

January 28<sup>th</sup>, 2022

Chair Joseph P. McNamara  
Pocahontas Building, Room E212  
900 East Main Street  
Richmond, Virginia 23219

cc: House Finance Subcommittee #1

Chair McNamara and members of the Finance Subcommittee, thank you so much for allowing me to submit testimony in strong support of HB874, and thank you to Representative Kory for introducing this important bill. My name is AJ Pace, and I am the Vice President of Global Marketing for Defibtech, LLC, a technology leader and innovator in the design and manufacture of life-saving resuscitation devices including automated external defibrillators (AEDs), mechanical chest compressors, and related accessories.

As you may know, cardiac arrest is a leading cause of death and a major public health crisis, with more than 356,000 out-of-hospital cardiac arrests (OHCA) occurring annually in the U.S. and nearly 90% of those resulting in fatality. Sadly, this staggering fatality rate is partially due to the immense importance of response time in surviving this terrible disease. Within minutes of suffering an attack, much sooner than most people can usually reach emergency medical services, blood is no longer being pumped to the brain. In fact, the chances of survival of sudden cardiac arrest (SCA) decreases by 10% every minute that passes without treatment.

While so many are unable to reach help in time, luckily there are those whose lives are saved by the use of an AED in the first critical minutes of sudden cardiac arrest. Studies have found that the timely use of an AED improves the chances of survival for victims by 40%. This significant difference in health outcome means that providing immediate access to AED's for those suffering from sudden cardiac arrest is a vital component to saving thousands of lives each year in the U.S.

This piece of legislation is so crucial because it prevents unnecessary deaths by increasing the ability of individuals and their loved ones to have access to an AED when they need it most. The bill's creation of a tax credit would incentivize people to invest in this vital emergency preparedness device and expand access for those who may not be able to afford an AED otherwise. At Defibtech, we are committed to saving lives through our advanced medical technology and applaud this legislation as an important step to one day ensure critical, immediate AED access to every single individual who needs it.

For this reason, I urge your support for HB 874, and thank you for your attention to this important public health issue.

Sincerely,



AJ Pace  
Vice President, Global Marketing  
Defibtech LLC