



Making blood donation a thing again

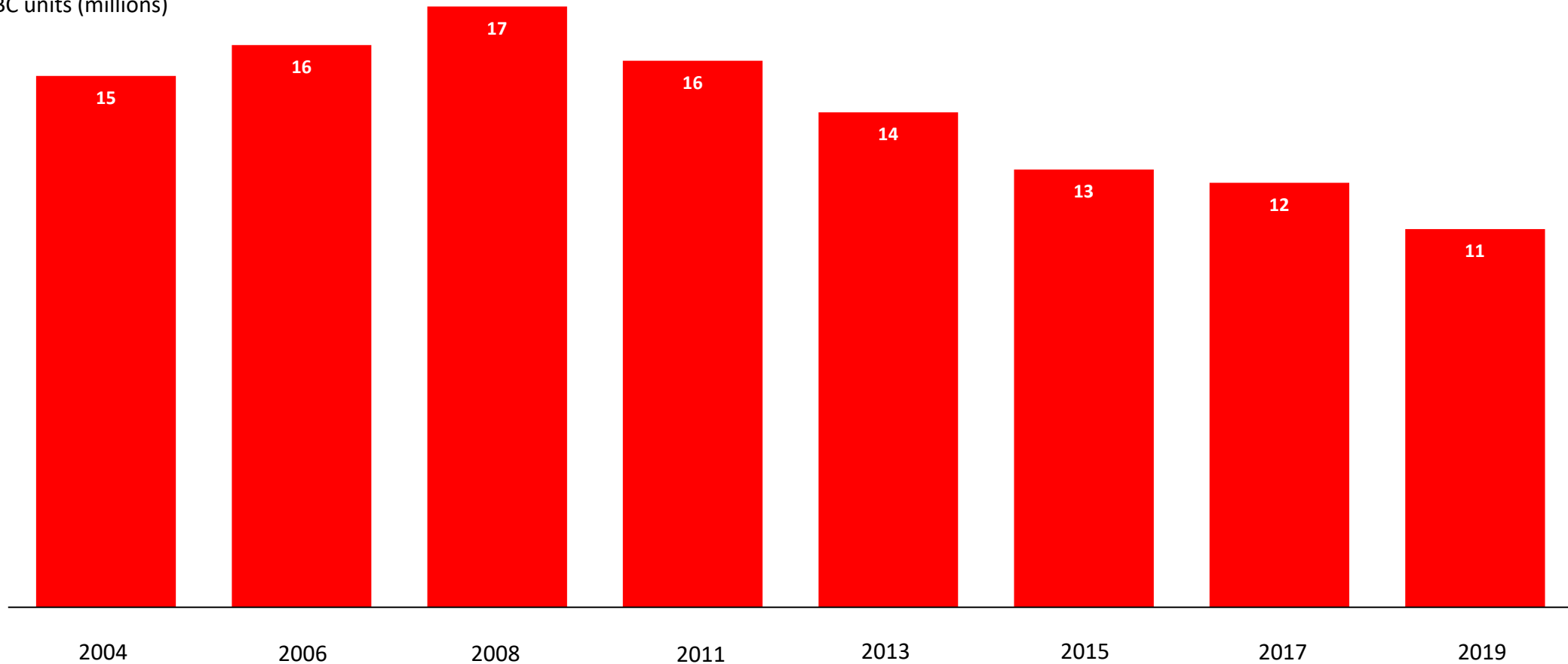
Replacing a generation of blood donors in Washington State



National decline in donations

Total red blood cell (RBC) units¹ collected in the US (2004-2019)

RBC units (millions)

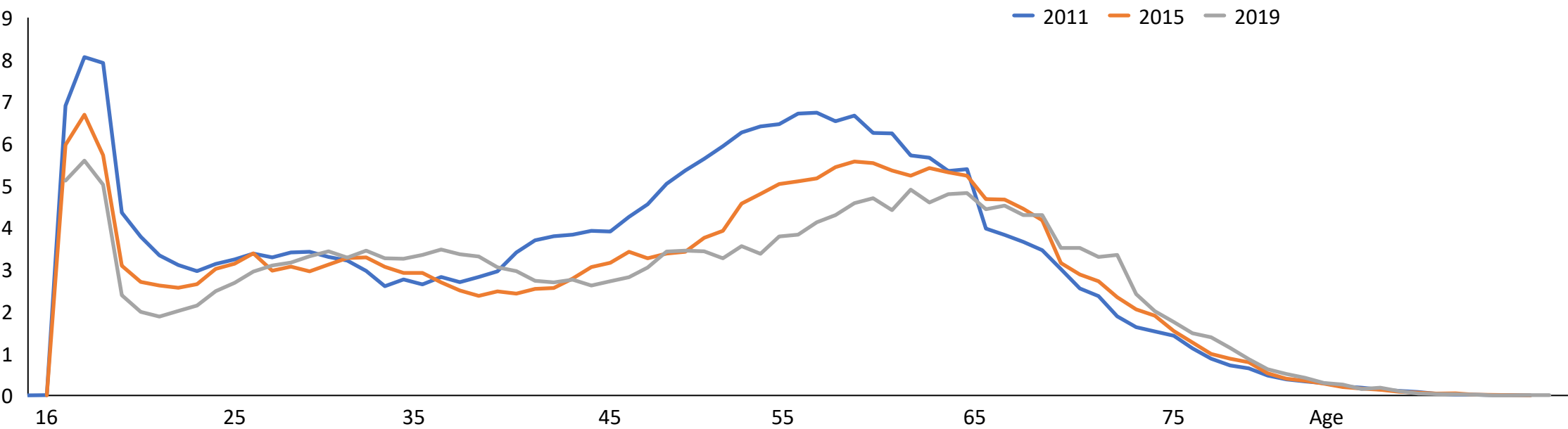


1. Includes whole blood and apheresis units, less collected units which were rejected on testing or for other reasons (e.g. insufficient volume)

Source: National Blood Collection and Utilization Survey (NBCUS)

An aging donor base is a universal phenomenon

Total units collected by BW by age, CY 2011, 2015, 2019
Number of units collected (000s)



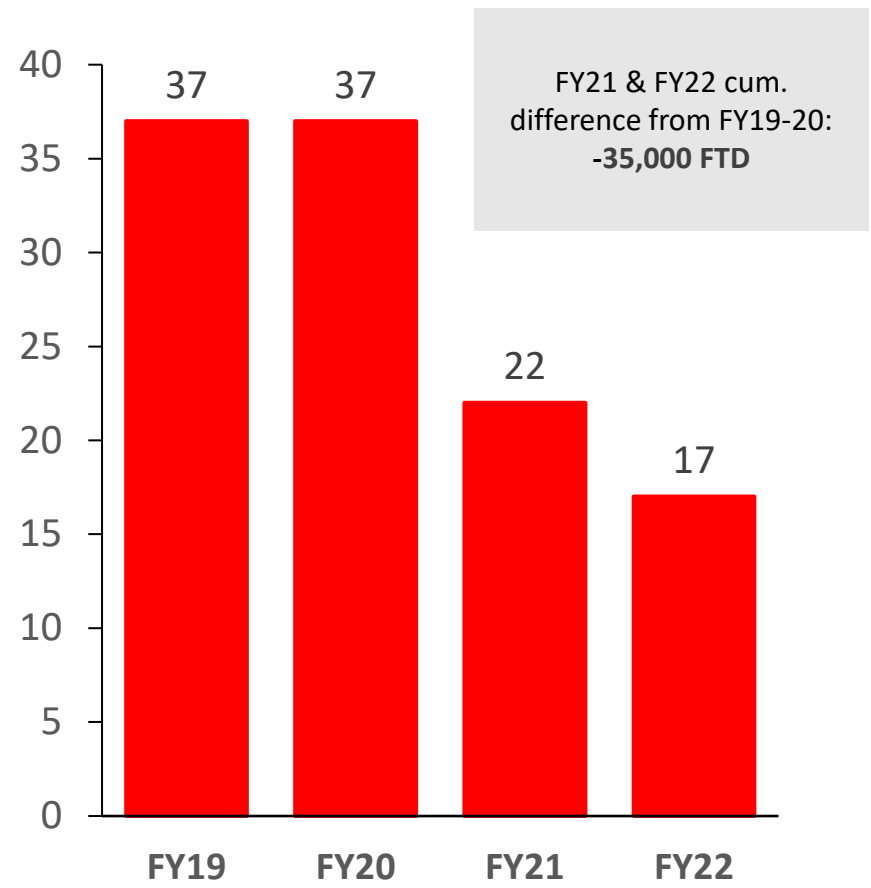
Annual Impact
2011 vs. 2019

$$-8400 + 800 + -1700 + -19000 + -5500 = -33,800$$

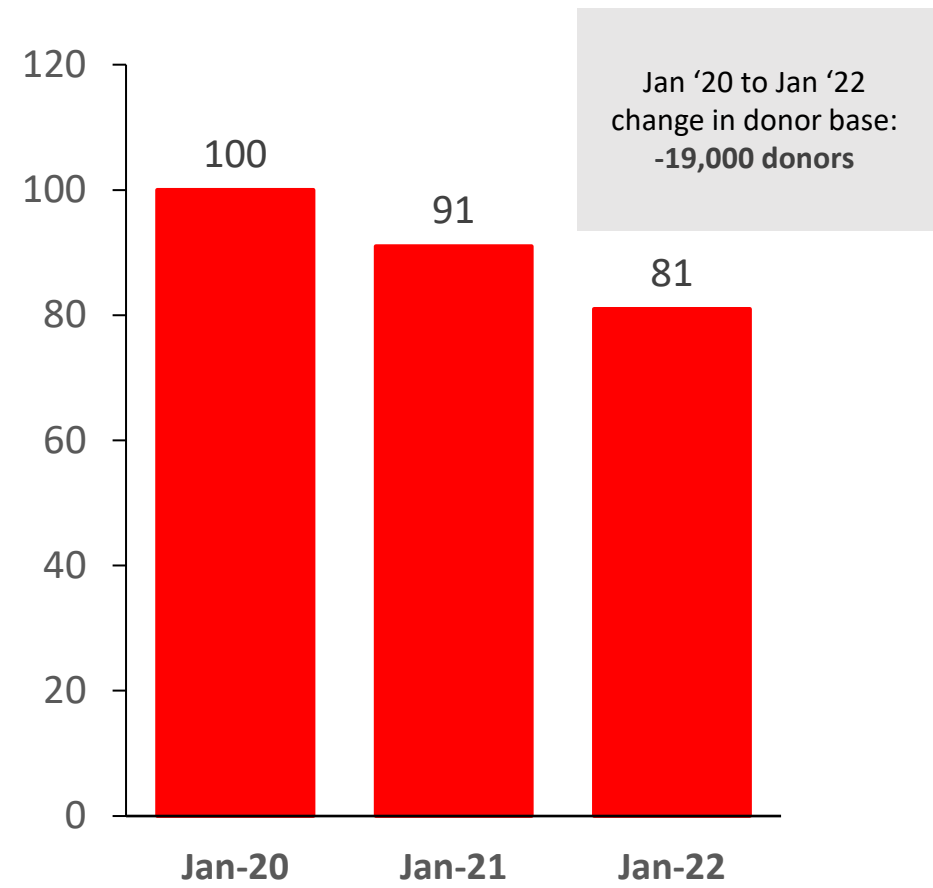
units per year

Associated decline in first-time donors & the donor base

Number of First Time Donors (FTD)² (000)
All Registrations



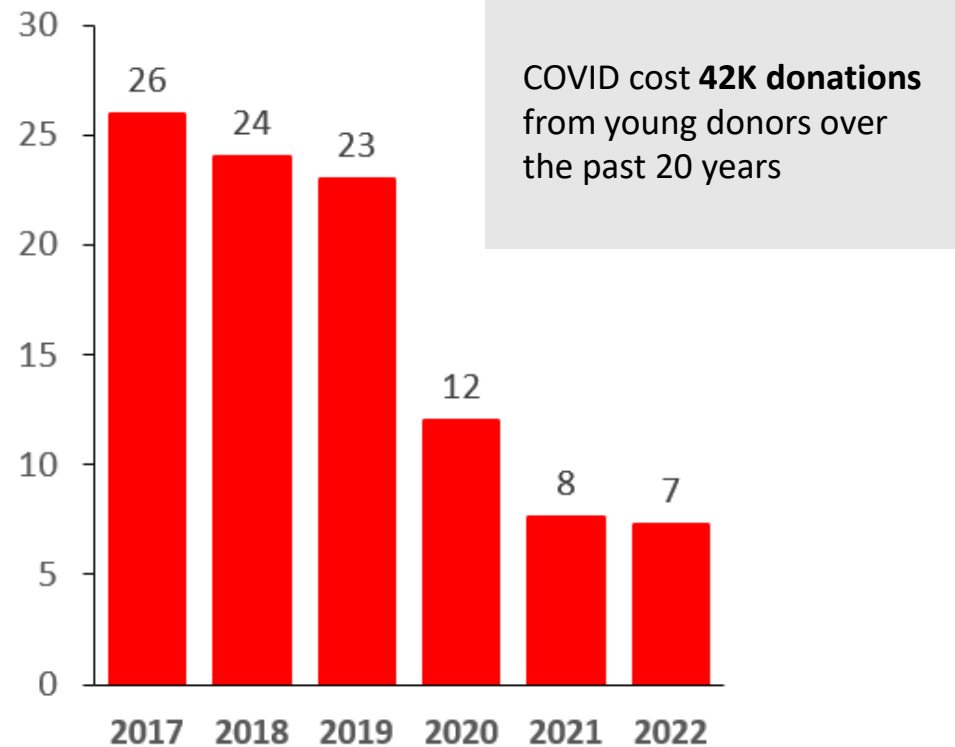
Bloodworks Donor Base¹ (000)
All Donations



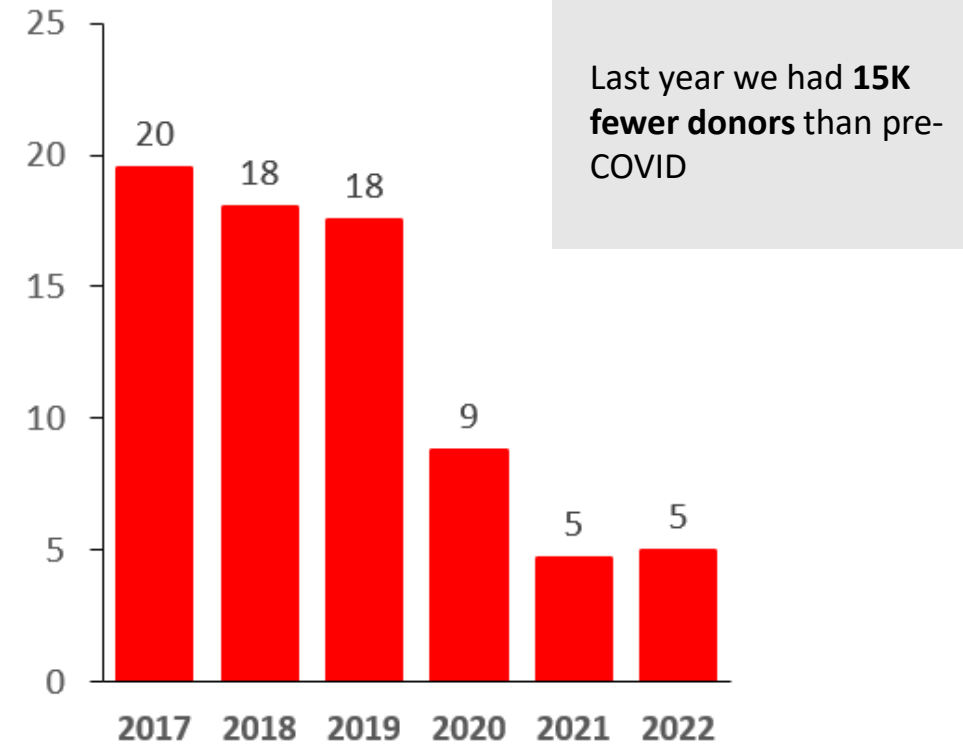
1. Trailing twelve months
Source: ACTS Proprietary KPI Benchmarks of 14 member blood centers, April 2022

Associated decline in donors 22 years & younger (all donation types)

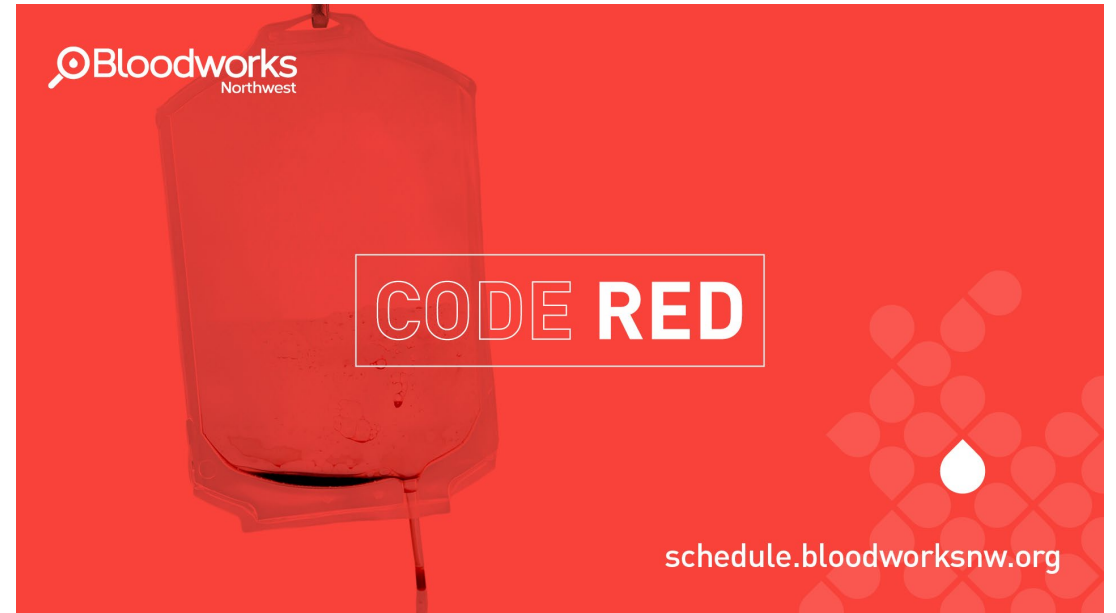
DONATION COUNT (000)



DONOR COUNT (000)



Impacts of shortages



How We Long For Yesteryear in the Inland Northwest....

Year	Donor Base Size	Blood Units Collected / or Forecasted	Blood Units Needed
2010	over 100,000	48,000	48,000
2020	about 35,000	51,000	51,000
2022	only 22,000	45,000	53,000
2023	only 21,000	48,000	53,000

- ✓ **1 out of 7** patients will use blood while in the hospital
- ✓ **30%** of blood products are used for cancer patients
- ✓ **15%** of blood products are used for heart patients
- ✓ **55%** for trauma, everyday surgeries, difficult birth delivery, etc.

The consequences are sobering.



Gov. Inslee declared December 18th "Blood Donor Day" to recognize that a stable blood supply saves lives after a mass trauma event. It specifically commemorates the Amtrak derailment on December 18, 2017, where three people died traveling from Seattle to Portland.

- Blood for emergency procedures currently at risk
- Doctors forced to prioritize which patients receive blood transfusions
- Platelet transfusions for patients undergoing chemo-therapy not a priority
- Delayed medical treatments

Our recommended solution:



1. Public Service Campaign
2. Advocacy Board
3. Middle School Curriculum on Blood Donation in Public Schools

Questions?



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