

COVID-19 Executive Summary

Biomedical

Biomed Cancellations

Actual through 4/28

13,461 (+466) Drives
389,778 (+13,207) Est. Units

Anticipated after 4/28

9,662 (-122) Drives
255,475 (-3,932) Est. Units

Total

23,123 (+344) Drives
645,253 (+9,275) Est. Units

Biomed Demand

RBC

Platelets

Today

MTD

Today

MTD

Consensus

14.1K 319.2K 2.9K 71.7K

Actual

12.2K 245.9K 2.2K 56.1K

Var

1.9K 73.3K 0.7K 15.6K

%

86.6% 77.0% 76.3% 78.3%

Development (Updated 4/29)

Funds Raised: Restricted + Inspired

\$71.1M (+1.3M)

Funds Raised: Restricted

\$38.4M (+5.6M)

Training Services

Enrollees Reached*

344K (+5K)

*Since March 1

Revenue Loss*

\$15.4M (+0.3M)

*Since March 1

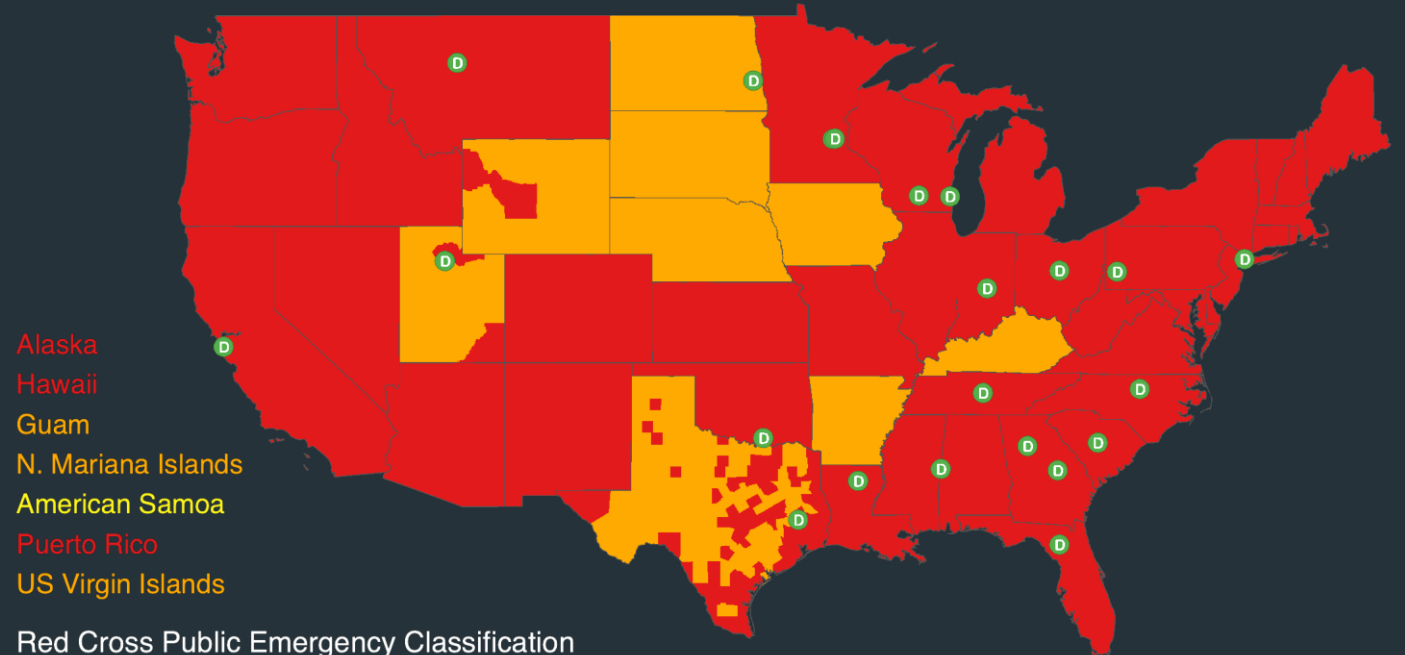
Disaster Activity

* Hotel sheltering since April 16

DROs 23

Clients in Hotels 858 (-87)

Total Rooms 317 (-46)



Red Cross Public Emergency Classification

	Health Emergency	Social Distancing	Community Quarantine
Counties	1 (0%)	724 (23%)	2,427 (77%)
States*	1 (2%)	12 (21%)	43 (77%)
Population	0M (0%)	22M (7%)	310M (93%)

*includes Washington DC and US territories

COVID-19 Summary

US Cases
1,012,583 (+24,132)
US Deaths
58,355 (+2,110)

Communications (Updated 4/27)

Sentiment

99% (+0.1%)
positive/neutral

Impressions*

29.8M (+2.4M)
*Since March 1

Engagements*

932.0K (+80K)
*Since March 1

RCB Visits*

1.09M (+78%)

Blood Appts Made+

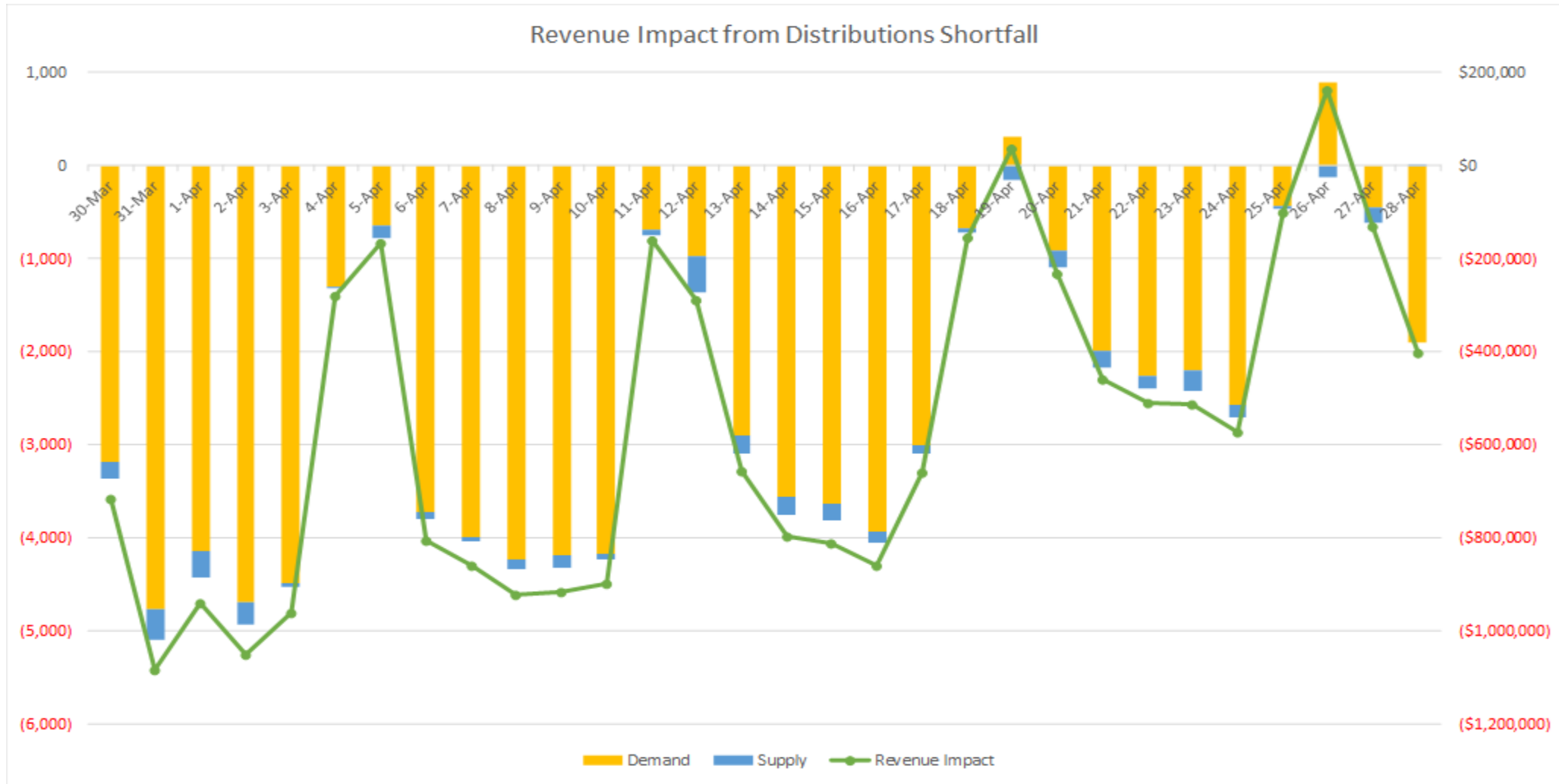
112.0K (+15%)

Media Hits

34.8K (+1.3K)

*Past 7 days compared to past 6 months +Compared to 7 day average

BioMed Distribution Report



- Red blood cell *distributions* have now **grown week-over-week for sixteen consecutive days**.
- Red blood cell *demand* during the past week was **up 9% vs. the week prior**, although still **down 22% vs. January-February averages**.

BioMed Distribution Report

Date	Red Cell Consensus	Red Cells Shipped	Variance	Red Cells Consensus v Shipped	Demand	Supply	Revenue Impact	Red Cells Original Qty (BH)	Red Cells Shipped (BH)	Red Cells Fill Rate (BH)
30-Mar	14,532	11,170	(3,362)	76.9%	(3,177)	(185)	(\$714,425)	11,041	10,856	98.3%
31-Mar	14,682	9,592	(5,090)	65.3%	(4,760)	(330)	(\$1,081,625)	9,879	9,549	96.7%
1-Apr	13,728	9,315	(4,413)	67.9%	(4,130)	(283)	(\$937,763)	10,128	9,845	97.2%
2-Apr	14,175	9,240	(4,935)	65.2%	(4,684)	(251)	(\$1,048,688)	9,731	9,480	97.4%
3-Apr	10,857	6,332	(4,525)	58.3%	(4,479)	(46)	(\$961,563)	5,820	5,774	99.2%
4-Apr	4,526	3,216	(1,310)	71.1%	(1,295)	(15)	(\$278,375)	3,089	3,074	99.5%
5-Apr	8,224	7,445	(779)	90.5%	(642)	(137)	(\$165,538)	8,963	8,826	98.5%
6-Apr	14,017	10,227	(3,790)	73.0%	(3,718)	(72)	(\$805,375)	10,520	10,448	99.3%
7-Apr	14,108	10,074	(4,034)	71.4%	(3,984)	(50)	(\$857,225)	9,554	9,504	99.5%
8-Apr	13,728	9,396	(4,332)	68.4%	(4,231)	(101)	(\$920,550)	9,838	9,737	99.0%
9-Apr	14,175	9,863	(4,312)	69.6%	(4,180)	(132)	(\$916,300)	10,518	10,386	98.7%
10-Apr	10,857	6,631	(4,226)	61.1%	(4,167)	(59)	(\$898,025)	5,951	5,892	99.0%
11-Apr	4,526	3,778	(748)	83.5%	(691)	(57)	(\$158,950)	3,976	3,919	98.6%
12-Apr	8,224	6,864	(1,360)	83.5%	(977)	(383)	(\$289,000)	8,962	8,579	95.7%
13-Apr	14,017	10,925	(3,092)	77.9%	(2,898)	(194)	(\$657,050)	10,941	10,747	98.2%
14-Apr	14,108	10,364	(3,744)	73.5%	(3,561)	(183)	(\$795,600)	10,781	10,598	98.3%
15-Apr	13,728	9,913	(3,815)	72.2%	(3,627)	(188)	(\$810,688)	10,214	10,026	98.2%
16-Apr	14,175	10,132	(4,043)	71.5%	(3,929)	(114)	(\$859,138)	11,008	10,894	99.0%
17-Apr	10,857	7,762	(3,095)	71.5%	(3,002)	(93)	(\$657,688)	6,743	6,650	98.6%
18-Apr	4,526	3,801	(725)	84.0%	(673)	(52)	(\$154,063)	4,068	4,016	98.7%
19-Apr	8,224	8,395	171	102.1%	314	(143)	\$36,338	9,874	9,731	98.6%
20-Apr	14,017	12,932	(1,085)	92.3%	(908)	(177)	(\$230,563)	12,908	12,731	98.6%
21-Apr	14,108	11,949	(2,159)	84.7%	(1,987)	(172)	(\$458,788)	12,482	12,310	98.6%
22-Apr	13,728	11,332	(2,396)	82.5%	(2,253)	(143)	(\$509,150)	11,603	11,460	98.8%
23-Apr	14,175	11,758	(2,417)	82.9%	(2,191)	(226)	(\$513,613)	12,457	12,231	98.2%
24-Apr	10,857	8,159	(2,698)	75.1%	(2,572)	(126)	(\$573,325)	7,379	7,253	98.3%
25-Apr	4,526	4,057	(469)	89.6%	(432)	(37)	(\$99,663)	4,419	4,382	99.2%
26-Apr	8,224	8,994	770	109.4%	892	(122)	\$163,625	10,823	10,701	98.9%
27-Apr	14,017	13,405	(612)	95.6%	(455)	(157)	(\$130,050)	12,224	12,067	98.7%
28-Apr	14,108	12,215	(1,893)	86.6%	(1,895)	2	(\$402,263)	229	231	100.9%
30 Days	347,754	269,236	(78,518)	77.4%	(74,292)	(4,226)	(\$16,685,075)	266,123	261,897	98.4%
March	368,870	320,341	(48,529)	86.8%	(14,835)	(32,306)	(\$10,017,417)	348,637	316,331	90.7%

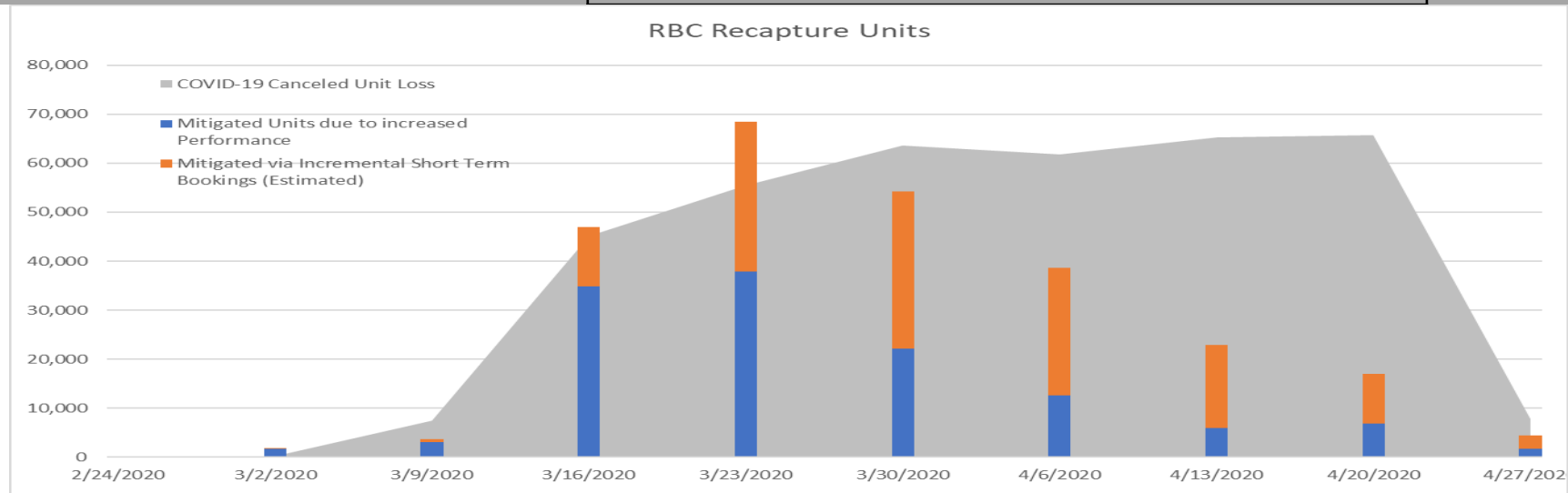
•‘Red Cell Consensus’ & ‘Red Cell Shipped’ data extracted directly from Michele Abbott’s Daily Dashboard file.

•‘Revenue Impact’ calculated using assumed \$212.50 per-unit price for red blood cells.

•All ‘(BH)’ metrics pulled daily from BloodHub; figures reflect shipments with original order quantities greater than 0. BloodHub data is slightly lagged, meaning the prior day’s figures are incomplete; they will complete by the following day.

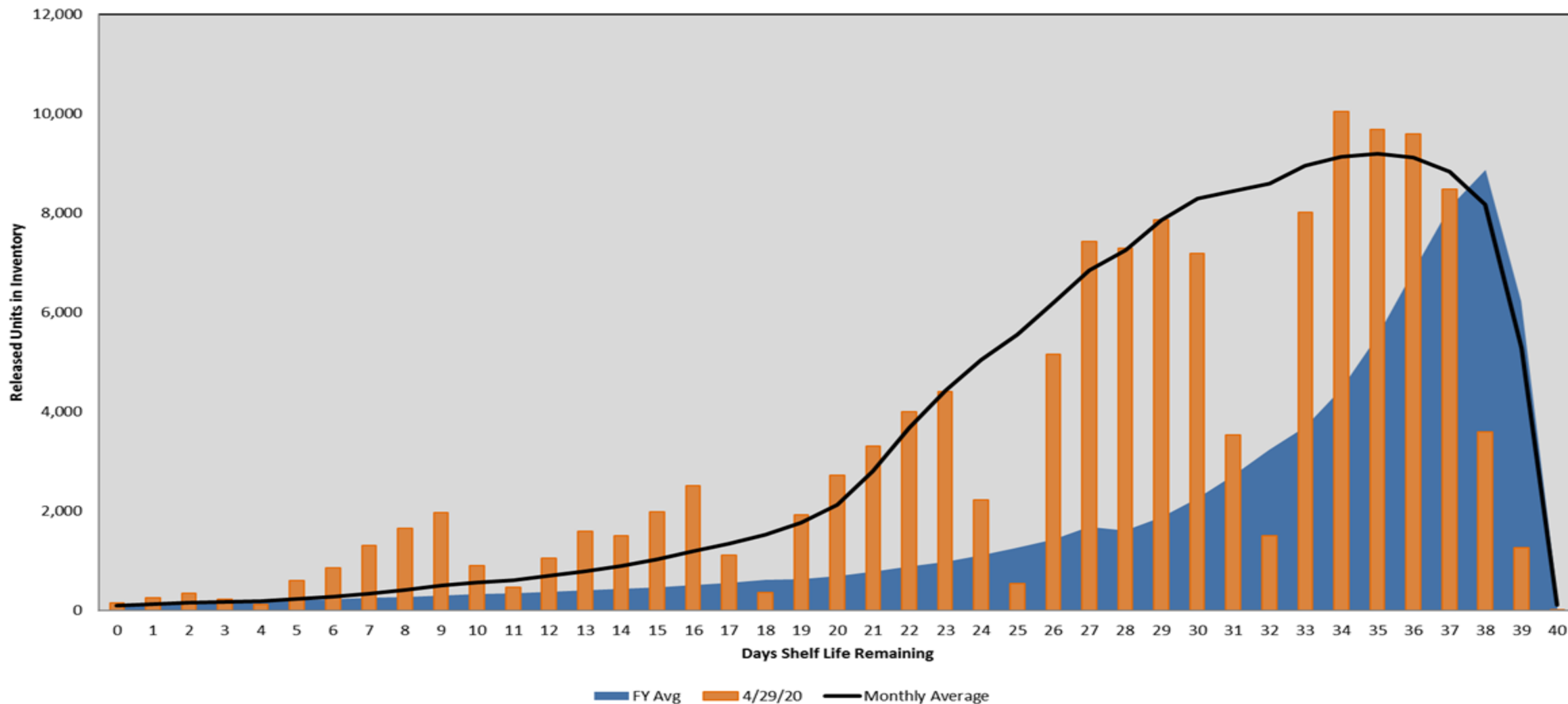
BioMed Recapture Report

Week Of	Prod Goal	Prod Proj	Prod Coll	% of Goal	OE	Expected OE	OE Increase	Mitigated Units due to increased Performance	Mitigated via Incremental Short Term Bookings (Estimated)	Total Units Mitigated to Date	COVID-19 Canceled Unit Loss	Estimated % Goal with no mitigations
2/24/2020	2,974	3,170	3,062	103.0%	96.6%	90.9%	5.7%	182	0	182		96.8%
3/2/2020	86,328	93,743	87,814	101.7%	93.7%	91.9%	1.8%	1,674	175	1,849	167	99.6%
3/9/2020	87,894	88,469	84,410	96.0%	95.4%	91.9%	3.5%	3,116	598	3,714	7,470	91.9%
3/16/2020	88,366	63,562	92,625	104.8%	145.7%	90.9%	54.8%	34,841	12,160	47,001	45,077	52.9%
3/23/2020	88,771	73,577	104,633	117.9%	142.2%	90.8%	51.5%	37,862	30,596	68,458	55,402	43.9%
3/30/2020	88,789	68,159	83,310	93.8%	122.2%	89.7%	32.5%	22,185	32,051	54,236	63,550	36.5%
4/6/2020	89,292	61,562	67,179	75.2%	109.1%	88.6%	20.5%	12,610	26,000	38,610	61,740	35.3%
4/13/2020	88,757	57,896	58,163	65.5%	100.5%	90.2%	10.3%	5,947	17,013	22,959	65,318	41.5%
4/20/2020	89,030	58,844	59,934	67.3%	101.9%	90.2%	11.7%	6,863	10,129	16,992	65,662	49.3%
4/27/2020	13,552	9,530	10,258	75.7%	107.6%	90.2%	17.4%	1,663	2,691	4,354	7,775	45.5%
Grand Total	723,753	578,512	651,388	90.0%	112.6%	90.7%	21.9%	126,941	131,413	258,354	372,161	56.0%

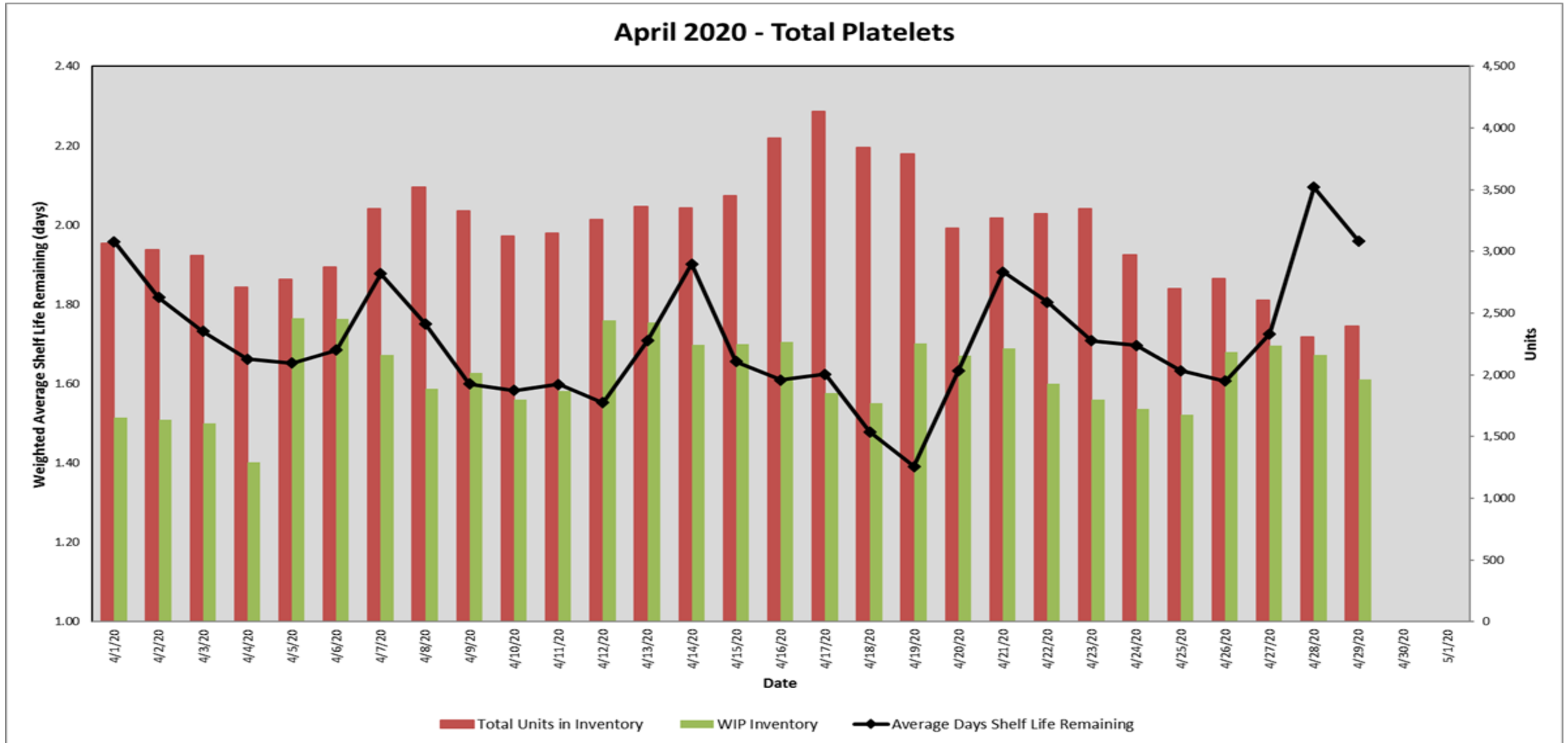


RBC Aging Report

April 2020 Red Cells - Total



Platelet Aging Report



RBC Inventory Report

Last Database Refresh :

04/29/2020 07:29:42 AM

127,449

Total RBC Inventory

Available Inventory

RBC Order Fulfillment Guidelines

All order, all types fill at 75%

If the Medical Release Trigger is reached on any blood type, follow the medical releases process

Platelet Order Fulfillment Guidelines

Sites should use today and tomorrow outdates for adhoc and stat orders. Fresh dated units should be reserved for standing orders and stock needs.

Frozen Products Order fulfillment Guidelines

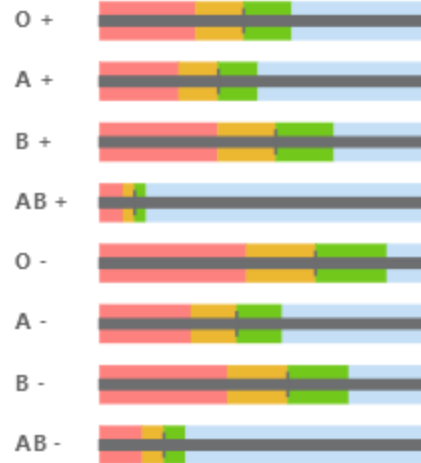
Pooled Cryo -- All orders filled at 50%

AB Plasma -- All orders filled at 75%

Frozen Plasma all other types -- Fill orders as received

Single Cryo -- Fill orders as received

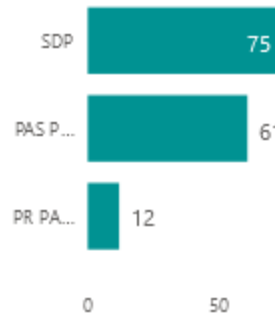
RBC Available Inventory



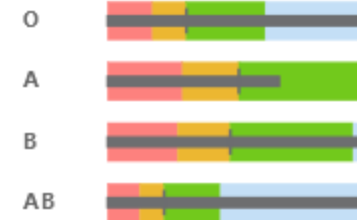
Platelet Available Inventory



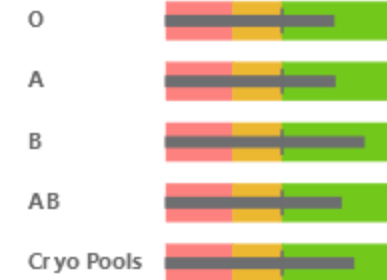
Platelet Expiring Inventory Today



Plasma Available Inventory

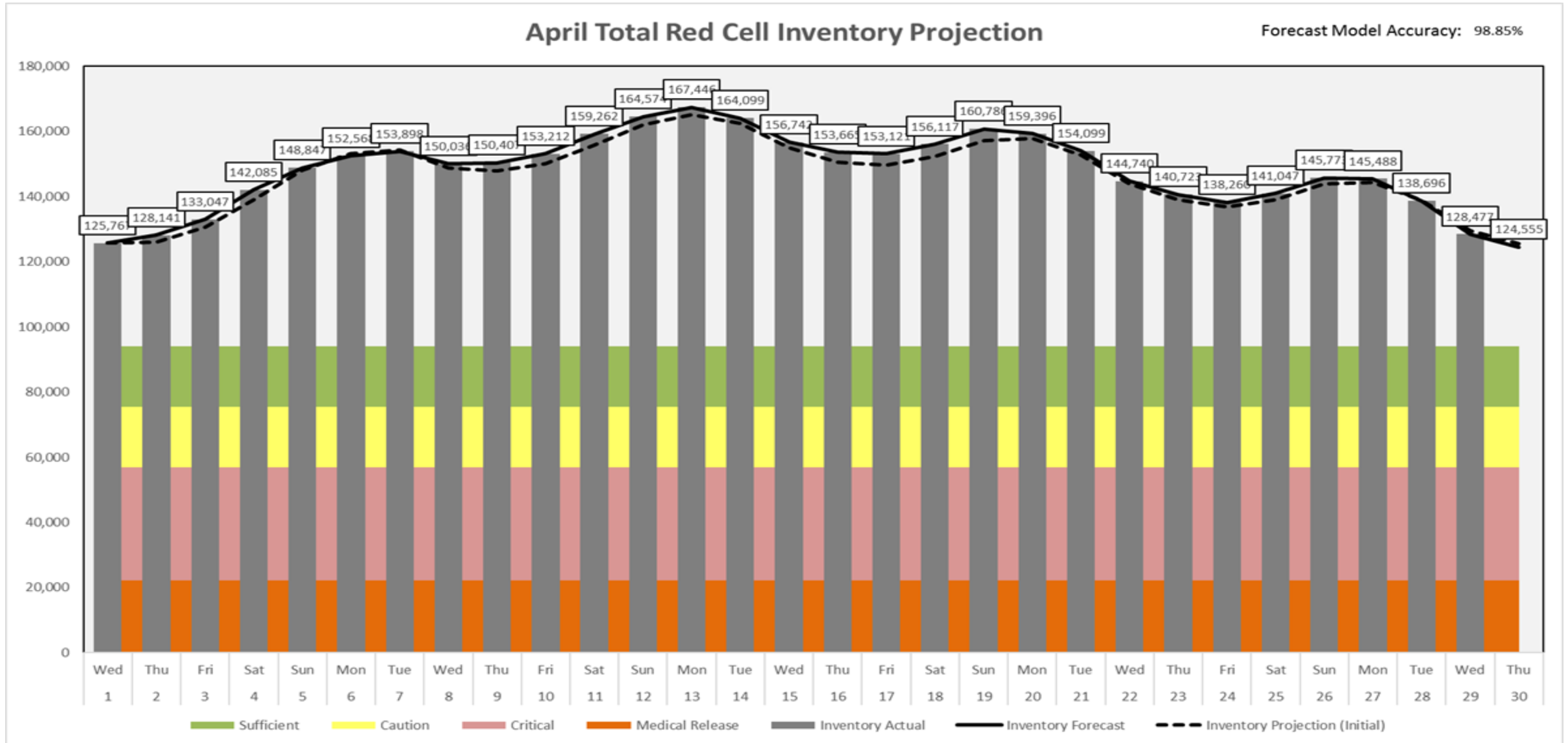


Cryo Available Inventory



Available Inventory Critical Caution Good Excess

RBC Inventory Projection



	Positives	Test Results Pending	Presumed Positives
ENTERPRISE TOTALS	91	52	145
UNCATEGORIZED STAFF			1*
BIOMED	63	40	119
Collections/Apheresis	44	32	89
Blood Drive Vol	1	0	1
HUMANITARIAN	24	9	18
TRAINING SERVICES	3	3	4
CORPORATE	1	0	3

*These staff members are not categorized when conducting an automated data query. Their status is known with HR and their categorization will be adjusted in the future.

Test Results	Total Cases #	Cases with Donor Facing Roles #	Cases with Donor Impact #	Cases pending Donor Impact assessment #	Donors needing to be contacted #	Donors Contacted to Date #	Co-workers Impacted #
Negative Test Result	440	308	16		333	309	358
Presumptive Positive	145	82	21		727	704	128
Positive Test Result	93	45	15	1	186	165	176
Pending	52	32	1	1	0	0	39
Total	730	467	53	2	1246	1178	701

Donor notification totals have not changed since 4/9 due to a change in procedure.