

LIFE

dream

BLOOD BANK OF DELMARVA



Staff from the City of Wilmington did their part to save lives during the 2005 Summer Blood Challenge. Shown here donating blood at the Wilmington donor center on Market Street are:

Bill Montgomery, Chief of Staff to Mayor Baker, and phlebotomist Kisha Spence



Police Chief Michael Sczerba



Romain Alexander, Parks & Recreation Director



Monica Gillespie-Gonzalez, Personnel Director

Not pictured are: Ronald Pinkett, Finance Director and Richard Pryor, Economic Development Director.

I OWE MY LIFE TO BLOOD DONORS



Suzy Yohannan and her husband, John Bauer, with children, Julia and Lucas. Suzy is grateful to the blood donors who saved her life.

When Suzy Yohannan, 35, was getting ready to deliver her second child by Cesarean section, she wasn't worried. She had delivered her first child by the same method and everything went smoothly.

She gave birth to Lucas, a healthy 7 pound, 12 ounce boy on March 13, 2005 — but little did she know that less than two hours later, her life would be in danger.

"They couldn't stop the bleeding," she said. "The doctors had to go back in and operate. For a few hours my husband didn't know how I was or what was going to happen. I told my doctors — 'I don't want to die.'"

During her emergency surgery, Suzy received 14 units of blood. "Doctors went through heroic efforts to save me," said Suzy. "I am thankful to them and to blood donors — they helped me survive."

Today, Suzy and her husband, John Bauer, of Wilmington, Delaware, are able to watch Lucas, and their daughter, Julia, grow up. She said she will always be grateful to the strangers... the blood donors... she will never know who saved her life.

"I wouldn't have made it without them (blood donors)... that's very clear to me. What they give is the ability to live."



JOIN THE CLUB!

A LifeSaver is more than just a round candy or something attached to the side of a ship. LifeSavers are everyday people who happen to be heroes too. The Blood Bank's LifeSaver Club Program is looking for more heroes. When there is a critical need for a particular type of blood, the Blood

Bank staff calls on its LifeSaver Club members — caring individuals who have volunteered to be on call when their blood type is needed. LifeSavers agree to give blood more frequently — often with short notice and can specify how often they want to be asked. There is really no obligation. For more information or to join the LifeSaver Club, call 1 888-8-BLOOD-8 or visit the Blood Bank's website at www.delmarvablood.org.



A LETTER TO OUR FAITHFUL DONORS

Blood donors are often called "Quiet Heroes" because they rarely seek recognition for what

they do. To those of you who gave blood and platelets this past year, please know that your efforts are very much appreciated. With your help, we were able to meet every request for lifesaving blood in 2005. Many of you gave more often than needed for your membership — in some cases up to the maximum number of donations allowed. Thank you for your commitment.

The need for blood continues to rise. This year, Blood Bank of Delmarva will need to provide over 100,000 units of blood and blood products to the 18 hospitals and 13 renal care centers on Delmarva. That blood will help an estimated 20,000 patients with severe injuries or serious illnesses.

It is because of people like you, who have demonstrated time and time again their willingness to lend a hand to others, that we have been successful in our efforts. On behalf of our Board of Directors, staff and volunteers — and particularly on behalf of the patients who benefit — we thank you for giving the gift of life. You are truly Heroes, in every sense of the word.

Diane M. Sparks
Chair, Board of Directors

Robert L. Travis
President & CEO

BLOOD BANK'S BOARD STRUCTURE CHANGES

The by-laws have been modified and the focus reenergized for the Blood Bank's board of directors. What was 18 months in its planning has culminated in a new governance structure for the Blood Bank and a renewed effort to reach more people in the community at a more grassroots level through the use of regional boards. The restructuring was led by Blood Bank of Delmarva Board Chair Diane Sparks of Wilmington Trust.

The new structure transformed the 62-member Board to a 15-member Executive Board plus three Regional Boards. All previous board members have been invited to serve on regional boards. They are charged with helping increase the number of members and donors in their respective areas. Regional board chairs will serve on the Executive Board as will the Chair of the Young Donor Action Committee (YDAC).

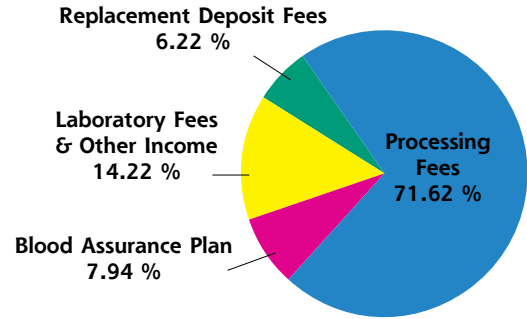


Savita Mehra,
Blood Bank of
Delmarva's Director
of Quality Assurance.

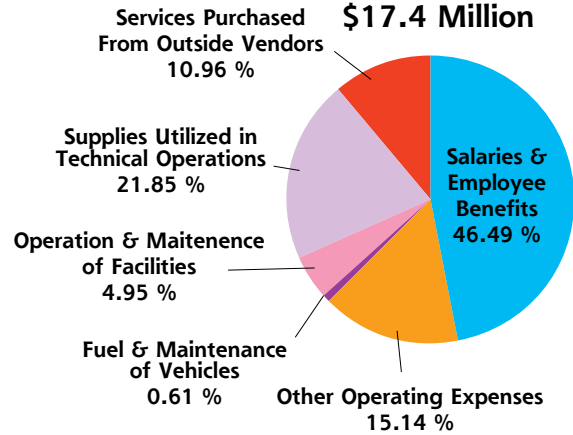
BLOOD BANK NAMES DIRECTOR OF QUALITY ASSURANCE

Savita Mehra is Blood Bank of Delmarva's new Director of Quality Assurance (QA). She has more than 20 years of quality assurance experience. As Director of QA, Savita will be responsible for the Blood Bank's regulatory, compliance, risk management and safety programs.

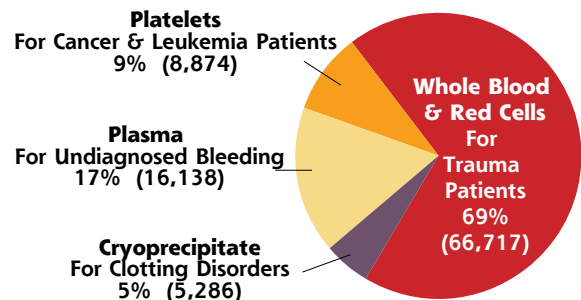
FY 2005 Support & Revenue \$19.03 Million



FY 2005 Expenses \$17.4 Million



FY 2005 Products Prepared for Transfusion Total 97,015





Brandywine High School hosted its blood drive recently. Happy students, Zack Asher and Katie Stefin, proudly model this year's t-shirt, which proclaims them as "Blood Donor All-Stars."



Salisbury Center volunteer, Danny Foxwell, makes it a habit to help others both in his hometown and anywhere else he's needed.

THE VOLUNTEER SPIRIT

His middle name might as well be "Volunteer."

Put out the call and Danny Foxwell of Eden, Maryland is there.

Since the late 1960s Danny has been a blood donor, often giving every 56 days, the minimum permitted between donations. "I've given so many times I lost count long ago," he said recently.

About four years ago, he began volunteering every Thursday morning serving refreshments in the canteen of the Salisbury Donor Center. He said he likes working with people, a fact clearly backed-up by how he spends his vacations.

"I save my summer vacations for hurricane season," he said. His most recent "excursion," as he calls it, was a three-week stint in Hattiesburg, MS where, with local organizations and churches, Danny helped deliver food to families that had seen tremendous damage from the storms.

Danny has seen his share of crises and damage to know how tough times can be. He is a Vietnam Veteran and also served in the disaster relief effort after the terrorist attacks of September 11, 2001.

Of his volunteer spirit, Danny says "My hope is that my positive experiences can help encourage others to volunteer at the Blood Bank, or for disaster relief, or for anything else that inspires them."

To volunteer at the Blood Bank, call **1-888-825-6638**.

"My hope is that my positive experiences can help encourage others to volunteer..."

STUDENTS GIVE BLOOD... BY THE THOUSANDS

For the last 20 years, high school students across Delmarva have hosted blood drives. They've been competitive, with bragging rights going to the schools bringing in the most donors. Last year, the schools were neck-in-neck — or was it arm-to-arm — competing to be the #1 school on Delmarva. A total of 66 high schools (and eight colleges) on Delmarva held blood drives during the last school year. Over 9000 students and staff volunteered to give blood and many students were first-timers.



Delcastle student, Mallory Tessein, was happy to save a life AND eat the great cookies afterwards!



North Carolina High School in Ridgely, MD, took top honors on the Upper Eastern Shore with its award-winning blood drive, which yielded 117 donors. Accepting the award were (l to r): Kyle Tarrant, Kristin Lord, Advisor, Beverly Ward, and Amanda Ward. Great job students!

The top achieving high schools in 2004-2005 were:
 William Penn
 228 donors
 Lake Forest
 202 donors
 St. Mark's
 199 donors

Overall, the program continues to expand with impressive numbers posted during the last school year.

Students volunteering to donate: **9018**
 Donors Drawn: **5908**
 Hero Program Donors: **283**
 First Time Donors: **3493**
 Participating Schools: **74**
 Blood Drives: **105**



Dr. George Meney, (l) Superintendent of the Colonial School District, was on hand to witness William Penn High School take top honors with 228 donors. Pictured with Dr. Meney are Mary Beth Kessler, student council and blood drive advisor, and students, Jordan Draper, Emily Shapiro, Michelle DePutron, and Travis Keller. Thank you for helping save lives, William Penn!

SUMMER BLOOD CHALLENGE SETS RECORDS

Congratulations to Christiana Care, JPMorgan Chase, Citibank, ING Direct, Connections, and the Wilmington staff of U. S. Senator Tom Carper. These employers helped make the 2005 Summer Blood Challenge (SBC) the biggest ever with record-setting numbers of new members and donors. In addition to helping bolster the local blood supply during the sometimes-difficult summer months, their participation helped raise awareness about the ongoing need for blood — particularly among young adults.



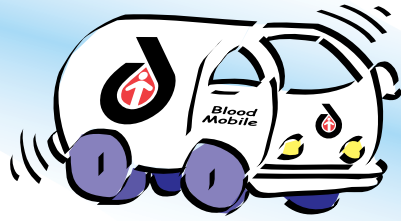
JPMorgan's Maureen Kemble (l), is one of the Blood Bank's biggest cheerleaders in the workplace. She and her employer were recognized at the Summer Blood Challenge closing awards presentation. She is shown with Blood Bank Board Chair, Diane Sparks of Wilmington Trust (r) and Marketing Account Executive, Laura Bitter.

The Summer Blood Challenge has grown to a much-anticipated warm-weather happening. Plans are already underway for SBC 2006.

Thank you to all Summer Blood Challenge participants! You are lifesavers!

50 participating companies and organizations
2559 blood donations
1739 new members
1348 new members and blood donors in targeted age group (17-35)
570 participants in 5K walk/run

BLOOD BANK WHEELS IN MOTION! COMING TO A PLACE NEAR YOU!



Winter weather can make it a little more difficult to get around and traffic woes continue to make traveling long distances a chore. The Blood Bank wants to make it just a little bit easier for you at least when it comes to blood donation. If you have not had an opportunity to donate on one of the state-of-the-art bloodmobiles in southern and western Delmarva, you are in for a treat. With regular stops at 27 towns, from Accomack to Perryville, Snow Hill to Chestertown and many in between, you'll be sure to find one that suits your schedule. Convenient sites throughout Delmarva are now a short drive from your home or place of employment. And the experience is a pleasant one too! The Blood Bank also has four permanent locations in Newark, Wilmington and Dover, DE, and Salisbury, MD. Giving blood has never been easier or more comfortable.

Visit the Blood Bank's web site www.delmarvablood.org or call 1-888-8-BLOOD-8 to find out the nearest location or dates of bloodmobile stops.

GROUP SPOTLIGHT: BAYHEALTH MEDICAL CENTER

We don't want to say Bayhealth is out for blood, but actually, they are — and they are achieving great results.

More than half of their 2400 employees are currently Blood Bank members. Each month, they are recruiting dozens of employees into the Blood Bank's program.



"A rate of 50% or more in our membership plan is excellent," said Dave Bonk, the Blood Bank's director of marketing and member services. "Bayhealth is an outstanding example of how one employer can make a huge difference on the local blood supply."

Dennis Klima, Bayhealth CEO, spearheaded the growth of the group. It was implemented by COO, Terry Murphy and Jon McDowell, Vice-president of Human Resources. Jane Towers, a Blood Bank marketing account executive is impressed with their enthusiasm. "They arrange for us to speak at each new employee orientation and present our information in person to staff," said Towers.

McDowell said it's the personal touch that often convinces employees to sign up. "Instead of it just being one more piece of paper for employees to complete, by highlighting the benefits of Blood Bank membership and setting it apart — it's easy to say 'yes — I need to get into that program,'" said McDowell.

Blood Bank membership is offered to both full-time and part-time employees. "It's an employee benefit that also helps us fulfill our mission of improving health status of all members of the Bayhealth community," said McDowell.

Most employers sponsor the Blood Bank group plan. Check where you work to become a member.

Radio station WSTW's special projects manager, Joan Darvish-Rouhani, and Blood Bank employee, Kelly Dempsey, cheered on Joan's son, Zachary while he gave blood at a community blood drive held at Talleyville Fire Company.



Community Mobiles

- Bethany Beach
- Blades
- Cambridge
- Centerville
- Chestertown
- Denton
- Easton
- Elkton
- Federalsburg
- Georgetown
- Harrington
- Lewes
- Long Neck
- Milford
- Millsboro
- Ocean City
- Ocean Pines
- Perryville
- Pocomoke
- Rehoboth Beach
- Selbyville
- Smyrna
- Snow Hill
- Talleyville
- Temperanceville

Fixed Sites

- Christiana Donor Center
- Wilmington Donor Center
- Dover Donor Center
- Salisbury Donor Center

WELCOME NEW GROUP SPONSORS

Accomack County, VA
American Radiology Services
Anchorage Nursing & Rehabilitation Center
Atlantic General Hospital
Cape Medical Assoc. PA
Cecil County Public Schools Retiree Group
Cigna International
Citigroup Institutional Trust Co.
Cullen, Insley & Benson, LLP
Delaware Orthopaedic Center
Delaware Sterling Bank & Trust Company
DiCarlo Precision Instrument & Printing

James R. Forshey DMD, PA
Frederick Ford Mercury
Graybeal & Akana, PA
Hertrich Family Auto Dealers
Hertrich Pontiac Buick GMC
Horizon House Delaware
JAED
K & S Ironworks Inc.
Keller Williams Realty
Ken-Del Productions
Layton's Ladies
Minquas Volunteer Fire Co.

Newark United Methodist Church
Orthopaedic Specialists
Peninsula Cancer Care Center
Potts Welding & Boiler Repair Co., Inc.
Rush Uniforms
T Time Tax Service
Tulls, Inc.
Verizon
Warren Truss Co. Inc.
Wilson's Custom Painting
YMCA of Cecil County

BLOOD DONOR SPOTLIGHT

A BLOOD DONOR OVERCOMES HER FEARS: "MEGHAN'S STORY"

"Ever since I was little girl, I hated needles. I used to dread doctor visits and shots — I would have done anything to avoid them. When the opportunity to give blood was presented to me, I would turn it down — I just couldn't make myself go to the blood drive, even though I knew my blood donation could help save someone's life.

That was before the accident — the day my life changed forever.

One night in May, I went for my first motorcycle ride with my boyfriend. It was late, the roads were wet and we hit a pothole. I was thrown off the motorcycle into bushes, surviving with only minor injuries and a hurt knee.



Meghan and her boyfriend, Dave, found out firsthand how important blood donation is after Dave needed 124 pints of blood after a serious motorcycle accident.

My boyfriend, Dave, was not so lucky. He had multiple life-threatening internal injuries.

He needed 86 units of blood during his five surgeries. Overall, he spent 13 weeks receiving care, and an additional 38 units of blood products — including red cells and platelets.

It is a miracle he is alive. And he is alive today because people took the time to give blood.

Knowing what I know now, and experiencing the worst firsthand, I can honestly say that I will not let my fear of needles stop me from giving blood. I gave my first pint on November 16 and I plan on giving again and again. It was so easy.

Dave is expected to make a full recovery. I cannot wait for the day when he is healthy and can start giving back to the Blood Bank — an organization of people who helped save his life."

Meghan McGovern, 21, a native of Massachusetts, is a senior communications major at the University of Delaware.



Valerie Woodruff, Delaware's Secretary of Education, gives thumbs up to blood donation! She gave blood recently to save a life. She's in great company, too. Every year throughout Delmarva, more than 9,000 students, faculty and staff volunteer to give blood. The blood they donate comprises eight percent of the local supply. Thank you Secretary Woodruff for leading the way!



New Castle County Executive Chris Coons stopped by the Christiana Center this fall to give a pint. Bobbie Sue Wheatley, Blood Bank phlebotomist, did the honors.

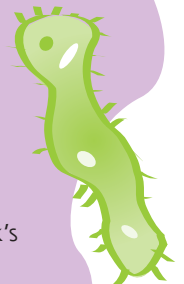
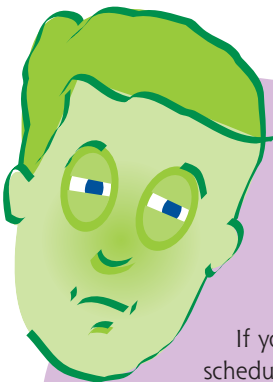
NOT FEELING WELL?

Please reschedule your appointment.

With the cold and flu season in full swing, many people are affected by the many germs and "bugs" in the air. If you have an appointment to give blood and become ill, simply call us. We can reschedule your appointment for a later date. By calling us, you also enable us to fill your appointment time.

Feeling good? Have an hour? Spend it saving a life!

If you are healthy and have an hour to spare, why not give a pint of blood? Just give the Blood Bank's scheduling staff a call at 1 888-825-6638 to schedule an appointment at a location near you. You'll be helping ensure enough blood on the shelves during the often difficult cold and flu season.





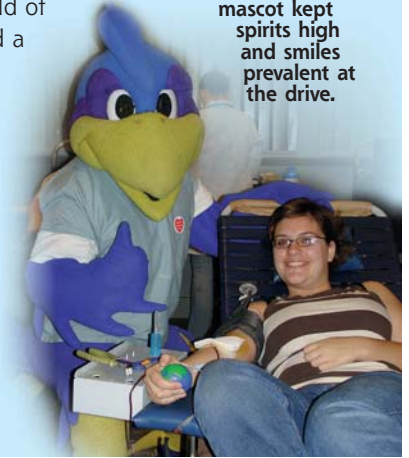
The University of Delaware hosted the fourth annual CAA "Have a Heart" Blood Drive in November. These sisters from Kappa Alpha Theta were part of a large contingent of student volunteers.

FOUR YEARS RUNNING... UD WINS CAA BLOOD DRIVE CHALLENGE

For the fourth consecutive year, the University of Delaware had a winning effort at the CAA "Have a Heart" Blood Challenge, by registering 873 blood donors, resulting in 579 units of blood. It provided a tremendous boost to the local blood supply just prior to the Thanksgiving holiday.

The Blood Challenge was the brainchild of Dr. David Roselle, President of UD and a member of the Delmarva Leadership Council on Blood Availability.

YoUDee, the UD mascot kept spirits high and smiles prevalent at the drive.



Final standings of registered donors:

- | | |
|-----------------------------------|--------------------------------|
| 1. University of DE - 873 | 7. James Madison - 114 |
| 2. Drexel University - 700 | 8. George Mason - 111 |
| 3. Georgia State University - 381 | 9. Hofstra - 100 |
| 4. Towson University - 263 | 10. Old Dominion - 83 |
| 5. William & Mary - 181 | 11. Virginia Commonwealth - 79 |
| 6. UNC - 127 | 12. Northeastern - 74 |

LifeStream is a publication of Blood Bank of Delmarva • 100 Hygeia Drive • Newark, DE 19713-2085 • Telephone 302-737-8400 • **1-888-8-BLOOD-8**
www.delmarvablood.org • Mary G. Konwinski, Editor • Karen M. James & Robbie T. Raffish, Staff Writers • Additional copies are available upon request.

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