



December 5, 2021

Mr. Alan Weitzner
Executive Director
c/o Alaska Industrial Development
And Export Authority (AIDEA)
813 W Northern Lights Blvd.
Anchorage, AK 99503

Re: *Thanks for the Support Extended to BBA by AIDEA on the Occasion of the Pandemic FY2020*

Mr. Weitzner:

We hope this letter finds you well and looking forward to the Holidays with friends and family. We write to extend our thanks to you and Mr. Jeff San Juan, as well as the Staff and Board of Directors of AIDEA.

As you are aware, at the outset of the on-going pandemic, BBA was caught in a very dire situation with the loss of approximately 50% of our on-going revenues due to the administration's decision to prioritize scarce hospital resources away from elective-surgeries and toward care of COVID-19 patients. We are thankful that we were able to turn to AIDEA, which not only guaranteed a million-dollar loan from a local Alaskan bank, but also granted BBA a six-month forgiveness on payment of our note held by AIDEA. Had AIDEA not been there to assist BBA in its time of need, we would have had to close our doors. Through AIDEA's quick response, BBA was able to continue in its life-saving mission, which directly benefited the State of Alaska and her citizens. Today, we are proud to report our organization is stable and solvent.

Because of your prompt actions, BBA was able to keep its doors open and continue to provide blood and blood products in many critical-care instances. In addition, BBA was able to serve the state in the following ways:

- BBA was one of the first blood organizations in the country to receive FDA approval to collect and manufacture convalescent plasma for use in treatment of COVID-19. This product would not have been available to assist patients in their recovery had BBA not been in business.
- BBA offered the Municipality of Anchorage the opportunity to use the main BBA site as a vaccination facility. The space used by the Municipality for over a year was provided by BBA at no cost and it is our understanding over 6,000 Alaskans came to BBA for their vaccination by municipal staff members.



- In addition, BBA was and continues to be the main storage repository for all of the municipality's various vaccines. Again, our ultra-cold and cold refrigeration has been, and is still provided to the Municipality at no cost.
- Lastly, BBA has assured the continuous and uninterrupted availability of blood and blood products to the state. You may have heard of the severe shortages of blood and blood products in the lower 48. This has caused countless surgeries in the lower 48 to be cancelled, as well as the rationing of blood and medical care involving blood. In short, there is not enough blood or blood products to go around in the lower 48. Thanks to AIDEA's actions, Alaska's hospitals have not experienced the issues of the lower 48. Surgeries are not being cancelled, and operations requiring blood remain routine. This means blood and blood products are on the shelves of hospitals across Alaska, available to Alaskans in their time of need.

When the Alaska Legislature created AIDEA in 1967, part of the mandate of the organization as set out by the Legislature is to act "*in the interests of promoting the health, security, and general welfare of all the people of the state ...*" By sustaining the financial viability of BBA since the beginning of the pandemic, AIDEA has played a major role in saving thousands of Alaskan lives, fulfilling this part of the aforementioned mandate. On behalf of the Board of Directors, the Staff, and our generous blood donors, we thank you.

As a token of our appreciation and as an affirmation of our financial well-being, enclosed please find a check in the sum of \$150,000.00 which we request be applied to the principal of our debt held by AIDEA. We value our relationship and look forward to working with AIDEA in the future.

Best Regards,

A handwritten signature in blue ink, appearing to read "Charles Coulson".

Charles Coulson
Treasurer, Board of Directors

A handwritten signature in blue ink, appearing to read "Bob Scanlon".

Bob Scanlon
Chief Executive Officer

Enclosure