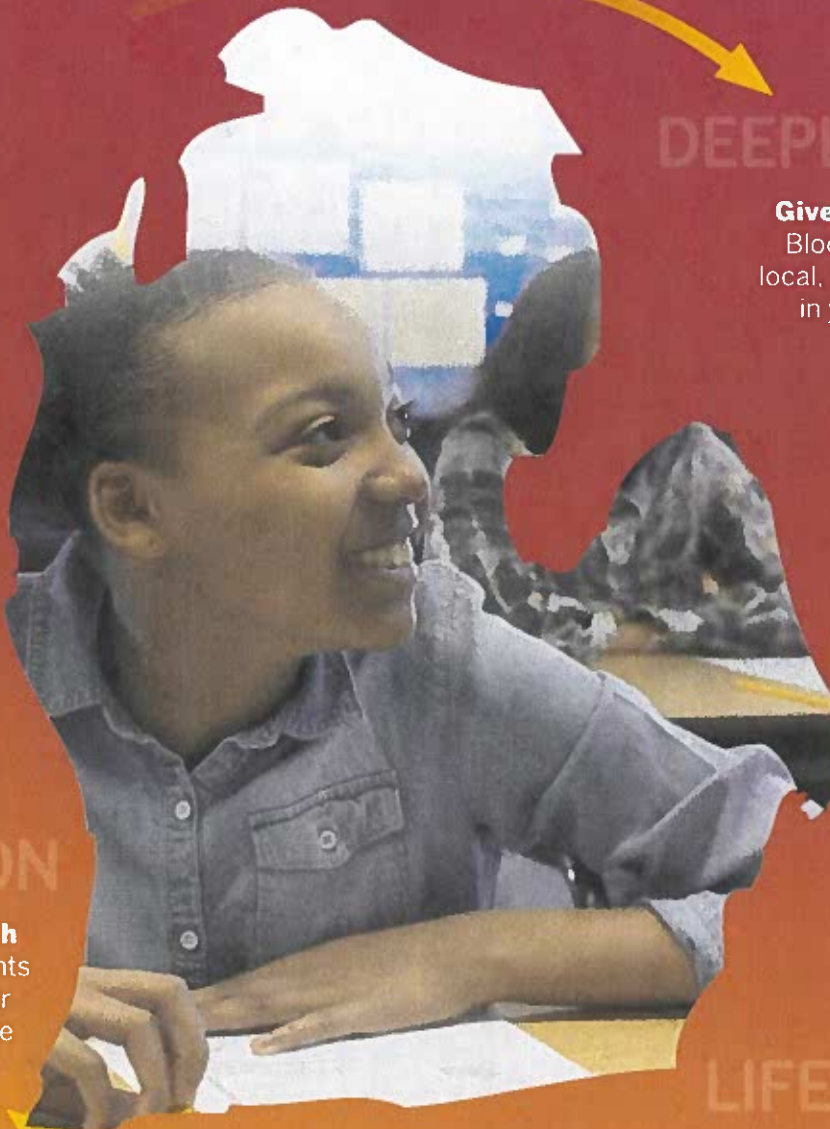


With **you**, our mission strengthens the pulse of our

COMMUNITY



DEEPLY ROOTED

Give local, stay local

Blood donations stay local, benefitting patients in your community

INNOVATION

Leading-edge research

Advancing care for patients nationwide through our Blood Research Institute

LIFE-SAVING

Improved outcomes

Patients with rare diseases have access to specialty products and care

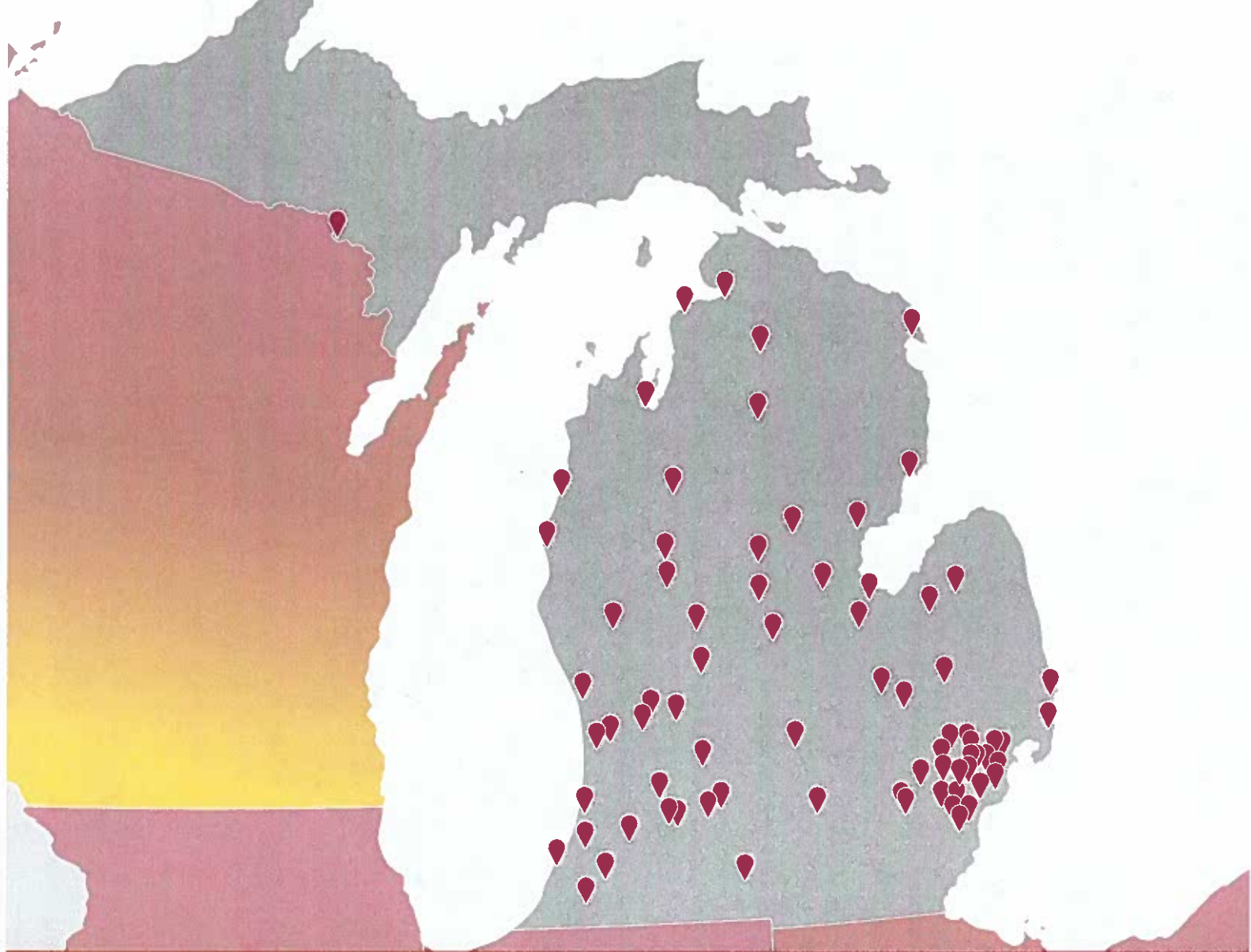


versiti™

Blood Center of Michigan

Learn more about how Versiti is improving lives and advancing healthcare at versiti.org.
A non-profit 501(c)(3) organization.

Michigan Hospitals



**Donors. Diagnostics. Discovery.
Versiti makes an impact.**



**TESTIMONY OF GITESH DUBAL
EXECUTIVE VICE PRESIDENT, VERSITI MICHIGAN
BEFORE THE TAX POLICY COMMITTEE
MICHIGAN HOUSE OF REPRESENTATIVES
ON HOUSE BILL 4068
APRIL 12, 2023**

My name is Gitesh Dubal. I am an Executive Vice President for Versiti Michigan, Inc. and am responsible for recruiting blood donors. We hold a foundational belief that blood and life are both interconnected and precious gifts. Blood that is transfused into patients is not “manufactured” in a lab. The blood that is needed to save the lives of fellow Michiganders who are patients in need of a transfusion, such as cancer and sickle cell patients and victims of trauma, must be given by a donor.

Versiti is a 501(c)(3), non-profit organization focuses on all things blood related – from collecting blood to diagnostic testing, research, and so much more. Versiti is one of the two primary blood suppliers to hospitals throughout the great State of Michigan. Versiti is fortunate to call Corewell, Henry Ford, Ascension, and many others among our Michigan hospitals, clients. I am here today to ask for your support of HB 4068 because it will help save the lives of Michiganders.

The widely accepted standard for a state to have an adequate supply of blood is an inventory level of at least a three-day supply. Carrying inventories at these levels helps to ensure that blood is reasonably available for both the predictable needs of patients who have scheduled transfusions and the unpredictable needs of patients who are urgently admitted to hospitals, including for mass transfusion events like multi-car collisions, train crashes, and other traumas.



For at least each of the past five years, the demand for blood at the hospitals served by Versiti has exceeded the supply of blood available within the state. In fact, the demand for blood in Michigan outstripped supply to an extent that, for parts of January 2023, **there was less than a half a day supply of blood** available in Michigan.

Most recently, **the shortfall has been 15,000 units of blood annually** for the hospitals served just by Versiti, with the statewide shortfall projected to be as much as 60,000 units of blood annually. The average transfusion patient uses two units of blood, which means that a 60,000 unit deficient puts at risk the lives of 30,000 Michiganders every year. To address this shortfall, blood suppliers like Versiti must import blood from neighboring states to ensure that there is an adequate supply of blood to treat Michiganders. This model is not sustainable because it too often forces:

- (a) the blood levels at blood centers and hospitals throughout the state of Michigan to drop below the three-day standard;
- (b) it deprives Michigan's neighboring states of a three-day supply of blood; and
- (c) runs the unacceptable risk there will not be an adequate supply of blood to treat Michiganders who have urgent transfusion needs.

Over the last 3 years, first time blood donors across the Midwest have declined by 23%. This trend is unsustainable and an intervention is essential. This isn't just a Michigan problem. Blood donation continues to be challenged across the nation.



This trend is why other states like Oklahoma and Wisconsin have recently stepped forward to offer innovative tax incentives or grant programs to businesses that host blood drives. HB 4068 affords Michigan the opportunity to advance transformative healthcare policy – and avert what will otherwise become a healthcare crisis – by being the first state in the nation to provide a tax credit directly to the donor. The legislation will put blood donations on equal footing as donations to other charities like Goodwill, Purple Heart, and St. Vincent de Paul.

We know, based on programs that have been in place elsewhere, that incentives can and do drive blood donation. Based on our own experience and that of researchers that study blood donor behavior, Versiti is confident that a \$25 per donation tax credit will enable Michigan to close the gap on its annual 60,000 blood unit shortfall so that it is able to maintain a three-day supply of blood throughout the year.

I ask that you join me in supporting HB 4068 so that it can advance to a vote by the Michigan Legislature. Versiti applauds Rep. Hood and Rep. Green for their leadership in proposing HB 4068. Please partner with us to save the lives of Michiganders by approving this essential legislation.

A handwritten signature in black ink that reads 'Gitesh Dubal'.

Gitesh Dubal
EVP, Chief Marketing Officer

