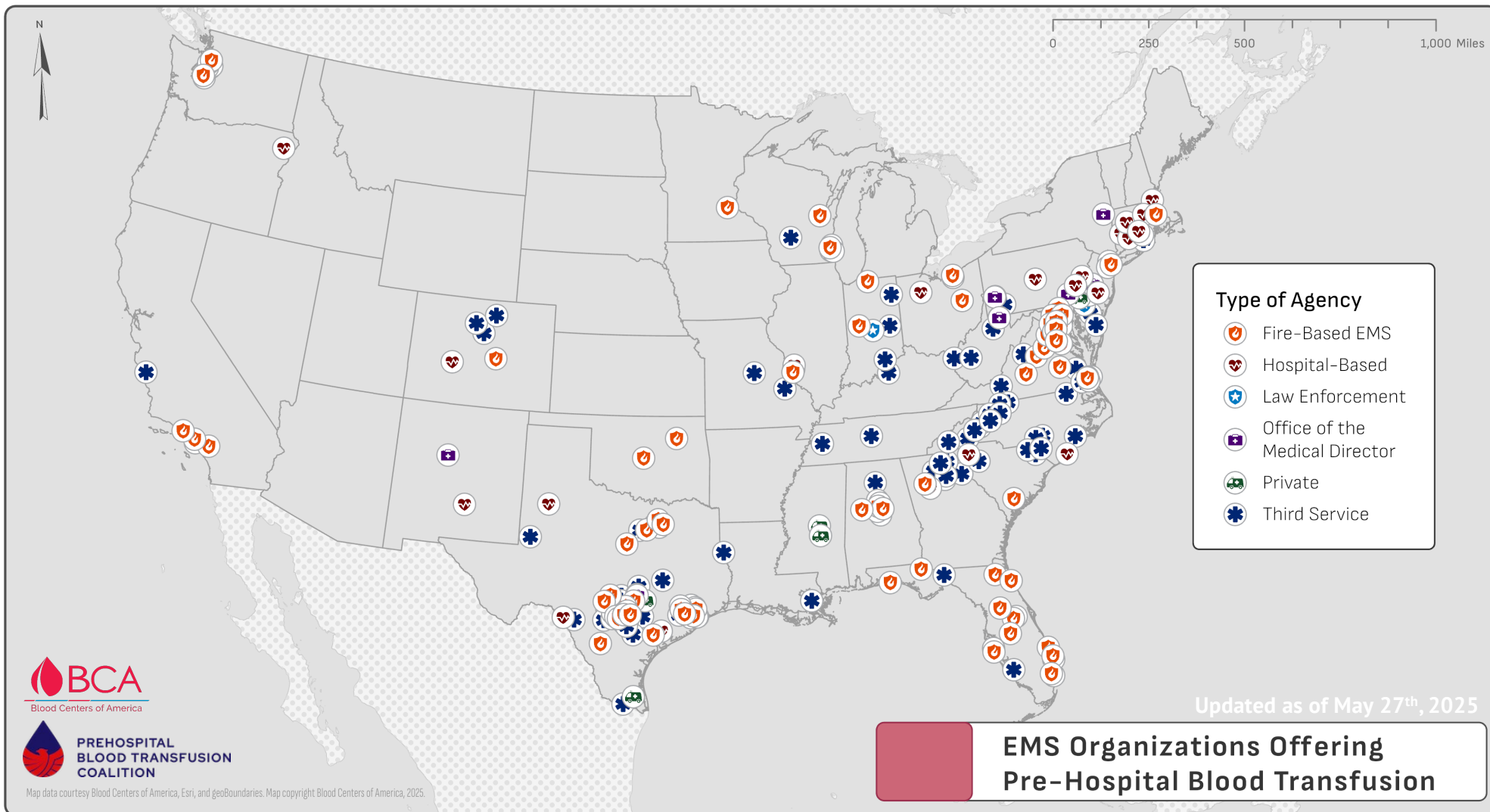
- Offers members security testing and tabletop

## **Third Party Discussion Ongoing**

## Impact Metrics: Lives Potentially **Saved**

**Thank you to everyone in this room and our key stake holders.**





# BCA as a **Key** Partner in PREHOSPITAL BLOOD TRANSFUSION COALITION

**Blood Centers of America is one of 7 board members.**

## Coordination / Collaboration / Facilitation / Resources

- Non-regulatory / no standards development

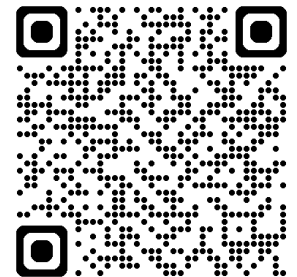
## Open to all interested

- EMS agencies / individuals / regulators / industry partners / payers / federal partners (ex-officio)

## Agnostic to:

- Blood components
- Causes of hemorrhagic shock
  - Traumatic injuries
  - OB/GYN – peripartum
  - Medical – GI bleed / dialysis fistula ruptures
- Patient condition and age

Supported by





# Pre-Hospital **Blood** Transfusion Momentum

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## June 11<sup>th</sup> 2025

- BCA featured in panel discussion to help educate approximately 10 different government stakeholders (DOD, CDC, HHS, Indian Health Services, Centers for Medicare and Medicaid Services, Homeland Security, DOT, FCC, State EMS Directors)
- BCA had discussion with CMS about cost recovery and opportunity cost. Working with CAPT Skip Payne



Operational Medical Systems | Fort Detrick, Maryland



Defense Health Agency

## June 23<sup>rd</sup> 2025

- Presented overview of BCA and how we worked closely with Operation Warp Speed to partner with USG on CCP.
- Emphasized our ability to be nimble and support the DOD in making sure we support their goal of pushing Blood Transfusion “far forward” in the Civilian Settings.
- DOD concern about any type of event/terrorist action that would require pre-hospital blood to save lives





PREHOSPITAL  
BLOOD TRANSFUSION  
COALITION

## Economic Metrics: Reimbursement

### Current Cost Recovery Estimates for Blood Products

1. Low Titer O Whole Blood \$877

2. Liquid Plasma \$107

3. Packed Red Cell \$256

- i. Cost to Manage Inventory of blood components used for Prehospital Transfusion requires either blood centers or EMS personnel to rotate out the blood components before they expire and move to a Level 1 Trauma/High Use Hospital. General Cost estimate - \$50/unit.

4. Develop EMS Cost Recovery for services. (ALS2 Level) provided information states the cost for Ground EMS ALS2 PreHospital transfusion

# Reimburse **Blood** Products Used in Pre-Hospital Blood Transfusion (PHBT)

EMS agencies absorb the cost of blood issued for field transfusion, discouraging adoption of PHBT despite clear survival benefit in severe hemorrhage.

- Fewer than ~5% of U.S. ground EMS agencies carry blood today; only ~250 programs nationwide. Cost and donor supply is the dominant barrier.
- Cost recovery estimate for LTOWB is ~\$875 per unit
  - The new Medicare CY-2025 rule recognizes whole-blood transfusion as an ALS-2 procedure, but packed RBCs, plasma, and platelets remain uncovered, leaving most PHBT models unfunded

## Why it Matters:

- Early blood (< 60 min from injury) cuts 24-h mortality by  $\approx 20\%$  in severe hemorrhage
- Every trauma system that has adopted PHBT reports lives saved but most EMS systems cannot absorb extra cost sustainably



Four black and white line drawings of hands are arranged in a circle, palms facing inward. The hands are positioned at the top, bottom, left, and right, with fingers slightly spread, creating a sense of openness and invitation.

# Open Discussion



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