LETTER FROM CEO

BLOODWORKS IS MOVING FORWARD WITH PURPOSE INTO A BOLD AND BRIGHT FUTURE. Since becoming the CEO in June of 2019, I couldn’t be more excited to be a part of this amazing place. My confidence in our future principally comes from how I experience my new colleagues who each day deliver our mission with excellence, joyful devotion, and grace under pressure. These are remarkable people, and I am honored and humbled to be counted among them.

Looking ahead, our primary goal is to ensure a safe and reliable blood supply for our communities. Donation rates have fallen over the past decade—and our greatest challenge is to make giving blood a “thing” again and to restore an adequate blood supply. Also, blood contains the building blocks to tomorrow’s bio-tech products, research discoveries and healthcare therapies—and Bloodworks’ expertise is a critical ingredient at the beginning, middle and end of these advances. We will boldly pursue opportunities to elevate our mission impact on the cutting edge of blood science and medicine.

We are on an exciting journey at Bloodworks, and I am delighted that so many of you have chosen to join us and to be #Bold for Blood.

Curt Bailey, MBA
President and CEO
Bloodworks Northwest

“WE WILL BOLDLY PURSUE OPPORTUNITIES TO ELEVATE OUR MISSION IMPACT ON THE CUTTING EDGE OF BLOOD SCIENCE AND MEDICINE.”

OUR MISSION

Saving lives through research, innovation, education, and excellence in blood, medical, and laboratory services in partnership with our community.
OUR IMPACT

COMMUNITY IMPACT
BLOOD DRIVE DONOR GROUP PROGRAM
- 5,523 BLOOD DRIVES
- 440 NEW BLOOD DRIVE DONOR GROUPS
- 1,771 TOTAL BLOOD DRIVE DONOR GROUPS

BLOOD COMPONENTS PRODUCED
- 166,867 RED CELLS
- 68,616 PLATELETS—WHOLE BLOOD
- 33,442 PLATELETS—APHERESIS

PATIENT SERVICES
- 11 PATIENT SERVICES NURSES
- 1,832 PATIENT PROCEDURES
- 24/7/365

CORD BLOOD PROGRAM
- 2,265 COLLECTIONS [WA, HI]
- 91 UNITS BANKED FROM THOSE COLLECTIONS
- 32 UNITS DISTRIBUTED FOR TRANSPORTATION

RESEARCH

Our scientists are finding new relationships between blood clotting proteins and vascular disease that could lead to better treatments.

Our scientists are explaining how injured brain cells affect blood clotting and how well patients do which could impact how brain injury will be treated in the future.

Postpartum hemorrhage is a life-threatening complication of childbirth. In some women, this is due to an underlying bleeding disorder. Our scientists are working to improve diagnosis and treatment of bleeding in women.

SUCCESSFUL COLLECTIONS BY TYPE
- 168,305 WHOLE BLOOD
- 18,196 PLATELETS—APHERESIS
- 1,921 PLASMA—APHERESIS
- 1,458 DOUBLE RED CELLS
- 41,169 FIRST TIME DONORS

Bloodworks App:
- 20,000 DOWN LOADS
- 14,300 DONOR ACCOUNTS

VOLUNTEER PROGRAM
- 1,784 VOLUNTEERS
- 93,248 VOLUNTEER HOURS
- 22,758 VOLUNTEER SHIFTS

116.4 million people in the U.S. have cardiovascular disease.

2.5 million people in the U.S. suffer traumatic brain injury each year.

Every 7 minutes in the world, a woman dies of bleeding due to childbirth.

Dr. José López has received an outstanding investigator award from the National Heart, Lung and Blood Institute of the National Institutes of Health which will provide $1,080,000 in total funding each year over 7 years to support his research. This award is given to a few outstanding investigators whose work has contributed greatly to our knowledge of blood disorders. Dr. López has been a Bloodworks investigator since 2006, leading the Bloodworks Research Institute from 2006-2016.

Dr. Moritz Stolla was awarded two highly competitive early career awards from the American Heart Association and the American Society of Hematology with the goal of improving platelet transfusion for patients, including those serving in the military.
FINANCIAL SUMMARY
July 1, 2018 to June 30, 2019

REVENUE BY CATEGORY ($ THOUSANDS)

<table>
<thead>
<tr>
<th>Category</th>
<th>Revenue ($ Thousands)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Blood components, services</td>
<td>108,594</td>
</tr>
<tr>
<td>Patient services &amp; bleeding disorders</td>
<td>85,785</td>
</tr>
<tr>
<td>Research grants &amp; contracts</td>
<td>8,636</td>
</tr>
<tr>
<td>Other income</td>
<td>6,060</td>
</tr>
<tr>
<td>Financial contributions</td>
<td>1,847</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>210,922</strong></td>
</tr>
</tbody>
</table>

EXPENSES BY CATEGORY ($ THOUSANDS)

<table>
<thead>
<tr>
<th>Category</th>
<th>Expenses ($ Thousands)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Salaries, payroll taxes &amp; employee benefits</td>
<td>79,062</td>
</tr>
<tr>
<td>Drugs, Supplies</td>
<td>95,475</td>
</tr>
<tr>
<td>General</td>
<td>22,594</td>
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<tr>
<td>Facilities</td>
<td>7,006</td>
</tr>
<tr>
<td>Depreciation &amp; amortization</td>
<td>6,874</td>
</tr>
<tr>
<td>Transportation</td>
<td>2,761</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>213,772</strong></td>
</tr>
</tbody>
</table>

REVENUE FISCAL YEAR 2019

- 51% Blood components, hospital services, lab testing
- 41% Patient services & bleeding disorders
- 4% Other
- 3% Research grants/contracts & partnerships; clinical trials
- 1% Financial & in-kind contributions

EXPENSES FISCAL YEAR 2019

- 37% Salaries, payroll tax, benefits
- 45% Supplies
- 11% General
- 4% Facilities
- 3% Depreciation, amortization
- 1% Transportation

“WE AT FRED HUTCH SUPPORT THE MISSION OF BLOODWORKS BECAUSE OUR TWO ORGANIZATIONS SHARE A COMMON GOAL: GENERATING DISCOVERIES THAT SAVE LIVES AND IMPROVE THE HEALTH OF THE COMMUNITY.”

Dr. Gary Gilliland
President and Director
Fred Hutchinson Cancer Research Center

Audited financial numbers available at bloodworksnw.org/more
Leukemia doesn’t send you a warning shot – it explodes deep within you and picks away until you’re too fatigued to climb a flight of stairs and a man you’ve never met before tells you that you could die. That’s what happened to me nine years ago, 9,000 miles away from home, when I was 20 years old and cancer found me.

It took from me four years, my senior year of college, one femur, two knees, seven ribs, one third of my lung, and eight years ago my mom helplessly watched as a doctor gave me chest compressions. According to existing medical literature, I wasn’t supposed to survive any of it.

But I found my salvation in Seattle Children’s in my hometown, the bone marrow of a perfect stranger from Oklahoma, and the veins of 267 blood donors who saved my life one by one. My remission, my cure, my ability to walk again, the standing ovation I got at graduation, the odds I beat – I owe it all to a group of people I’ll never meet who come in day after day to donate their blood, time and money to people like me. Without them, we wouldn’t stand a chance.

Three years ago, I decided I wanted to give it all back and tell the stories of other people who looked cancer straight in the eye and spat in its face. To show people that just because no one’s ever beat what you’ve got doesn’t mean you can’t be the first. To prove that anyone can move a mountain.

And in January of this year, my life came full circle when Bloodworks hired me to write stories about my heroes and to those 267 strangers whose gifts to me I will be grateful for forever. It is, and will always be, the greatest honor of my life.
FROM THE CHAIR

“I grow more humbled and inspired all the time by Bloodworks’ unique talents and empowered by the generosity [and needs] of our community and partners who understand the human health potential we represent. Together, we will continue to unlock medical science, promote health and save lives.

ON BEHALF OF THE BOARD I WOULD LIKE TO EXPRESS OUR DEEP GRATITUDE AND APPRECIATION TO ALL OF THE DONORS, VOLUNTEERS, FINANCIAL CONTRIBUTORS AND STAFF WHO MAKE IT POSSIBLE.”

Craig Smith, MD
Chair, Bloodworks Northwest Board of Trustees

FINANCIAL CONTRIBUTORS

OUR WORK TO SAVE AND ENHANCE LIVES SIMPLY ISN’T POSSIBLE WITHOUT OUR GENEROUS FINANCIAL CONTRIBUTORS. WE GRATEFULLY ACKNOWLEDGE OUR TOP 200 INDIVIDUALS AND FAMILIES:

Individuals

Adrien Agoado
John Akin and Mary Stevens
Dr. Kirsten Alcorn
David and Mary Alhadeff
A.R. Allen
Anatasia Alles
Jim and Deanna Anderson
Anonymous
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Kiefer and Shannon Atkins
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