

2020

BOUND BY BLOOD

IN TIMES
OF CHANGE



Curt Bailey, MBA
President and CEO
Bloodworks Northwest

One of my stress-coping mechanisms during COVID-19 is gardening. I enjoy the act of gardening itself, and then, of course, I take great pleasure in seeing the flowers and shrubs thrive. This year, I had a bed of lilies that bloomed with such exuberance I thought they might thrive through the winter! They were a delight each day.

In many ways, that reflects how I think about Bloodworks. It is a joy to see this garden nurtured and thriving — to produce amazing results.

A few examples of things we've done and are doing:

- We set an intention last year to address our blood inventory, and with extraordinary engagement from the community, it has stabilized and remains steady.
- We committed to accelerate discoveries that depend upon blood products, and Bloodworks Bio has grown multiple times over.
- And, we decisively reduced our overhead, by roughly \$5 million this fiscal year.

Then, in the midst of the pandemic, we adapted in many different ways: innovating how we collect blood; implementing safety protocols needed to ensure our staff and donors could do their work and make their donations safely; and aggressively scaling a convalescent plasma program to treat patients with the virus.

We are making active gains on determining the best use of our real estate, shifting to work from home where possible; investing in the digital experience to meet what is now an expectation of our donors; rejuvenating our research program; and investing in Diversity, Inclusion and Belonging training.

An enormous body of work has been completed, and it is working. We are seeing strong performance across the board at Bloodworks. Some, better than we've seen in years!

This time of change requires creativity, agility and resilience...attributes we are using every day. We are nurturing this beautiful garden that is Bloodworks, and we are producing beautiful results, for our community's benefit.

Kindly,

Curt Bailey

TOGETHER.

SAVING LIVES THROUGH RESEARCH,
INNOVATION, EDUCATION, AND EXCELLENCE
IN BLOOD, MEDICAL, AND LABORATORY
SERVICES IN PARTNERSHIP WITH OUR
COMMUNITY.

COMMUNITY
IMPACT/

JULY 1, 2019-JUNE 30, 2020

Faced with the challenge of a global pandemic, our community stepped up like never before. We have experienced our highest levels of blood inventory in the last 5 years, and since April 2020, we are import-free.



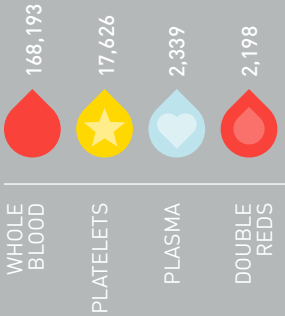
190,356
SUCCESSFUL
BLOOD COLLECTIONS

29,404
FIRST TIME DONORS

Donor
Centers:

283
POP UP DONOR CENTER
DRIVES

9,628
POP UP DONOR CENTER
COLLECTIONS



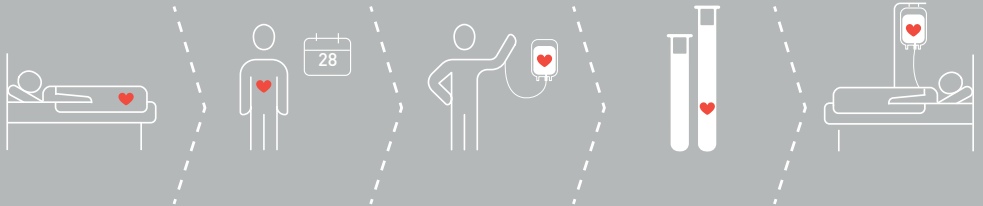
WASHINGTON CENTER
FOR APHERESIS THERAPY
1,832 PATIENT PROCEDURES

BLOODWORKS TRANSFUSION
SERVICE LABS
26,398 BLOOD COMPONENTS
ISSUED

BLOODWORKS HLA TESTING
668 ENABLED SOLID ORGAN
TRANSPLANTS



BLOODWORKS
CORD BLOOD
DONATION PROGRAM
1,934 COLLECTIONS (WA, HI)
287 UNITS BANKED
21 UNITS DISTRIBUTED
FOR TRANSPLANTATION



AUGUST-NOVEMBER 2020

43,596
DONORS TESTED FOR
COVID-19 ANTIBODIES

2,466
COVID-19 CONVALESCENT PLASMA UNITS
DISTRIBUTED TO 45 HOSPITALS,
OTHER BLOOD CENTERS, ARMY AND
NATIONAL STOCKPILE

AGILITY/ When we collected Washington's first COVID-19
Convalescent Plasma (CCP) unit on April 10, 2020, Bloodworks
Northwest made national news.

CONVALESCENT PLASMA (CCP) represents a bold departure from how blood centers like Bloodworks typically operate. By dovetailing research and community donations, we mobilized quickly to collect our first unit of antibody-rich CCP just weeks after the initial Stay At Home order in March, 2020.

This program speaks to the depth and breadth of our organization, touching every department within Bloodworks Northwest.

For more than 75 years, Bloodworks has been the region's top resource for all things blood. Our world-renowned researchers and medical staff work beside our specialized product team to develop

agile solutions to collect, process, and distribute biological products to scientists across the country, enabling us to amplify the generosity of our donor community.

"Everyone continues to pull out the stops and get a lot done really fast," said Aaron Posey, Executive Vice President of Bloodworks Bio.

To date, Bloodworks has collected more than 2,400 CCP units for participating hospitals, and the numbers keep growing. While we're all anxiously waiting for a vaccine, CCP therapy provides a glimmer of hope for critically ill patients.

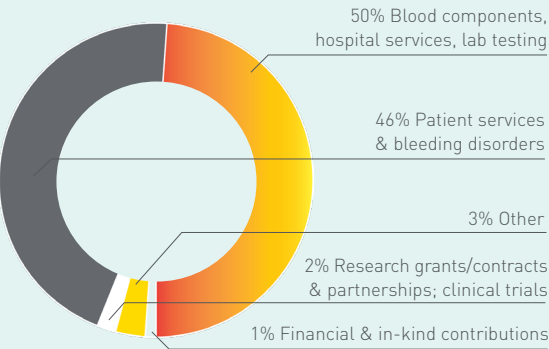
FINANCIAL SUMMARY/

July 1, 2019 to June 30, 2020

REVENUE BY CATEGORY (\$ THOUSANDS)

Blood components, services	104,870
Patient services & bleeding disorders	96,364
Research grants & contracts	4,856
Other income	5,706
Financial contributions	2,374
	214,170

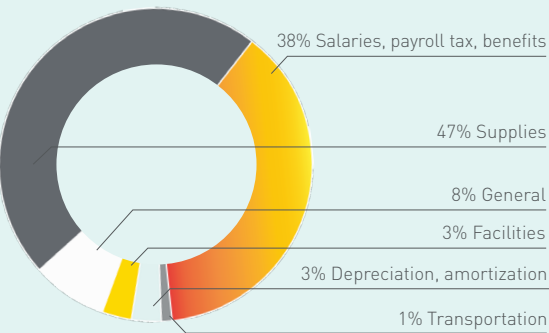
REVENUE FISCAL YEAR 2020



EXPENSES BY CATEGORY (\$ THOUSANDS)

Salaries, payroll taxes & employee benefits	80,415
Drugs, Supplies	101,400
General	16,427
Facilities	7,341
Depreciation & amortization	6,418
Transportation	2,572
	214,572

EXPENSES FISCAL YEAR 2020



Audited financial numbers available at bloodworksnw.org/more

THE HOPE OF THE WORLD

Sheila Julich
Life Care Center
On-call Nurse
Convalescent Plasma Donor



SHEILA JULICH, COVID-19 CONVALESCENT PLASMA DONOR

By Bill Harper

In March of this year, the daily operations of Bloodworks Northwest were abruptly interrupted. All mobile blood drives and 60% of our ability to collect blood, canceled overnight. “Our blood supply is at risk of collapse” stated our President and CEO, Curt Bailey, on local television. It was time to respond and adapt.

Just as Bloodworks itself was born from crisis during WWII, so too was our path forward in this new, strange, and socially-distanced world. **Community partners flocked to our aid** and offered their spaces to host first-ever, weeks-long Pop-Up Donor Centers, and blood donors answered in kind, with a record-setting summer that included 50k donations, 10k first-time donors, and a day in March that exceeded the number of blood donations we had received on 9/11. When faced with the worst, we became our best, and Bound by Blood we became.

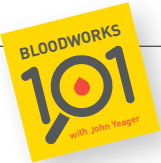
Soon after the first cases of COVID-19 emerged in the Pacific Northwest, Bloodworks launched its COVID-19 convalescent plasma program – the first in the nation – that collects antibody-rich plasma from people recovered from the disease and gives it to patients currently sick with the virus. This pioneering path – over a century old – marks a turning point for some severely ill patients and offers us all a ray of hope in a story suffused by powerlessness.

Among Bloodworks’ first convalescent plasma donors was 79-year-old Sheila Julich, an on-call nurse at Life Care Center in Kirkland, WA, the very nursing home that became known as the United States’ first COVID-19 outbreak epicenter. Sheila was one of the first positive cases at Life Care to survive the virus. “I couldn’t be there to say goodbye,” she said of the friends and residents she lost, 37 in all.

But after she’d recovered fully, a doctor at Life Care told her about Bloodworks’ convalescent plasma program, and without hesitation, she made an appointment. It was an opportunity, she said, to make the difference she couldn’t make while she herself was sick.

“I felt lucky and blessed that I made it through, and I wanted to help somebody else if possible.”

Sheila is one of the hundreds of Bloodworks convalescent plasma donors since April. These donations have treated patients nationwide, as well as advanced research for a cure. Neighbors helping neighbors, and more than anything else, it’s hope.



To hear Sheila’s story in her own words, listen to her episode of our podcast, Bloodworks 101, titled *The Grandma with Superpowers*.

COMMUNITY STRONG

We adapted overnight to a new normal we couldn't have predicted, we built new community partnerships and strengthened existing ones for the good of all, and we found a new name for what drives us, **BOUND BY BLOOD** that epitomizes our most fundamental truth: we are strongest together.

BLOOD EXPERTS

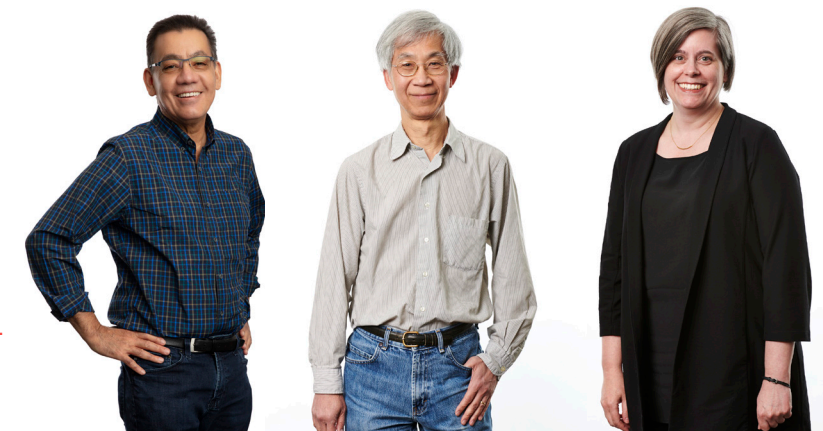
BLOODWORKS RESEARCH/

Scientific excellence continues to be a vital component of the Bloodworks mission. Over the past 76 years, we have cultivated a collaborative community of blood experts, specializing in transfusion medicine and hemostasis (the process to prevent and stop bleeding) and thrombosis (abnormal blood clotting) research. In turn, Bloodworks has become an epicenter for new treatments and advancements in patient care for those with bleeding disorders, cardiovascular diseases, blood cancers, and transfusion needs.

IN 2020, OUR RESEARCHERS CONTINUED THEIR LEGACY OF SCIENTIFIC EXCELLENCE, AUTHORIZING MORE THAN 45 PEER-REVIEWED PUBLICATIONS, EXPANDING EXISTING RESEARCH PROGRAMS, RECEIVING PROFESSIONAL ACCOLADES, AND AWARDED NUMEROUS GRANTS AND CONTRACTS.

COVID-19 is a disease that targets and sabotages blood vessels – resulting in medical complications that impact the brain, kidney, heart, and lungs of patients. Rooted in our expertise and capabilities in blood science, Bloodworks Research Institute is uniquely suited to understand how COVID-19 starts, progresses, and ultimately, how it can be beaten.

Dr. Jill Johnsen, an expert in the genetics of blood groups, launched a study to determine if ABO blood type is a risk factor for COVID-19 infection and severity. Utilizing samples from individuals who have recovered from COVID-19, Dr. Dominic Chung & Dr. José López are leading the development of antibodies capable of blocking entry of the virus into cells.



José López, M.D.
Full Member
Bloodworks
Research Institute

Dominic Chung, Ph.D.
Full Member
Bloodworks
Research Institute

Jill M. Johnsen, M.D.
Associate Member
Bloodworks
Research Institute

A NEW MODEL FOR STUDYING TRAUMATIC BRAIN INJURIES

A newly funded study led by Dr. Jing-Fei Dong will establish a 3D model for studying the impact of traumatic brain injuries on the blood brain barrier. Once validated, this model could predict the development of traumatic brain injury induced bleeding, and the clinical means to prevent it.



Jing-fei Dong, M.D., Ph.D.
Full Member
Bloodworks Research Institute

A PROMISING NEW TREATMENT FOR HEMOPHILIA A

A study led by Dr. Barbara Konkle demonstrated clinical evidence of a new long-acting treatment for hemophilia A. This treatment could dramatically extend the amount of time a patient can go between treatments, dramatically improving their quality of life. In March, Dr. Konkle's findings were published in the prestigious *New England Journal of Medicine*.



Barbara A. Konkle, M.D.
Associate Chief Scientific Officer
Bloodworks Northwest
Director, Hemostasis, Platelet
Immunology, and Genomics

COLD-STORED PLATELETS

Dr. Moritz Stolla has evaluated platelet storage methodologies and developed technology for storing platelets in the refrigerator instead of at room temperature. This enables better platelet function, and in many settings including the battlefield, cold-stored platelets may be a better clinical choice. This fall, Dr. Stolla launched a new clinical study to investigate the effectiveness of cold-stored platelets in cardiac surgery patients.



Moritz Stolla, M.D., Ph.D.
Assistant Member
Bloodworks Research Institute

A NEW MASS SPECTROMETER

Our Mass Spectrometry Core facility, led by Dr. Xiaoyun Fu, installed a new LC-Mass Spectrometer. This state-of-the-art equipment, which will be used to advance blood research by all of our investigators, was made possible by charitable grants from MJ Murdock Charitable Trust, Washington Research Foundation, and the Ellen Browning Scripps Foundation.



Xiaoyun Fu, Ph.D.
Associate Member
Bloodworks Research Institute
Director of Mass Spectrometry Laboratory

FROM THE CHAIR

I SPEAK FOR ALL TRUSTEES WHEN I EXPRESS MY SINCEREST GRATITUDE to every employee, volunteer, donor, and community partner who stood with us this year to prove that even a global pandemic, racial strife, wildfires, and a cratering economy cannot keep us from helping others.

This hasn't been an easy year, but as it draws to a close, one thing is clear: this was the time when we were reminded what we're made of. And what we've done, the lives we've saved, the hope we've created – that all feels much more like a beginning than an end.

Our community's need for blood doesn't stop. From what we've accomplished this year, we have but one way to proceed: **BOLDLY. PROUDLY. EMPOWERED. AND FULL OF HOPE.**

Sean Sigmon, Chair, Bloodworks Northwest Board of Trustees



FINANCIAL CONTRIBUTORS/

OUR WORK TO SAVE AND ENHANCE LIVES SIMPLY ISN'T POSSIBLE WITHOUT OUR GENEROUS FINANCIAL CONTRIBUTORS.

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Aloft Hillsboro/Beaverton
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Northshore Community Church
Northside USA
Northwest Hardwoods
Nvoicepay
OBEE Credit Union
OL Reign
One and Two Union Square
Oregon Convention Center
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Transportation
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Starbucks



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CONTINUED

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Top Pot Doughnuts
Trapper's Sushi
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For more information regarding financial contributions:

Giving@bloodworksnw.org
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921 Terry Ave
Seattle, WA 98104
(800) 398-7888
bloodworksnw.org



BECAUSE OF THE **THANK THE DONOR PROGRAM**, FRIENDS, FAMILY AND PATIENTS CAN SAY THANKS FOR THE LIFE SAVING BLOOD RECEIVED FROM DONORS IN OUR COMMUNITY.

Between COVID, fires, and the smoke, I can imagine it has been significantly more challenging to get in to donate blood. I thank you for donating and for the extra effort involved. I am battling leukemia and wouldn't be alive but for being able to receive blood transfusions. Thank you for the gift of life.

My mom is better tonight because of your donation. Thank you for selflessly donating your blood to save her.

I have received 2 blood transfusions in the past 2 days post op for a kidney transplant. It's so cool that a stranger is saving my life. In fact, 3 strangers! One transplant and two transfusions. Thanks to you and them, I will live to see my 30s.

My name is mom; teacher; animal lover; nature lover. My body is trying to kill me; your selfless act saved me. Thank you – a million times over – thank you.

I can't thank you enough for your donation. You helped my little girl's mother in the best way. During the birthing we had complications that resulted in her losing 4.5 liters of blood during a 3 hour surgery to save her. You helped in the greatest way possible in the scariest moments of this father's life.

Thank you for your donation to my son. He is undergoing cancer treatments and this is truly life-giving for him. We are forever grateful.

As parents to a newly diagnosed child with leukemia we thank you for your donation. With each transfusion we are closer to having a healthy happy daughter again!

Thank you for donating blood to my father and helping him fight cancer and feel better. We appreciate you and are so thankful.

My family wants to thank the person that took the time to donate their blood. It saved my uncle's life. He lost a lot of blood due to being on blood thinners. I hope you keep donating your blood because it did save a life! If we could personally thank you, we would.

Thank you for your donation! My wife has Aplastic Anemia and receives weekly platelet transfusions to support her recovery.

My husband was recently diagnosed with a rare blood cancer. His red blood cell count was so low that he required a blood transfusion. Because of your donation; he is feeling much better today. Thank you very much!

In February of this year I was diagnosed with lung cancer. The chemo has brought my blood levels down significantly. Due to a transfusion of your gift of life I woke up this morning ready to battle this dreaded disease again. Thank you!

