I MARVEL AT HOW QUICKLY A MELODY OR SONG CAN TRANSPORT US to a memory, an emotion, or a place in time.

The power of music in our lives can’t be underestimated. It excites us and unites us in a collective moment. Music can bring happiness and relief in difficult times or motivate us to bring about positive change. In many ways, our work at Bloodworks is like a symphony moving us into a future with buoyancy and joy for what’s to come.

In fact, Bloodworks is entering a remarkable period, following what were likely some of the most trying years of our 75-year history. We’ve shifted from the urgencies of the pandemic to an era of realizing greater potential through growth and expanded services to the community.

While our mission of ensuring a safe and reliable blood supply for transfusion, transplantation, and research remains the same, here are some of the ways we’re expanding and elevating our services to those who depend on us:

- Re-growing and ramping up a mobile program to make donating blood more convenient and accessible to a broader spectrum of the community.
- Introducing a more contemporary and relevant blood donation education curriculum into high schools and colleges.
- Growing our research program by increasing the number of investigators, building on our long history of better understanding the basic biology of blood and clinical research.
- Expanding products and services that enable clinical researchers to find specialized cell and gene therapies through Bloodworks Bio.

Through rich community engagement and resilient execution, Bloodworks will continue to provide lifesaving products and services to the Pacific Northwest in the coming year. We know you are counting on us to deliver on our mission. Let’s turn up the volume on an even better future, together.

Kindly,

Curt Bailey
President and CEO
Bloodworks Northwest

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

SAVOR LIFE
SAVE A LIFE.

MUSIC PARTNERS
KEXP
Sub Pop
SMASH
Seattle Symphony
Barkley
C89.5FM
Day in Day Out
DRY Botanical Bubbly
Kommunity Creative
Marshall Hugh
Mudhoney
Music Portland
Seattle Theatre Group, THING
Starbucks
The Residency
Recording Academy
Pacific NW Chapter
Three Magnets Brewing Co.
Top Pot Doughnuts
XOBC Cellars

CULINARY PARTNERS
Jason Wilson
Preeti Agarwal
Ethan Stowell
Ben and Megan Campbell
Holly Smith
Tamar Murphy
Sheta Nakajima
Thierry Rautureau
Tom Douglas
Jill Gallagher
Intentionalists/Laura Clise
Ube Eats
DRY Botanical Bubbly
Angela Shen
XOBC Cellars
Pike Place Market
Woodinville Wine Country
Seattle Neighborhood Farmers’ Markets
Three Magnets Brewing Co.
Lucky Envelope Brewing
Flatstock Pubs
Seattle Restaurant Week

2022
24,114 NEW & RE-ENGAGED DONORS INSPIRED THROUGH LOCAL CULINARY AND MUSIC PARTNERS.
Every two weeks, he settles into a donor chair at Bloodworks Northwest’s Eugene Donor Center in Lane County, Oregon—book nearby, arm extended—and gives platelets. It’s a familiar routine: Dan has been giving blood for 38 years, and in September, he achieved his 500th donation.

“As the restaurant side, that’s the drive-through side,” he said, jokingly referring to the relaxed pace of platelet donation compared to a typical 60-minute-or-less whole blood donation.

Dan’s generosity isn’t motivated by a personal story or acquaintance. But he remembers the patient stories he’s heard, and they motivate him to return to the donor chair as often as he’s eligible, up to 24 times a year.

“I know that my blood products can help people who are undergoing chemo or leukemia,” he said. “I feel it’s my responsibility to improve the lives of people in our community and it’s something I can do, so I do it.”

Recently, Dan had the rare opportunity to meet one of those end-receivers. On a video call with Bloodworks platelet researcher Dr. Moritz Stolla, Dan was surprised by a guest appearance from platelet recipient Mack Bell. As Dan listened to Mack’s story, his eyes filled with tears. “I’m sorry you had to go through that, but I’m super happy to hear that you’re doing better,” he said. “Stories like this are what keep me donating and I’ll donate until I can’t.”

“If you need a blood buddy, reach out to me. There’s no substitute for blood. It’s great way to save lives of people you’ve never met.”

Dan ErteI Dedicated Platelet Donor
Boeing is all about giving forward in the Renton community and beyond as one of Bloodworks most dedicated and consistent donor groups in the Pacific Northwest. Over the past five years nearly 22,500 Boeing employees have registered to give blood at 1,075 Boeing blood drives.

Bloodworks Labs, conveniently located directly across the street, is where all blood donations are clinically tested before delivery to local hospitals for patient transfusion.

“Bloodworks Labs, conveniently located directly across the street, is where all blood donations are clinically tested before delivery to local hospitals for patient transfusion.”

CURT BAILEY
President and CEO
Bloodworks Northwest

“Bloodworks Labs, conveniently located directly across the street, is where all blood donations are clinically tested before delivery to local hospitals for patient transfusion.”

CURT BAILEY
President and CEO
Bloodworks Northwest

“It’s bright, inviting, and lively, and we think it makes the life-giving donation experience even better.”

CURT BAILEY
President and CEO
Bloodworks Northwest

“The zip codes in South Seattle and the South Seattle suburbs are the most diverse in Washington state and among the most diverse in the United States. It’s critical for Bloodworks to have a strong presence in this area: a diverse blood supply is a resilient and reliable blood supply.

On August 22, we opened our new blood donation center in Renton in place of our previous one in Tukwila, which closed in August after 52 years.

“We are thrilled to bring a bigger and better donation center to our community,” said Bloodworks Northwest President and CEO Curt Bailey. “Blood donation is vital to the health and well-being of our community. Our new donor center in one of Washington’s ten largest cities will make it easier for people to donate blood, encouraging them to step up and save lives.”

The Renton center, located in the Time Square Business Park at 660 SW 39th Street #100, has some great perks: outlets for cell phone charging behind every bench, free parking, proximity to shopping outlets and freeways, 2 blocks from IKEA, and a vibrant, modern feel. It’s also located directly across from Bloodworks’ processing lab, meaning donations can be typed, tested, and sent to hospitals even faster.

“A unit of blood donated at the new Renton Donor Center will now be in our laboratory within minutes and starting its journey toward helping a patient in need,” said Executive Vice President of Blood Services Vicki Finson. “Additionally, the new donor center will better facilitate employee training of blood collection specialists as the home of the Bloodworks Northwest Training Suite. It’s also just steps away from the mobile hub, from which staff and mobile collection vehicles are drawn for blood drives within an approximately 50-mile radius.”

Our Renton Donor Center is open seven days a week and increases the number of available donor beds by 10%. We expect to collect more than 18,000 donations at the new center in the next year. Because it takes approximately 1,000 people each day to provide a safe and reliable blood supply for those in need of transfusions in the Pacific Northwest, this will make a measurable difference.

“We look forward to our loyal Tukwila center donors following us 1.2 miles to our new location in Renton and welcoming many new donors as we grow.”

LEAH HAUSMAN
Boeing Global Engagement
JEANNINE GRINNELL
Valley Medical Center CEO
VICKI FINSON
Bloodworks EVP Blood Services
MACK BELL
Bloodworks Donor Relations Specialist & Aplastic Anemia survivor
JEFF KELLNER
Boeing Human Resources
CURT BAILEY
Boeing Human Resources
ARMONDO PAVONE
Renton Mayor

18,000
POTENTIAL LIVES SAVED
BY RENTON DONOR CENTER
BLOOD DONATIONS

NEW DONOR DESTINATION:
RENTON

GIVING BLOOD IS EASIER, AND CLOSER THAN YOU THINK

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“We look forward to our loyal Tukwila center donors following us 1.2 miles to our new location in Renton and welcoming many new donors as we grow.”
WHAT IS BLOODWORKS BIO?

Bloodworks is exceptional at collecting, processing, and storing blood. But blood is needed for more than just transfusion: research institutions and biopharma companies need quality blood-based products for research, clinical trials, and the manufacturing of lifesaving drugs. To meet this underserved need, we created Bloodworks Bio.

Launched in 2020, Bloodworks Bio combines our established cord blood, serum, and cell therapy programs with our growing expertise in research donor recruitment, cell isolation, and cell processing. Bloodworks Bio’s work expands our organization’s rich history of supporting research and innovation, and at the same time, generates revenue that directly supports Bloodworks’ critical mission of saving lives.

Blood products offered by Bloodworks Bio contribute to scientific knowledge and medical breakthroughs that may help people with cancer, heart disease, and autoimmune diseases in the future.

“Aaron Posey
Executive Vice President, Bloodworks Bio

Launch of Website
This summer, we launched the new Bloodworks Bio website (www.bloodworksbio.org). Designed to attract research, clinical, and commercial partners, this website will elevate our status in the market and allow us to serve businesses in Seattle, around the country, and internationally.

Cord Blood for Transplant and Research
The first and only public cord blood bank in the Pacific Northwest, this year we proudly banked 199 cords for transplant and sent out 26 units to patients in need. As a way to utilize collected cord units that do not qualify for banking and would otherwise be discarded, we also expanded our offering of cord units for research.

Partnership with WACAT
We deepened our relationship with Bloodworks’ own Washington Center for Apheresis Therapy (WACAT), the largest apheresis center in Washington and Oregon. The partnership between WACAT and Bloodworks Bio is a key element of successfully serving our biotech and research clients with the highest quality products.

New Products
Our operations team successfully completed validations for multiple new products, including clinical grade leukopaks and cryopreserved apheresis. This important work provided us an opportunity to support commercial production of CAR-T cancer therapies.

Serum for Clinical Trials
Bloodworks Bio continues to provide human serum derived from whole blood for cancer research and novel treatments. This year, we provided over 138 liters of serum to our local partners, supporting their clinical trials and cancer research.

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Aaron Posey
Executive Vice President, Bloodworks Bio
THE BRAIN
Patients with traumatic brain injuries often develop uncontrolled bleeding that can be lethal if not treated in time, but the underlying cause is largely unknown. The Dong and Fu labs recently demonstrated that an injured brain releases small “dust particles” called microvesicles into blood circulation, and these microvesicles prevent critical clotting factors and platelets inside the vessels, leading to insufficient clotting at the site of injury, and cause blood vessels to become “leaky.” By continuing to study these “dust particles,” they aim to develop new methods for predicting brain injury-induced bleeding, along with new treatments.

THE BREAST
An effective drug for metastatic breast cancer can cause low platelet counts in patients, a dangerous side effect that needs to be addressed. In partnership with the Fred Hutch Cancer Research Center, the platelet experts in the Stolla lab discovered that the drug does not impact a person’s ability to make platelets, but instead clears them faster. By understanding the mechanism by which this drug causes low platelet counts, it opens the door for better intervention and prevention of this detrimental side effect.

THE HEART
Aortic stenosis, the narrowing of the aortic valve, puts an ever-increasing load on the heart that eventually leads to heart failure. It is estimated that over 20% of Americans over age 65 have some degree of aortic stenosis. The Lopez and Chung lab, in collaboration with Jonathan Lindner at OHSU, discovered that buildup of a sticky blood protein called von Willebrand factor leads to a rapid progression of aortic stenosis, providing potential targets for drug intervention. Furthermore, narrowing of the aortic valve progressed even more rapidly on a high-fat diet, supplying the first evidence that modifiable factors like diet can help to slow or prevent aortic stenosis.

THE STOMACH
70–90% of cancer patients die due to metastasis, or the migration of cancer cells from one part of the body to another. But why does this happen, and why do some cancers prefer some organs over others? Recent research from the Dong lab shows that cancer cell-derived microvesicles cause gastric cancer to preferentially travel to the lung to form new metastatic cancer masses. In the future, Dr. Dong wants to show how these microvesicles are the key to metastasis of many types of cancers, and to identify a new set of treatments to block metastasis.

I think people should continue to be inspired to fund blood research because it affects all aspects of our lives. Any disease that you are likely to get is affected by blood.”

JOSÉ LÓPEZ, M.D.
Chief Scientific Officer, Bloodworks Research Institute

JING-FEI DONG, M.D., PH.D.
Full Member, Bloodworks Research Institute

JING-FEI DONG, M.D., PH.D.
Full Member, Bloodworks Research Institute

XIAOYUN FU, PH.D.
Associate Member, Bloodworks Research Institute, Director of Mass Spectrometry Laboratory

MORITZ STOLLA, M.D., PH.D.
Assistant Member, Bloodworks Research Institute

BLOODWORKS RESEARCH INSTITUTE

WHY IS BLOOD SO IMPORTANT FOR STUDYING HUMAN DISEASE?
Blood is intertwined with the structure and function of all organs in our bodies. And it isn’t just sitting there: blood is constantly circulating to carry nutrients and oxygen and remove waste from all tissues and organs. Blood’s function, and its disfunction, is likely behind most human diseases—even those without an obvious connection to blood. Join us on a tour around the body, highlighting just a few of the incredible discoveries you’ve supported at Bloodworks Research Institute this year:

“..."
### BLOODWORKS & ALL OF US

BLOODWORKS BIO IS A PROUD PARTNER OF THE ALL OF US RESEARCH PROGRAM, a historic effort by the National Institutes of Health (NIH) to engage 1 million participants from across the United States. By involving participants from diverse demographics, All of Us is breaking down barriers for those who have historically been underrepresented in biomedical research. And Bloodworks makes it easy to enroll in the program – a blood donor can participate as part of their whole blood appointment without getting a separate draw.

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### FINANCIAL SUMMARY
July 1, 2021 to June 30, 2022

<table>
<thead>
<tr>
<th>REVENUE BY CATEGORY ($ THOUSANDS)</th>
<th>REVENUE FISCAL YEAR 2022</th>
</tr>
</thead>
<tbody>
<tr>
<td>Blood components, services</td>
<td>121,764</td>
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<tr>
<td>Research grants &amp; contracts</td>
<td>7,150</td>
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<tr>
<td>Other income</td>
<td>1,686</td>
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<tr>
<td>Financial contributions</td>
<td>918</td>
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<tr>
<td><strong>Total</strong></td>
<td><strong>131,718</strong></td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>EXPENSES BY CATEGORY ($ THOUSANDS)</th>
<th>EXPENSES FISCAL YEAR 2022</th>
</tr>
</thead>
<tbody>
<tr>
<td>Salaries, payroll taxes &amp; employee benefits</td>
<td>76,068</td>
</tr>
<tr>
<td>Supplies</td>
<td>27,686</td>
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<tr>
<td>General</td>
<td>16,863</td>
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<tr>
<td>Occupancy</td>
<td>8,005</td>
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<tr>
<td>Depreciation &amp; amortization</td>
<td>6,224</td>
</tr>
<tr>
<td>Transportation</td>
<td>2,233</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>137,079</strong></td>
</tr>
</tbody>
</table>

Audited financial numbers available at bloodworksnw.org/more
As Bloodworks continues to invest in the lifesaving power of blood, through the expansion of our Research Institute, there was an opportunity for me to make a donation that could mark gallon donation achievements with a pin you wear proudly. Each time there’s an opportunity for that recognition to grow deeper.

In a time when Bloodworks is focused on growth and forward-thinking, the first step is to take stock in our current strengths. At Bloodworks, we find our biggest strength is our connection to the community. A relationship with Bloodworks can be a one-time donation, but if you’re like me, you find yourself coming back, making gallon donation achievements with a pin you wear proudly. Each time there’s an opportunity for that connection to grow deeper.

As Bloodworks continues to invest in the lifesaving power of blood, through the expansion of our Research Institute and Bloodworks Bio, we hope you grow your connection with us. Expand your giving of blood, time, money, and voice.

Our connections run deep, and our future is built on the strength of connection to each other.

In the year that Bloodworks was founded, on a forward-thinking mission to provide a safe and strong blood supply to local patients, our work to save and enhance lives simply isn’t possible without our generous financial contributors.

Our work to save and enhance lives simply isn’t possible without our generous financial contributors.

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For more information regarding financial contributions:

**Giving@bloodworksnw.org**
(206) 568-3614

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 LIFESAVING BLOOD RECEIVED FROM DONORS IN OUR COMMUNITY.

---

I’m so thankful for your blood donation! I receive blood every 3 weeks. Without it I would not survive. Because of you, I get to spend active time with my family and beautiful grandkids. You are a blessing.

---

Thank you for taking the time to donate platelets, your generosity has helped get my bleeding under control. I’m having trouble making my own right now.

---

Thank you for the time you spent donating platelets! Your generosity has helped get my bleeding under control. I’m having trouble making my own right now.

---

Thank you very much for your donation! I was admitted to the ER with a critically low platelet count due to an autoimmune disorder. Your donation very well may have saved my life. I am here receiving the transfusion and laughing with my beautiful wife and truly humbled by your selflessness.

---

I wanted to express my gratitude for your donation as it helped keep me alive. I had an unexplained internal bleeding causing me to need blood. You are greatly appreciated.

---

Thank you so much for your generous donation. I am a cancer patient with anemia and your blood donation is helping me have the energy to continue cancer treatment and also to spend time with my family, including my six month old son. Thank you again for your generosity!

---

Thank you for donating a piece of you to him! Today he gets to feel a little bit better with your blood running through his body! Thank you for helping to keep our son going on this crazy journey of leukemia!

---

Having been a donor for years, seeing that bag of blood I gave was just nice, knowing it was going to help someone. Then I got a Leukemia diagnosis. I watched your gift of blood flow into me. Thank you, thank you!

---

My sister and I thank you so very much for your donation to her recovery. She is getting stem cell therapy for an oft-recurring cancer and your gift made a big difference in her strength to recover from the therapy. You gave of your strength to her and we are so grateful for your generous spirit.

---

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!

---

Because of you, our 6 year old received very necessary blood today as he fights for his life battling cancer. Thank you for donating a piece of you to him! Today he gets to feel a little bit better with your blood running through his body! Thank you for helping to keep our son going on this crazy journey of leukemia!

---

Thank you so much for your generous blood donation. My brother has been critically ill for 36 days now, and your blood is just one of the many tools that have been used to keep him alive & with us. He’s the most wonderful, selfless, and caring soul that we can’t imagine being without. My family will be eternally grateful for your gesture of kindness!

---

Thank you so much for your donation! Your kindness and generosity is helping to save my husband’s life. Sending you love and gratitude!

---

I am 19 years old recently diagnosed with lupus and my kidneys are failing. I am recently married and me and my wife are so grateful for hero’s like you. Thank you!!

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