Bloodworks Northwest

BLOODWORKS ANNUAL REPORT 2019

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

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

Bloodworks App:

20,000
DOWNLOADS

14,300
DONOR ACCOUNTS

VOLUNTEER PROGRAM

1,784 VOLUNTEERS

93,248 VOLUNTEER HOURS

22,758 VOLUNTEER SHIFTS

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

229,807
BLOOD DONORS REGISTERED
(All collections successful from these registrations)

RESEARCH

116.4 million
PEOPLE IN THE U.S. HAVE CARDIOVASCULAR DISEASE.

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

2.5 million
PEOPLE IN THE U.S. SUFFER TRAUMATIC BRAIN INJURY EACH YEAR.

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.

Every 7 minutes
IN THE WORLD, A WOMAN DIES OF BLEEDING DUE TO CHILDBIRTH.

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

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.

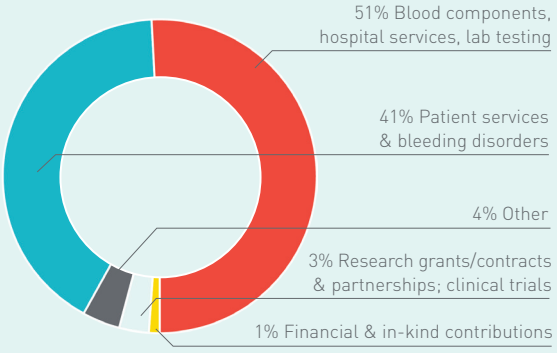
FINANCIAL SUMMARY

July 1, 2018 to June 30, 2019

REVENUE BY CATEGORY ($ THOUSANDS)

Blood components, services	108,594
Patient services & bleeding disorders	85,785
Research grants & contracts	8,636
Other income	6,060
Financial contributions	1,847
	210,922

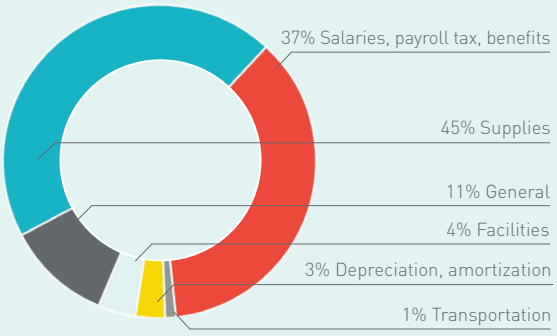
REVENUE FISCAL YEAR 2019



EXPENSES BY CATEGORY ($ THOUSANDS)

Salaries, payroll taxes & employee benefits	79,062
Drugs, Supplies	95,475
General	22,594
Facilities	7,006
Depreciation & amortization	6,874
Transportation	2,761
	213,772

EXPENSES FISCAL YEAR 2019



Audited financial numbers available at bloodworksnw.org/more

"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

Bill Harper
Communications Specialist
Bloodworks Northwest

COMING HOME

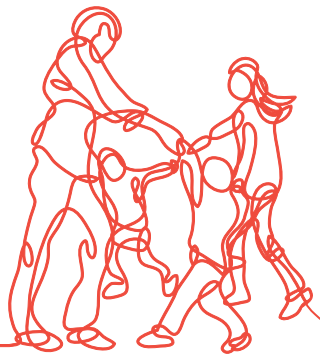
By Bill Harper

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

Curt Bailey and Craig Smith, blood donors

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:

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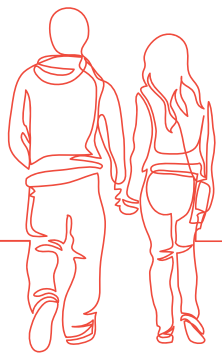

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Bloodworks Northwest