



Independent Auditor's Report

RSM US LLP

Board of Directors
OBI Holding Company

Opinion

We have audited the consolidated financial statements of OBI Holding Company and its subsidiaries (the Company), which comprise the consolidated statements of financial position as of March 31, 2022 and 2021, and the related consolidated statements of activities, functional expenses and cash flows for the years then ended, and the related notes to the consolidated financial statements (collectively the financial statements).

In our opinion, the accompanying financial statements present fairly, in all material respects, the financial position of the Company as of March 31, 2022 and 2021, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinion

We conducted our audits in accordance with auditing standards generally accepted in the United States of America (GAAS). Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of the Company and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Responsibilities of Management for the Financial Statements

Management is responsible for the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in the United States of America, and for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about the Company's ability to continue as a going concern within one year after the date that the financial statements are issued or available to be issued.

Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with GAAS will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

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In performing an audit in accordance with GAAS, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about the Foundation's ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control-related matters that we identified during the audit.

RSM US LLP

Oklahoma City, Oklahoma
June 29, 2022

OBI Holding Company

Notes to Consolidated Financial Statements

Note 1. Organization and Summary of Significant Accounting Policies

Organization and nature of operations: OBI Holding Company (Holding) is an Oklahoma not-for-profit corporation, without capital stock, organized in 1990. Holding is the sole member and has a controlling financial interest in the following subsidiaries: Oklahoma Blood Institute, Global Blood Fund, The Oklahoma Blood Institute Foundation, OBI Real Estate Company, OBI Real Estate Company 2, and Blood Institute Ventures, LLC.

Oklahoma Blood Institute (the Institute) was incorporated in April 1976 for the purpose of maintaining and supporting blood collection centers. The Institute provides for the procurement of blood, blood components and related services which includes the recruitment of donors and the drawing, processing, storage and distribution of blood, and blood components through its blood centers located in Oklahoma City, Lawton, Enid, Ardmore, Ada, and Tulsa, Oklahoma; Wichita Falls and Amarillo, Texas; and Hot Springs and Little Rock, Arkansas. The Global Blood Fund was formed in February 2008 to engage in charitable, educational and scientific purposes.

The Oklahoma Blood Institute Foundation (the Foundation) was created in April 2000, and was inactive until May 2005, to support the activities, affairs and programs of the Institute. The Institute, Global Blood Fund and the Foundation are all not-for-profit corporations, without capital stock, formed under the laws of the State of Oklahoma and are qualified 501(c)(3) public charities.

OBI Real Estate Company, a qualified 501(c)(25) not-for-profit organization, and OBI Real Estate Company 2, a disregarded not-for-profit limited liability company, were organized in 1990 and 2008, respectively, for the purpose of holding real property used by the Institute. Blood Institute Ventures, LLC, an Oklahoma limited liability company, was formed in June 2010 to pursue certain business opportunities. These entities are inactive.

On January 3, 2022 and November 30, 2021, the Company formed CytoGrowth Solutions, LLC and Bio-Linked, LLC, respectively, (both disregarded Oklahoma not-for-profit limited liability companies) for the purpose of supporting the charitable mission, purposes, operations and activities of the sole member, OBI Holding Company.

Principles of consolidation: The consolidated financial statements have been prepared on the accrual basis of accounting and include the assets, liabilities, net assets and activities of Holding, the Institute, and the Foundation as of and for the years ending March 31, 2022 and 2021. Global Blood Fund has a December 31 year end and is consolidated as of and for the years ending December 31, 2021 and 2020. All significant intercompany balances and transactions have been eliminated in consolidation. Holding and its subsidiaries are collectively referred to as the Company.

Use of estimates: The preparation of financial statements, in conformity with accounting principles generally accepted in the United States of America, requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Significant estimates include implicit price concessions, valuation of inventory, valuation of investments carried at fair value and funds held by community foundation, impairment of investments carried at cost, useful lives and impairment of long-lived assets, incurred but not reported health and workers' compensation claims, and the allocation of expenses on a functional basis. Actual results could differ from those estimates.

ASSETS

CURRENT ASSETS

CASH & CASH EQUIVALENTS

CIB - MIDFIRST INVESTMENT	333,640.86
CIB - CHASE OPERATING-US	40,067.55
CIB - CHASE OPERATING-UK	.00
CIB - BOK - OPERATING	.00
CIB - BOK - INVESTMENT	.00
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TOTAL CASH 373,708.41

ACCOUNTS RECEIVABLE

ACCOUNTS RECEIVABLE	8,770.76
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TOTAL ACCOUNTS RECEIVABLE 8,770.76

TOTAL ASSETS	382,479.17
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LIABILITIES AND EQUITY

CURRENT LIABILITIES

ACCOUNTS PAYABLE

ACCOUNTS PAYABLE	50,000.00
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TOTAL ACCOUNTS PAYABLE	50,000.00
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DEFERRED INCOME

DEFERRED INCOME	.00
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TOTAL DEFERRED INCOME	.00
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TOTAL LIABILITIES	50,000.00
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DONOR RESTRICTED GRANT FUNDS

TOTAL DONOR RESTRICTED GRANT FUNDS	68,765.00
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UNRESTRICTED NET ASSETS

TOTAL UNRESTRICTED NET ASSETS	263,714.17
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TOTAL FUND BALANCE	332,479.17
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TOTAL LIABILITIES & FUND BALANCE	382,479.17
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Global Blood Fund
INCOME STATEMENT
Dec 31, 2022

YTD ACTUAL	YTD PRIOR	YTD BUDGET	VARIANCE %		2ND PRIOR MO	PRIOR MONTH	CUR ACTUAL	
REVENUE								
140,731.97	82,089.82	.00	0.00	DONATIONS	5,963.61	10,013.85	4,783.04	02-5710-00
.00	.00	.00	0.00	GRANTS - DESIGNATED	.00	.00	.00	02-5711-00
.00	.00	.00	0.00	GRANTS - DESIGNATED	.00	.00	.00	02-5711-01
.00	.00	.00	0.00	GRANTS - DESIGNATED	.00	.00	.00	02-5711-02
.00	.00	.00	0.00	GRANTS - DESIGNATED	.00	.00	.00	02-5711-03
.00	.00	.00	0.00	GRANTS - DESIGNATED	.00	.00	.00	02-5711-04
.00	.00	.00	0.00	GRANTS - DESIGNATED	.00	.00	.00	02-5711-05
.00	.00	.00	0.00	GRANTS - UNDESIGNATED	.00	.00	.00	02-5712-00
701.35	1,160.77	.00	0.00	INTEREST INCOME	54.77	53.41	90.90	02-5820-00
141,433.32	83,250.59	.00	0.00	TOTAL REVENUE	6,018.38	10,067.26	4,873.94	
EXPENSES								
INDIRECT, MARKETING & ADMIN.								
.00	.00	.00	0.00	DONATION/GRANT EXPENSES	.00	.00	.00	02-6618-00
.00	.00	.00	0.00	DONATION/GRANT EXPENSES	.00	.00	.00	02-6618-01
.00	.00	.00	0.00	DONATION/GRANT EXPENSES	.00	.00	.00	02-6618-02
.00	.00	.00	0.00	DONATION/GRANT EXPENSES	.00	.00	.00	02-6618-03
.00	.00	.00	0.00	DONATION/GRANT EXPENSES	.00	.00	.00	02-6618-04
.00	.00	.00	0.00	DONATION/GRANT EXPENSES	.00	.00	.00	02-6618-05
14,859.00	35,525.51	.00	0.00	DONATION/GRANT EXPENSES	5,950.00	.00	.00	02-6618-07
.00	.00	.00	0.00	PROFESSIONAL FEES	.00	.00	.00	02-6620-00
.00	.00	.00	0.00	PROFESSIONAL FEES	.00	.00	.00	02-6620-01
.00	.00	.00	0.00	PROFESSIONAL FEES	.00	.00	.00	02-6620-02
.00	.00	.00	0.00	PROFESSIONAL FEES	.00	.00	.00	02-6620-03
.00	.00	.00	0.00	PROFESSIONAL FEES	.00	.00	.00	02-6620-04
.00	.00	.00	0.00	PROFESSIONAL FEES	.00	.00	.00	02-6620-05
189,190.58	173,551.72	.00	0.00	PROFESSIONAL FEES	16,143.71	23,487.24	14,351.67	02-6620-07
.00	.00	.00	0.00	PROFESSIONAL FEES	.00	.00	.00	02-6620-09
.00	.00	.00	0.00	MARKETING EXPENSE	.00	.00	.00	02-6707-00
.00	.00	.00	0.00	MARKETING EXPENSE	.00	.00	.00	02-6707-07

Global Blood Fund
INCOME STATEMENT
Dec 31, 2022

YTD ACTUAL	YTD PRIOR	YTD BUDGET	VARIANCE %		2ND PRIOR MO	PRIOR MONTH	CUR ACTUAL	
.00	.00	.00	0.00	MEETING EXPENSE	.00	.00	.00	02-6835-00
40.00	.00	.00	0.00	MEETING EXPENSE	40.00	.00	.00	02-6835-07
.00	.00	.00	0.00	FREIGHT	.00	.00	.00	02-7315-00
1,047.00	.00	.00	0.00	FREIGHT	.00	.00	.00	02-7315-07
.00	.00	.00	0.00	TAXES	.00	.00	.00	02-7570-00
.00	.00	.00	0.00	TAXES	.00	.00	.00	02-7570-07
.00	.00	.00	0.00	BANK SERVICE CHARGES	.00	.00	.00	02-7757-00
18,733.74	7,507.42	.00	0.00	BANK SERVICE CHARGES	1,751.98	341.32	6,161.96	02-7757-07
.00	.00	.00	0.00	CONVERSION RATE EXCHANGES	.00	.00	.00	02-7770-00
.00	.00	.00	0.00	CONVERSION RATE EXCHANGES	.00	.00	.00	02-7770-07
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223,870.32	216,584.65	.00	0.00	TOTAL INDIRECT, MARKETING & ADM	23,885.69	23,828.56	20,513.63	
 (82,437.00)	 (133,334.06)	 .00	 0.00	REVENUE OVER EXPENSES	 (17,867.31)	 (13,761.30)	 (15,639.69)	
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Describe the organization's mission as articulated in its mission statement or otherwise adopted by the organization's governing body.

GLOBAL BLOOD FUND (GBF) WORKS WITH LOW AND MIDDLE-INCOME COUNTRIES TO ENSURE A SAFE AND SUFFICIENT BLOOD SUPPLY FOR ALL. THIS IS ACHIEVED THROUGH THE PROVISION OF TRAINING, EQUIPMENT, GRANTS AND OTHER FORMS OF SUPPORT, WITH PARTICULAR FOCUS ON ENGAGING LOCAL CITIZENS IN VOLUNTARY NON-REMUNERATED BLOOD DONATION (VNRBD).

VNRBD IS RECOGNIZED BY THE WORLD HEALTH ORGANIZATION AND OTHERS AS THE MOST COST-EFFECTIVE WAY TO PREVENT THE HUNDREDS OF THOUSANDS OF DEATHS THAT RESULT EACH YEAR FROM BLOOD SHORTAGES. IT ALSO HELPS MITIGATE THE TRANSMISSION OF INFECTIONS (SUCH AS HIV, MALARIA AND HEPATITIS) THAT CAN BE CONTRACTED THROUGH BLOOD TRANSFUSION AND WHICH DEVASTATE LIVES AND FAMILIES.

Did your organization cease conducting, or make significant changes in how it conducts, any program services?

FOLLOWING THE DISRUPTION IN 2020 AND 2021 CAUSED BY THE GLOBAL PANDEMIC, GBF'S WORK IN 2022 WAS LESS IMPACTED BY COVID-19. TRAVEL TO FACILITATE OR DELIVER PROGRAM ACTIVITIES BECAME POSSIBLE ONCE AGAIN AND CAPACITY WITHIN RECIPIENT ORGANIZATIONS TO DELIVER PLANNED PROGRAMS IMPROVED. NETWORKING OPPORTUNITIES TO REBUILD PIPELINE ACTIVITIES WERE LESS RESTRICTED, ALTHOUGH THE CENTERPIECE AABB MEETING IN FLORIDA WAS CANCELLED AT THE LAST MINUTE DUE TO HURRICANE IAN. THE 'NEW NORMAL' OF 2021 (IN WHICH BLOOD ESTABLISHMENTS HAD LARGELY ADAPTED TO THE NOVEL POST-COVID ENVIRONMENT BUT WERE LESS ENTERTAINING OF ANY PERCEIVED DISTRACTIONS TO NON-CORE ACTIVITY) DIMINISHED SOMEWHAT, BUT WAS STILL A NOTABLE FEATURE OF 2022.

AS COUNTRIES RE-OPENED, EQUIPMENT RE-HOMING BECAME POSSIBLE ONCE AGAIN, HELPED BY THE RETURN OF FREIGHT COSTS TO MORE NORMAL LEVELS FROM THEIR PRECIPITOUS COVID-HIGHS. WITH GETTING DONATIONS INTO MEXICO A COVID-ERA (AND POST-COVID ERA) CHALLENGE, A DECISION WAS MADE TO BROADEN THE FOCUS TO INCLUDE WIDER LATIN AMERICA. TO FACILITATE THIS, A SPANISH SPEAKING MEMBER OF STAFF WAS APPOINTED AS CO-ORDINATOR FOR THIS REGION.

GIVEN THAT DONATIONS TO THE CHARITY CONTINUE TO BE SPORADIC AND UNPREDICATABLE, A MORE STRUCTURED GIVING INITIATIVE HAS BEEN SCOPED, READY FOR IMPLEMENTATION IN 2023. UNDER THE 'FRIENDS OF GLOBAL BLOOD FUND' PROGRAM, SUPPORTERS WILL BE ENCOURAGED TO PLEDGE AN ANNUAL DONATION AMOUNT, A COMMITMENT WHICH WILL ROLL FORWARD FOR SUBSEQUENT YEARS UNTIL CANCELLED.

EXPANSION OF PARTNERSHIP NETWORK

MUCH OF GBF'S ACTIVITY RELATES TO ITS ABILITY TO CREATE AND GALVANIZE NETWORKS IN THE US, EUROPE, AND AUSTRALASIA (NATIONAL AND REGIONAL BLOOD SERVICES, INDUSTRY SUPPLIERS, REGULATORY BODIES ETC.) TO ASSIST DEVELOPING-WORLD BLOOD COLLECTION ORGANIZATIONS. WORKING BOTH DIRECTLY AND THROUGH PAN-NATIONAL AND PROFESSIONAL ASSOCIATIONS, GBF IS ABLE TO ASSEMBLE MULTI-AGENCY COLLABORATIONS, WITH OBJECTIVES AND CONFIGURATIONS DIFFERING BY PROJECT.

OVER THE PERIOD, CLOSE RELATIONSHIPS WERE NURTURED WITH AfSBT (AFRICA SOCIETY FOR BLOOD TRANSFUSION), ISBT (INTERNATIONAL SOCIETY FOR BLOOD TRANSFUSION), COBA (COALITION OF BLOOD FOR AFRICA), ADRP (ASSOCIATION OF BLOOD DONOR PROFESSIONALS), GCIAMT (GRUPO COOPERATIVO IBEROAMERICANO DE MEDICINA TRANSFUSIONAL), ETC. AS AN EXAMPLE OF ITS COLLABORATIVE APPROACH, GBF ATTENDED THE GCIAMT MEETING IN COLOMBIA WHERE IT WAS AGREED THE CHARITY WOULD WORK WITH GCIAMT AND THE VENDOR COMMUNITY TO INCREASINGLY FOCUS ON SUPPORTING LATIN AMERICA WITH DONATED BLOOD MOBILES, AS WELL AS STAND UP A TRAINING PROGRAM IN THE US (HOSTING BY A US BLOOD CENTER PARTNER) FOR LATIN AMERICAN DELEGATES TO BE EXPOSED TO OPERATIONAL BEST PRACTICE. ELSEWHERE, GBF AGREED WITH DIAGAST – A FRENCH MANUFACTURER – TO JOINTLY SUPPORT A PILOT IN GHANA OF PRE-DONATION BLOOD TYPING AS A RECRUITMENT STRATEGY.

GBF'S PROFILE WAS ASSISTED IN 2022 BY THE DEPLOYMENT OF A GAMIFIED APPROACH TO GENERATING AWARENESS. BY OFFERING AND FREELY DEPLOYING 'TIC-TAC-TRIVIA' AS AN ADDED VALUE FEATURE AT INDUSTRY EVENTS, GBF WAS ABLE TO ACHIEVE A LEVEL OF VISIBILITY ONLY OTHERWISE POSSIBLE BY INVESTING IN HUGELY EXPENSIVE SPONSORSHIP OPPORTUNITIES.

RE-HOMING OF DISPLACED EQUIPMENT

RE-HOMING OF DISPLACED EQUIPMENT RETAINED ITS STATUS AS ONE OF THE MOST IMPORTANT PROGRAMS. GBF OWNS AND MANAGES 'EXCHANGE', A CLOUD-BASED PLATFORM ENABLING BLOOD SERVICES WORLDWIDE TO LIST EQUIPMENT AVAILABLE FOR DONATION. THIS TYPICALLY BECOMES AVAILABLE WHERE ITEMS ARE DISPLACED AS A CONSEQUENCE OF ROUTINE UPGRADE PROGRAMS, LEAVING STILL-SERVICEABLE EQUIPMENT SURPLUS TO LOCAL REQUIREMENTS.

AS WELL AS VIEWING AND RESPONDING TO OFFERS, THE SYSTEM OFFERS BLOOD SERVICES IN LOW-INCOME COUNTRIES THE ABILITY TO LIST AND CIRCULATE THEIR SPECIFIC REQUIREMENTS WORLDWIDE. ONCE A MATCH IS MADE BETWEEN DONOR AND RECIPIENT, GBF MANAGES AND RESOURCES THE LOGISTICS OF RE-HOMING. DONATIONS MOSTLY COME FROM THE US AND EUROPE. RECIPIENTS ARE TYPICALLY BLOOD SERVICES IN AFRICA, LATIN AMERICA, AND ASIA.

EXAMPLES OF 2022 ACTIVITY INCLUDE CENTRIFUGES AND DONOR COUCHES SENT TO MEXICO, THOUSANDS OF T-SHIRTS SENT TO AFRICA AND SEVERAL BLOOD MOBILES SENT TO CENTRAL AMERICA.

NON-EQUIPMENT BASED SUPPORT

NON-EQUIPMENT BASED SUPPORT FORMS A MAJOR COMPONENT OF GBF'S OVERALL PACKAGE OF CHARITABLE ACTIVITY.

THE OUTBREAK OF WAR IN UKRAINE AT THE START OF THE YEAR PROMPTED A FOCUS ON THE NEEDS OF THAT COUNTRY, INITIALLY ON ADAPTING THE MENTORING PLATFORM SOFTWARE (SEE BELOW) TO MATCH REFUGEES WITH POTENTIAL HOST FAMILIES IN THE UK. IN DOING THIS, A NEW PARTNERSHIP WITH AN ORGANIZATION THERE, DONOR UA, DEVELOPED. SUBSEQUENTLY, AS WELL AS PROVIDING DIRECT FINANCIAL SUPPORT TO DONOR UA, AN INITIATIVE WAS DEVELOPED WHEREBY LUNCHES WERE PROVIDED TO STAFF AT DNIPRO BLOOD CENTER, A SYMBOLIC APPRECIATION FROM THE GLOBAL BLOOD BANKING COMMUNITY FOR THEIR BRAVERY AND HARD WORK. THIS EFFORT WAS FACILITATED THROUGH DONOR PROMOTIONS RUN BY SEVERAL BLOOD CENTER PARTNERS TO RAISE MONEY FOR UKRAINE-FOCUSED ACTIVITY.

"OPEN ARMS" PROGRAM

GBF'S "OPEN ARMS" PROGRAM GIVES BLOOD CENTERS ACROSS THE U.S. AND IN OTHER PARTS OF THE WORLD AN OPPORTUNITY TO OFFER THEIR BLOOD DONORS A CHARITABLE ALTERNATIVE TO THE USUAL RECOGNITION ITEMS OF PRINTED T-SHIRTS, ETC. THIS PROGRAM CREATES A VIRTUOUS CIRCLE OF ACTIVITY SUCH AS IMPROVING DONOR CHOICE, MOTIVATING COLLECTION STAFF, SAVING BLOOD CENTERS MONEY, PROVIDING A DIVERSITY PLATFORM TO ENCOURAGE BLOOD DONATION FROM MINORITY COMMUNITIES AND PROVIDING RESOURCES FOR INTERNATIONAL DEVELOPMENT WORK IN AN AREA OF INTEREST TO ALL PARTIES.

2022 SAW AN INCREASE IN BLOOD CENTER SUPPORTERS OFFERING TACTICAL SUPPORT ON A CAUSE-SPECIFIC BASIS ONLY, WITH A CORRESPONDING REDUCTION IN CENTERS FACILITATING A ROUTINE GBF PRESENCE IN, FOR EXAMPLE, BRANDED ONLINE POINT-REDEMPTION STORES. BLOOD COLLECTORS ARE INCREASING LOOKING TO RAISE CHARITABLE FUNDS TO RESOURCE THEIR OWN CORE-MISSION, LEADING TO A REDUCTION IN THE WILLINGNESS TO ENCOURAGE THEIR DONORS AND OTHER STAKEHOLDERS TO GIVE TO THIRD-PARTY ORGANIZATIONS, HOWEVER RELEVANT THE CAUSE. IT SEEMS UNLIKELY THAT THIS TREND WILL REVERSE ANYTIME SOON.

TRAINING & EDUCATION

OF PARTICULAR NOTE IN 2022, GBF LAUNCHED THE PILOT OF A MENTORING PROGRAM, USING A SOFTWARE PLATFORM TO CONNECT BLOOD BANKING PRACTITIONERS IN THE US AND EUROPE WITH THEIR PROFESSIONAL EQUIVALENTS IN GHANA (THE PILOT PARTNER).

GBF'S ONLINE TRAINING COURSE – FOCUSING ON DONOR RECRUITMENT, EDUCATION AND CERTIFICATION – CONTINUES TO ATTRACT SIGNIFICANT NUMBERS. THIS REMOTE LEARNING INITIATIVE OFFERS SIX HOURS/12 MODULES OF VIDEO CONTENT. SEVERAL HUNDRED ENROLEES HAVE NOW COMPLETED THE PROGRAM.