Greetings to our many friends who believe in the Community Blood Center/Community Tissue Services mission of saving and enhancing lives, and faithfully support the team effort it takes to carry it out. We want you to know that 2012 was a satisfying year, filled with achievement. First and foremost, we fulfilled our commitments to the hospitals and doctors who depend on us to serve the transfusion and transplantation needs of their patients.

CBC collected 87,555 red blood cell and single donor platelet donations to provide 107,000 transfusions to patients at our 25 partner hospitals in CBC’s 15-county region of southwest Ohio and eastern Indiana. CTS facilitated 4,429 tissue donor recoveries and distributed 230,000 tissue grafts for transplantation.

We also look back on 2012 as the year in which we made remarkable progress with the latest and most innovative technology which enabled us to become better stewards of our organizational processes, and better communicators with our donors and supporters.

LIFETEC Conversion

CBC emerged from a 17-month-long conversion process in June to go live with the new LifeTec blood donor information management software. The successful conversion comes with a much-needed streamlining of software modules and processes, plus the freedom to shape the system to CBC needs.

CBC chose IT Synergistics (ITSy) chiefly because members of the customer group play an active role in software development. The initial process of data mapping and configurations took about 10 months leading up to the first data conversion which took place in October of 2011. On June 2, 2012 the final data extraction was performed and the data was pushed into the new system allowing CBC to go live with LifeTec Elite on June 5, 2012.

The success of the conversion is that the majority of our data - every donor, all their history, every donation from each donor, all the products made from each donation, all test results and final disposition of each product - are now in one system.

The All New GivingBlood.org


Visitors to the site immediately notice striking black-and-white images with bright red accents representing the caring and committed community of blood donors and blood recipients. Vastly improved functionality and user friendliness encourages visitors to explore.

It's easy to navigate to helpful information about current recruitment campaigns, the donation process, link to DonorTime.com to find a blood drive and make an appointment, or connect to an account representative to organize a blood drive. A wealth of information is available about our education and community programs, blood science, professional associations and employment opportunities, plus full access to our social medium platforms at Facebook, Twitter, Pinterest, Youtube and WordPress.

America’s Blood Centers Honors LEXISNEXIS

LexisNexis is one of the best known names in technology and the Dayton campus is its largest global location. It is very satisfying to see the company receive prominent recognition for what they do behind the scenes. America’s Blood Centers honored LexisNexis with the 2012 Award of Excellence for Most Productive Blood Drive.
LexisNexis stands apart from all other CBC corporate partners in its dual dedication of support. It is both our top-ranked corporate account in blood drive productivity, and our most active volunteer organization with the most donated volunteer hours. LexisNexis holds blood drives every 56 days. In 2012, they averaged 75 donations per blood drive, more than double the average CBC collection. Also in 2012, volunteers made 307 visits to CBC/CTS and contributed 1,440 hours packing T-shirts, stuffing folders and preparing tissue packets. LexisNexis employees volunteer their work, donate, tour the labs, and get involved behind the scenes. It is a deeply valued and appreciated partnership.

Community Tissue Services Continues to Grow

CTS is now fully operational in the new Center for Tissue, Innovation and Research at the Miami Valley Research Park in Kettering, OH. The new facility has allowed us to become involved in new types of tissue transplants including xenografts used in abdominal hernia surgery. A xenograft is a transplant that is at least partially derived from animals, in this case from a porcine source. In the future, this may lead to other xenografts such as porcine skin to support the great needs in burn care across the country and around the world.

The new facility has also allowed us to significantly expand our processing of grafts used in dental procedures. Many of these bone grafts are used in support of dental implants and supporting other types of dental surgery.

Best wishes,

David M. Smith, MD, MBA
Chief Executive Officer

Patricia McDowell, MD
President, Board of Directors

2012 Report to the Community

<table>
<thead>
<tr>
<th>Blood Services</th>
<th>Tissue Services</th>
</tr>
</thead>
<tbody>
<tr>
<td>Red Blood Cell Units Collected</td>
<td>Tissue Donors Recovered</td>
</tr>
<tr>
<td>77,095</td>
<td>4,429</td>
</tr>
<tr>
<td>Single Donor Platelets Collected</td>
<td>Tissue Grafts Transplanted</td>
</tr>
<tr>
<td>10,460</td>
<td>230,000</td>
</tr>
<tr>
<td>Blood Components Transfused</td>
<td></td>
</tr>
<tr>
<td>107,000</td>
<td></td>
</tr>
</tbody>
</table>

Financial Information

| Blood Services Revenue | $24,924,000 | 27%           |
| Tissue Services Revenue| $68,547,098 | 73%           |
|                        | $93,471,098 |

| Program Services Expense | $77,482,656 | 90%           |
| Management & General Expenses | $8,238,523 | 10%           |
|                           | $85,721,179 |               |
Research and Development Update

In 2012 we completed a comprehensive study on how electron beam (e-beam) sterilization affected the biomechanical function of soft tissue allografts used in Sports Medicine applications. We found that e-beam sterilized grafts were not different both from grafts that were not sterilized and grafts sterilized using low-dose gamma irradiation. Our work was presented at the 2012 AATB Annual Meeting and was submitted to a peer-reviewed journal for consideration to publish. Thanks in part to our research, e-beam allografts are now helping patients needing orthopaedic treatments such as anterior cruciate ligament reconstruction.

Another major project focused on optimizing our bone powder demineralization process through automation. This started as a Senior Design project with a team of biomedical engineering students from Wright State University. From their initial work we built a working prototype by the end of 2012, and efforts are currently underway to implement the technology into our manufacturing process.

We also completed our five-year study to evaluate the performance of various radio-frequency identification (RFID) tags during long-term frozen storage. Our results recognized tags that remained fully functional for the duration of the study and therefore may be considered for future use in CTS’ inventory control process.

Other R&D highlights from 2012 included presentations at the 58th Annual Meeting of the Orthopaedic Research Society on our preclinical assessment of peritoneal membrane allograft use in flexor tendon repair and collaborative research with investigators from Wright State University on the effects of diabetes and associated treatments on Achilles tendon properties.

Finally, during the past year we expanded our cell culture and cell-tissue characterization laboratories with the additions of fluorescence imaging and protein analysis capabilities. These resources will support our continuing research on developing tissue-based scaffolds for regenerative medicine applications.

Shawn A. Hunter, Ph.D.
Director, Research and Development
Community Tissue Services
Center for Tissue, Innovation and Research

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(June 2012 – June 2013)

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