

ATTACHMENT #3



July 1, 2020

Dear Juneau Airport Board of Directors,

Airlift Northwest has been serving the communities of Southeast Alaska for over 37 years, including establishing a base in Juneau over 25 years ago. We began after a tragic house fire in Sitka claimed the lives of three children. Dr. Michael Copass, then Director of Emergency Services at Harborview Medical Center in Seattle, created the region's first Southeast Alaska air medical transport service in 1982. Since our founding, we have flown over 120,000 patients.

We appreciate your consideration of including Airlift Northwest's landlord, Glacier Aviation, in your recommendation for allocation of CARES Act funds. If Glacier Aviation Inc. receives a reduced rent they have committed to passing that savings on to us. A reduction in rent would help our organization mitigate one of our expenses. This supports our efforts to continue to offer our medevac services to Juneau and Southeast Alaska at our current capacity.

As UW Medicine's medevac provider, we function like a not-for-profit, and are ineligible for the majority of the relief programs that are available to for-profit companies and traditional non-profits. While this structure allows us to provide patients a higher level of care when they need it the most, it falls through the cracks for receiving support during this difficult time.

Airlift Northwest is experiencing unprecedented financial challenges related to COVID-19. Our flight volume was down 66% for April 2020 compared to April 2019 and our operating revenue was down 74.59% for April 2020. Between social distancing, hunker down directives and people avoiding the hospital out of fear of COVID-19 exposure, ER usage is down significantly around the country. In addition, elective surgeries have been postponed. This has resulted in a significant decrease in demand for medevac services.

With the loss of the tourism sector for the 2020 season, the decline in flight volume and revenue will be even more significant. In order to mitigate the loss of flights and revenue, Airlift is planning to relocate the PC 12 turboprop to Washington State. Unfortunately this negatively impacts the smaller communities that cannot be accessed by jet and limits their medevac options. In addition, Airlift Northwest often uses the PC 12 turboprop to bring patients from the smaller communities to Juneau to receive care at Bartlett Regional Hospital.

With grant funding and a reduction in expenses, Airlift Northwest will be able to mitigate the expense of keeping the PC 12 turboprop in Alaska. In the event of a COVID-19 outbreak this allows us to access the communities not accessible by jet so we can transport suspected or confirmed COVID-19 patients using the ISO-POD (specialized patient isolation transport pod).

Airlift Northwest
8433 Livingston Way
Juneau, AK 99801

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By using the ISO-POD, we add another layer of protection for our nurses, pilots and our partners in the communities we provide services to.

Our goal is to continue to provide critical care medevac services and education to pre-hospital and hospital providers in Southeast Alaska. We greatly appreciate any financial relief that the Airport Board of Directors can give to our landlord in support of keeping our medevac services in Juneau and Southeast. We have included a list of the benefits to the community of keeping our medevac services in the region, as well as, a list of other ways our organization is mitigating expenses during this difficult time. Thank you for your consideration.

Sincerely,

A handwritten signature in black ink that reads "Shelly Deering RN, BSN, CCRN".

Shelly Deering
Regional Manager

Enclosures



Benefits of keeping Airlift NW in Alaska:

- Airlift has partnered with Juneau's Fire Department, CCFR, to be able to offer the ISO-POD (a transport isolation pod) to the communities in Southeast Alaska. This technology adds an additional layer of protection for preventing the spread of the virus during transport.
- If there is a surge in COVID-19 cases, Alaskan's will benefit from having multiple medevac services.
- If clinics or hospitals are having a difficult time getting a patient accepted into Harborview Medical Center, Airlift Northwest can help to facilitate acceptance as we are a part of the University of Washington Medical System.
- As an extension of University of Washington Medical System, Airlift NW is able to bring a flying ICU to patients two to three hours before they arrive at a larger hospital.
- Airlift has the ability to initiate, continue or expand the delivery of antibiotic therapy. These medications include: ceftriaxone, cephazolin, clindamycin, vancomycin and Zosyn. This allows the capability to provide broad spectrum coverage. Early administration of antibiotics saves lives.
- Airlift is the only medevac provider in Alaska that offers two units of packed red blood cells (PRBCs) and two units of liquid plasma. This allows us to provide lifesaving care, without depleting a communities own blood supply. Research has proven that administering these products en-route can help increase patient survival by 10%.
- Airlift is also the only medevac provider in Alaska that utilizes the two nurse model of care. Our flight crew is made up of two highly trained critical care nurses, which allows us to maintain or expand on the care they are already receiving during transport. Airlift NW also employs pediatric critical care nurses.
- UW Medicine is the teaching institution for the WAMI region. Doctors in our fellowship program do rotations in rural Alaska. Airlift NW also does ride-alongs for medical and nursing students. Our medical directors also fly with the Juneau team.
- As part of our mission to share expertise our medical directors and nursing staff have provided free education throughout Southeast Alaska for many years. This encompasses EMS and hospital practice. They have given talks for credits on a variety of pertinent issues including the following:
 - Participant in Southeast Regional EMS Symposium
 - Approach to the Crashing Neonate
 - Tips and Tricks for Pediatric Resuscitation
 - Adult Complaints in the Pediatric Patient
 - Trauma Cases and Chest Trauma Skills
 - Uncommon Trauma Cases and Considerations for Initial Management
 - Pills, Poisons, and Smoke: Practical Toxicology for the Provider



What Airlift Northwest and UW Medicine are doing to mitigate expenses:

- Currently Airlift has three aircraft to service Alaska: two Lear jet 31A's and one PC 12 turboprop. In order to mitigate the loss of flights and revenue, Airlift is evaluating relocating our PC 12 to Washington State.
- Reduction of compensation for senior leadership.
- System-wide expense reductions that support more "lean" operations.
- Postponement of non-mission critical expenses.
- Limiting new recruitments to positions of critical importance and postponement of non-mission critical expenses.
- Professional staff and classified non-union team members throughout the UW Medicine, including Airlift Northwest are being furloughed. Our nursing staff have volunteered furlough time to assist in mitigation of expenses.

Airlift Northwest is a Washington state tax exempt entity of University of Washington Medicine that functions like a not-for-profit.

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7645 Old Highway 99 SE • Olympia, Washington 98501
(360) 705-3214

June 24, 2020

City and Borough of Juneau
Airport Board

Dear Airport Board,

Airlift Northwest is an essential medevac service that has provided critical care transport service to Southeast Alaska for almost 40 years. Airlift was started after a house fire in Sitka where 3 children died because they couldn't be transported to a burn center. A base was started in Juneau in 1994 to provide quicker service to Southeast Alaska.

ALNW has grown since placing a base in Juneau in 1994. Glacier Aviation built a hanger and fuel farm approximately 4.5 years ago to provide the infrastructure they needed to continue to provide this essential service. As the landlord for Airlift Northwest in Juneau, I am requesting reduced rent from the Airport COVID 19 funds which I will in return decrease the rent that Airlift Northwest has to pay.

Thank you for the consideration of this request for Airlift Northwest.

Cordially,

A handwritten signature in black ink, appearing to read 'Michael S. Thielen'.

Michael S. Thielen
President
Glacier Aviation Inc.
Olympia, WA 98501
360-705-3214