

2022



TURNING UP THE VOLUME



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

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.



VOICES OF COMMUNITY

A COALITION OF POWERFUL AND INSPIRING VOICES FROM CULINARY AND MUSIC PARTNERS JOINED FORCES TO ENGAGE OUR COMMUNITIES TO SAVE LIVES THROUGH BLOOD DONATION.

Movements are created when people champion a passionate and vital mission, using their voice to empower us all to act in new ways. From local events, airwaves and dining experiences, these inspiring partners move thousands to donate blood for the sake of a healthier community, saving the lives of our friends, neighbors, brothers and sisters. We continue through 2022 and beyond to strengthen these partnerships to reach even more donors, and ensure loyalty, to maintain the blood supply needed for our growing region.

MUSIC PARTNERS

- KEXP
- Sub Pop
- SMASH
- Seattle Symphony
- Black Fret
- C89.5FM
- Day In Day Out
- DRY Botanical Bubbly
- King County 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
- Tamara Murphy
- Shota Nakajima
- Thierry Rautureau
- Tom Douglas
- Jill Gallagher
- Intentionalist/Laura Clise
- Uber Eats
- DRY Botanical Bubbly
- Angela Shen
- XOBC Cellars
- Pike Place Market
- Woodinville Wine Country
- Seattle Neighborhood Farmer's Markets
- Three Magnets Brewing Co.
- Lucky Envelope Brewing
- Flatstick Pubs
- Seattle Restaurant Week



2022
24,114
NEW & RE-ENGAGED DONORS
INSPIRED THROUGH
LOCAL CULINARY AND
MUSIC PARTNERS

COMMUNITY IMPACT

JULY 1, 2021–JUNE 30, 2022



188,266
SUCCESSFUL BLOOD COLLECTIONS

16,093
FIRST TIME DONORS

POP-UP DONOR CENTERS
1,172
POP-UP DRIVE DONATION DAYS



WASHINGTON CENTER FOR APHERESIS THERAPY

1,146

PATIENT PROCEDURES

SERUM DONATIONS
138.7

LITERS COLLECTED TO SUPPORT CLINICAL TRIALS

BLOODWORKS TRANSFUSION SERVICE LABS

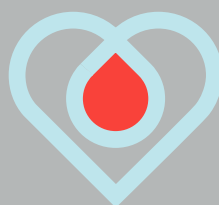
44,300

BLOOD COMPONENTS ISSUED

BLOODWORKS HLA TESTING

661

ENABLED SOLID ORGAN TRANSPLANTS



BLOODWORKS CORD BLOOD DONATION PROGRAM

2,582

COLLECTIONS (WA, HI)

199
UNITS BANKED

26
UNITS DISTRIBUTED FOR TRANSPLANTATION



ALL OF US

251

REGISTERED DONORS

222
SUCCESSFUL COLLECTIONS

DAN ERTEL POWER DONOR TO 500 STRANGERS



DAN ERTEL HAS PLANS ON THURSDAY.

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.

This accomplishment is particularly noteworthy because Dan is a platelet donor. A regular platelet donation can take up to two hours as blood is withdrawn, separated into components, and returned to the donor's body. "This is 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.

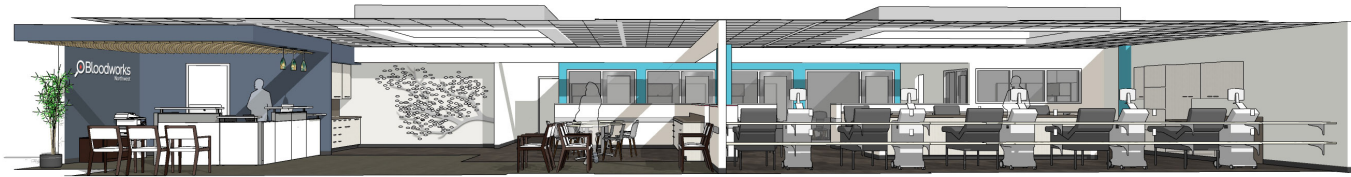
Dan's generosity isn't motivated by a personal story or acquaintance. But he remembers the patient stories he's heard, and they motivate him to return to the donor chair as often as he's eligible, up to 24 times a year. "I know that my blood products can help people who are undergoing chemo or leukemia," 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 ERTEL
Dedicated Platelet Donor





NEW DONOR DESTINATION: RENTON

GIVING BLOOD IS EASIER, AND CLOSER THAN YOU THINK

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."

2022

18,000

POTENTIAL LIVES SAVED
BY RENTON DONOR CENTER
BLOOD DONATIONS

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

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

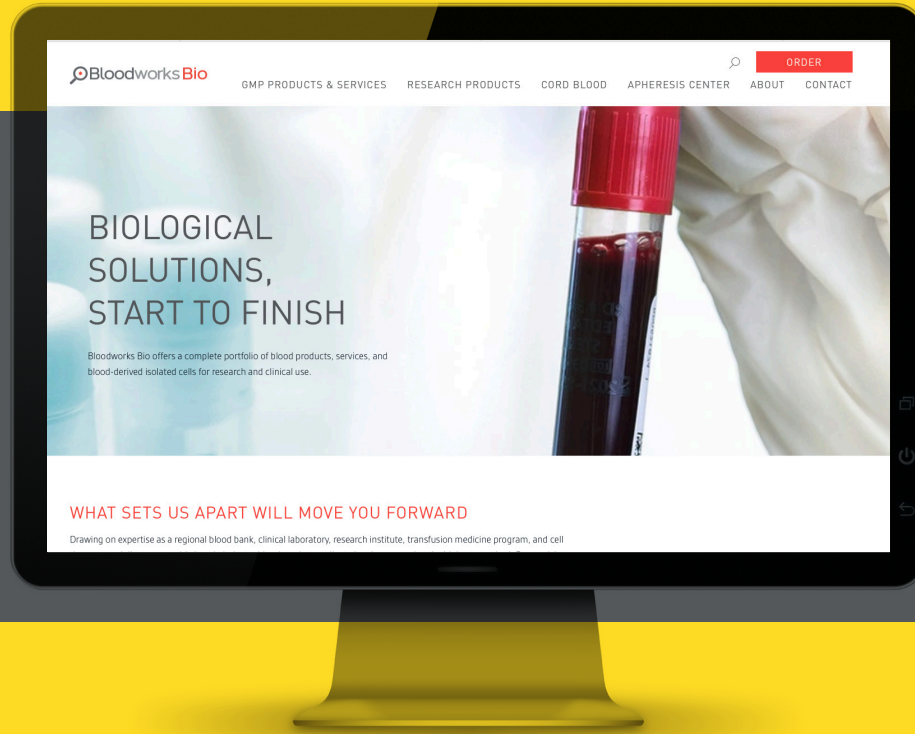
CURT BAILEY
President and CEO
Bloodworks Northwest

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.

Pictured left to right:
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 KOELLMER,
Boeing Human Resources
CURT BAILEY,
Bloodworks President and CEO
ARMONDO PAVONE,
Renton Mayor



Growth Amplified



2022: A FORMATIVE YEAR

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.

BLOODWORKS BIO

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

2022

138.7

LITERS OF SERUM
COLLECTED TO SUPPORT
LOCAL CLINICAL TRIALS

Bloodworks Research Institute is an internationally recognized center for excellence in the biology of blood. Their work is made possible by your generous financial donations.

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 dysfunction, 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:

“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

2022

46

SCIENTIFIC JOURNALS
PUBLISHED
BY BLOODWORKS
RESEARCHERS



A Tour of the Body with Bloodworks Researchers

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.



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

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.



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



DOMINIC CHUNG, PH.D.
Full Member, Bloodworks Research Institute

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.



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

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.



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



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.



2022

251

BLOODWORKS RECRUITED AND REGISTERED DONORS TO THE ALL OF US PROGRAM

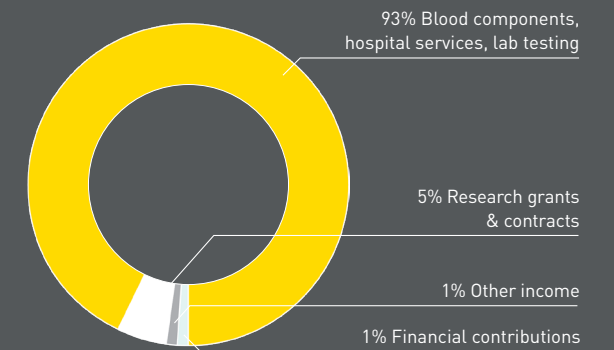
FINANCIAL SUMMARY

July 1, 2021 to June 30, 2022

REVENUE BY CATEGORY (\$ THOUSANDS)

Blood components, services	121,964
Research grants & contracts	7,150
Other income	1,686
Financial contributions	918
	131,718

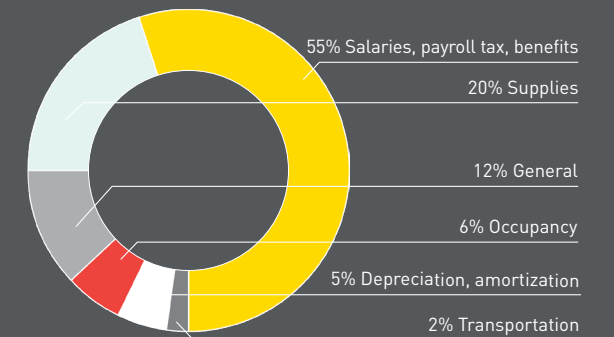
REVENUE FISCAL YEAR 2022



EXPENSES BY CATEGORY (\$ THOUSANDS)

Salaries, payroll taxes & employee benefits	76,068
Supplies	27,686
General	16,863
Occupancy	8,005
Depreciation & amortization	6,224
Transportation	2,233
	137,079

EXPENSES FISCAL YEAR 2022



Audited financial numbers available at bloodworksnw.org/more

FROM THE CHAIR



OUR CONNECTIONS RUN DEEP, and our future is built on the strength of connection to each other.

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.

When I first gave blood at Puget Sound Blood Center back in 2006, I never thought I would find myself on the receiving end of blood transfusions. But my relationship with Bloodworks deepened in 2016 when blood transfusions kept me alive after childbirth. Then, in 2017, I joined the Board of Trustees, and began giving my time, money, and voice in support of Bloodworks' life-saving mission. It was there that I learned about the multitude of ways that Bloodworks saves lives every day, like the cutting-edge platelet and vascular biology research at Bloodworks Research Institute.

A relationship with Bloodworks can be a one-time donation, but if you're like me, you find yourself coming back, marking 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.

TOGETHER, WE SAVE LIVES.

Molly Firth
Chair,
Bloodworks Northwest
Board of Trustees

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President & CEO,
Bloodworks Northwest

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Sean W. Sigmon, Vice Chair
Bob Gleason, Treasurer
Maxine Sellers, Secretary

THANK YOU

FINANCIAL CONTRIBUTORS

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

\$100,000 AND ABOVE

Anita Roe Davie
\$10,000 - \$49,999
David and Mary Alhadeff
Stephen and Elsie Hulsizer
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\$1,000-\$9,999

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COMMUNITY PARTNERS

IN PARTNERSHIP WITH THESE GENEROUS COMPANIES AND ORGANIZATIONS, BLOODWORKS NORTHWEST IS ABLE TO PROVIDE A STRONG AND SAFE BLOOD SUPPLY TO LOCAL PATIENTS.

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King County
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Seattle Famers Markets
Seattle Shakespeare Company
Seattle Theatre Group
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Stewart Title
Sunderland Foundation
Tacoma Art Museum
USI Insurance Services
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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 & beautiful grandkids. You are a blessing.

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'm 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 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 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!

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!!

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

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!

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!

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.

