GLOBUS RELIEF
YOUR NON PROFIT SOLUTION TO IMPROVED HEALTHCARE WORLDWIDE

2012 Annual Report
To Our Friends, Supporters, Donors, and Partners,

We look back to 2012 as a time of both expansion and change in our organization. The demand for medical resources continued to grow, and while the world economy continued to struggle, our amazing donors found ways to provide needed resources our partners rely upon for the success of their missions and ours. Donors are the heart of our operation, and without your generosity, your support, and your ongoing commitment to our objectives, we could not continue to meet those demands. Our donors are among the finest individuals and organizations in America and abroad, and we are honored each time we receive the supplies and equipment you provide that allows us to continue to fulfill our objectives.

Our partners, too are an important link in this golden chain. They are the “boots on the ground” and the front-line warriors who ensure that donations given to Globus Relief are used effectively and efficiently. Working alone, Globus Relief could never reach the hundreds of thousands of people served by our incredible charity partners. This list of more than 400 outstanding organizations reads like a roll call of the finest workers in humanitarian aid throughout the world.

Of course, so much of this would never be possible without the assistance of our remarkable volunteers. From individuals, to small groups, to corporate teams, the number of hours given to Globus by volunteers in 2012 was over 23,160 hours, or the equivalent of 11 full-time employees. That marvelous number makes us both proud and humble. We are honored that so many fine people and organizations chose to give of their time to help people around the world whom they will never meet and to assist Globus Relief in providing improved healthcare to areas in desperate need.

There is another link in this chain that deserves acknowledgement as well. Our dedicated staff of professionals worked hard to be certain that we lived up to our promises and met our stated objectives. From our hard-working warehouse staff, to our front office, and even to our board of directors, each person associated with Globus Relief is committed to helping to improve healthcare here at home and abroad. We are proud of our employees and their ongoing support of our mission, our partners, our donors, and our volunteers.

As the global economy and landscape continue to change, Globus Relief will remain committed to providing the resources necessary to care for those who are in the greatest need. We are grateful for your ongoing commitment as well, and we look forward to continuing our partnerships with all of you.

Ash Robinson
President
The Globus Relief logo is a modern representation of the Roman coin made famous in the story from the life of Jesus Christ. The word “mite” comes from a Flemish word denoting something extremely small in value. It was used by translators of the King James Version of the Holy Bible to emphasize the monetary insignificance of the widow’s contribution. Although her gift was small, the New Testament makes it clear that the widow’s pure generosity transformed her gift into a thing of significance and importance. The story serves to remind us that no matter our circumstances, we all have something to give.

In the Globus Relief logo, the two stalks of wheat represent basic human needs common to all of our human family, and provide the basis for the humanitarian service we render. The flame represents the eternal light of hope that all mankind might live fulfilling lives, and suggests the illuminating example one person can give in serving others. The five circles at the bottom represent the five key elements necessary to influence effective involvement in sustainable humanitarian services - Culture & Leadership, Economy & Agriculture, Environment, Human Needs & Education and Primary Healthcare. Our core competency in which we focus our humanitarian efforts is in the area of primary healthcare.

Founded in 1996, Globus Relief has flourished into an internationally recognized humanitarian medical resource organization providing aid to hundreds of thousands of people around the world. Our work has been successful due to the relationships that we have established on a local, national and international basis with partner charities, corporations, hospitals, clinics and governments working to provide access to improved healthcare in over 100 countries and here at home. Together we have distributed medical equipment and supplies to hundreds of qualified partner charities working with healthcare institutions and missions worldwide. Globus Relief values resources, accountability, quality, efficiency and credibility with our partners and those we serve and has an aversion to waste. These values have prevented millions of pounds of useable surplus from ending up in landfills and salvage facilities across the United States. This has strengthened our position with many of our long-term partners enabling us to engage in new collaborative efforts that will be instrumental in adhering to our values as well as the continued success of the vision, mission and operations of Globus Relief.
**Globus Relief Influence Model**

Globus Relief’s Business Influence Model provides us the ability to successfully address the core needs of each humanitarian project and to create sustainable outcomes. The five segments of our Business Influence mode are:

**Consulting:** Our consulting services include project management, setting standards and measures, developing timelines, budget management, cost analysis, reporting social impact and distribution channels.

**Acquire/Package/Distribute (APD):** Illustrated below left) we follow an APD process that leads the world in providing medical equipment and supplies to those in need.

**Bio-Tech:** Our bio-tech solutions include renewing and reconditioning equipment to meet Original Equipment Manufacturer specifications, acquiring new equipment, and providing equipment certification and maintenance services.

**Training:** We offer service, maintenance, and installation training and education in the field.

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**Humanitarian Influence Model**

Balanced communities are the building blocks of stable, secure and successful nations. It requires work at three levels and each level working in unison with the others. Simultaneously addressing all three levels will maximize social impact and create balance in communities.

**Infrastructure:** Communities and governments working together to improve and build an infrastructure to support the goals and objectives of both.

**Government:** Local, regional and national governments working in unison, with representation at all levels, regarding decisions that affect people and communities.

**People:** Individuals and communities working together to create and implement sustainable programs and improvements to benefit the community.

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**APD Model**

**Acquire:**
- Medical Companies
- Hospital Closures
- Asset Management
- Secondary Market

**Package:**
- Ensure Sterility
- Check for FDA Recalls
- Renew and Recondition
- Custom Packaging
- Itemized Packing
- Custom Crating

**Distribute:**
- Customs Documents
- Terms of Shipping
- Recipient Communications
- Partnerships

**Engagement Process (Assessment)**

Globus Relief follows a detailed engagement process to diagnose needs, design the solution, and deliver on commitments.

**Diagnose:** The diagnostic stage provides a needs analysis, clarifies desired social impact, identifies driving and restraining forces and lists stakeholders.

**Design:** The solution recommendation outlines success measures, defines roles and tasks and provides delivery timelines.

**Deliver:** The final stage of delivery includes APD, equipment and supply distribution, and fulfillment of services outlined in the solution recommendation.

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**Five Imperatives to Influencing Communities**

In today’s global humanitarian world, the responsibility to provide long term sustainable solutions is more apparent than ever. Creating balanced communities requires a holistic approach in addressing some of the world’s most complex issues. The five imperatives resemble an ecosystem with interdependent relationships. All five imperatives must work together to create healthy, balanced communities. Globus Relief’s core competencies and focus is in the area of primary healthcare and are as follows:

**Culture & Leadership:** All levels of the community: government, infrastructure, people, family, religion and traditions.

**Economy & Agriculture:** Industry, commerce, micro-enterprise and agriculture.

**Environment:** Natural resources, clean air, water and sanitation.

**Human Needs & Education:** Food, shelter, clothing and education for people, government systems including the other four imperatives.

**Primary Healthcare:** Access to quality healthcare, preventative measures and education.
HUMANITARIAN DEVELOPMENT

In order to achieve the greatest humanitarian impact, Globus Relief is working to efficiently and effectively match the generous contributions of our donors, with the specific needs of our partner organizations.

With the extensive variety and volume of products shipping to our partners, our Humanitarian Services Department is dedicated to a streamlined process of delivery. The department is able to serve the unique needs of humanitarian programs through four levels of focus:

- **Community Health** serves non-profit organizations working within the United States, including local health and dental programs.
- **International Hospitals and Clinics** works with hospitals, organizations, governments, and communities to establish or upgrade their healthcare infrastructure.
- **Medical Missions** serves healthcare providers and logistics coordinators traveling to medical projects in developing areas of the world.
- **Large Projects** coordinates truckloads of equipment and supplies across the nation and around the world.

Although Globus Relief has established partnerships in over 100 countries, we continue to grow, and are striving to reach our full potential. With an increasing number of donors, volunteers and medical supplies, partner outreach is an essential key to our humanitarian development. Globus is dedicated to improving healthcare around the world and we believe the more partners we work with, the closer we will be to reaching our goal. Globus Relief values the strong relationship we have with our partners, and we look forward to each new shared project.
Acquiring medical equipment and supplies is the first step in Globus Relief’s dynamic distribution process. We team up with other non-profit charities to distribute donations to assist their worldwide healthcare projects. Once Globus Relief has acquired donations we move them through a systematic process. Our distribution system has built-in controls which enable us to protect our donors from market erosion and product diversification. Received donations go through a streamlined process and permit us to distribute medical equipment supplies accurately and efficiently.

Donations are critical to Globus Relief’s success in supporting healthcare projects. Cash donations aid us by defraying the cost of handling and processing product donations. Globus Relief applies all cash donations to support humanitarian projects and zero dollars are applied to administrative costs.

Globus Acquisitions department simplifies product donations by:

- Covering transportation costs from donor distribution centers to our warehouses to be inspected, sorted and packaged for humanitarian projects.
- Providing contact information to manufacturers, distributors, suppliers and hospitals to simplify the donation process.
- Assuring equipment meets manufacturer’s specifications for quality and usability before being sent out.
- Tracking donations from the time we receive the product until it is distributed to the final user.
- Targeting products for Globus Relief’s Humanitarian Services Department so we ensure distribution of donations to qualified healthcare projects around the world.

Balancing medical product demand and supply
Globus Relief continues to balance the demand of furnishing hospitals, clinics, supplying medical missions with needed product and working with non-profit charities to meet their specific requests. Donated medical equipment and supplies bring increased quality and care to the patients receiving treatments. New medical instrumentation and improved sanitary conditions provide additional safety measures and reduce the chance of cross contamination or the possibility of spreading disease.

You can make a difference
There continues to be a high demand for medical equipment from the non-profit charities we support. The equipment donations charities receive are vital to the physician’s capability to perform life saving procedures. Patients ultimately benefit from the generosity of our donors. We continue to seek donations of disposable medical supplies to aid disaster relief efforts. Many of Globus Relief’s donors are interested in receiving project photos to illustrate their company’s humanitarian efforts. They recognize their donations often act as life saving tools for hundreds of thousands worldwide.

Appeal to donors
We are committed as an organization to provide valuable service and efficiency to all of our donors. The lives of those receiving donations will be impacted forever. Many of those individuals will never know who helped them in their time of need. Globus Relief is devoted to helping others, not because we have to but because we want to.
Globus Relief takes extraordinary measures to safeguard our donors from market erosion, product liability or brand dilution. We have invested heavily in processes and systems that enable us to adhere to donor restrictions and provide comprehensive reporting services. We feel that our processes and systems are among the best in the industry.

Globus Relief believes that there are a number of value-added services that we provide to our in-kind donors:

**Protection From Product Liability Issues:**
Every product received from a donor goes through a rigorous, “double-check” evaluation process. Through this process, you can be assured that every product donated out to healthcare projects will be of the highest quality, thus avoiding the potential for product liability issues.

**Protection From Product Diversion**
When you donate supplies or equipment to charity, you intend for those supplies or equipment to reach those who need it most. Unfortunately in the developing world, if not monitored closely, products have the potential of being misappropriated or diverted for personal gain. Globus has developed a network of over 250 qualified charities and projects working in over 100 countries throughout the world. Each of these meet a prescribed set of operating and accountability standards that help assure proper use of product. Globus regularly follows up on the distribution of donated product, receiving reports on the impact of the donation.

**Protection From Market Erosion**
In order to maintain your established valuable distribution channels and markets for its products, Globus believes you have the right to dictate where your donations can and cannot be used. Using our proprietary inventory management system, we attach geographic restrictions to each donated item. We adhere to these restrictions when preparing humanitarian shipments. For example, product restricted from domestic distribution will only be sent internationally.

**Easy Donation Process**
Our logistics team provides one point of contact to facilitate quick and effective donations. With one call, our logistics team will immediately arrange for pick-up, transport, and documentation for all donations.

**Comprehensive Reporting**
As a stakeholder, you deserve to know that your corporate donations are making a difference. Globus’ custom system allows us to track donated items from receipt at our warehouse to location of distribution. Globus provides comprehensive reports, including stories and photos, on when, where, and how your donations were used.

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VOLUNTEER IMPACT

Globus Relief has provided millions of dollars worth of soft medical goods, instrumentation, medical equipment and other health related products to humanitarian healthcare projects and programs. With the help of devoted volunteers we continue to support hundreds of healthcare projects worldwide.

How volunteers contribute
- Compile medical supplies and equipment by sorting, packaging and preparing for shipment.
- Sort medical supplies into like categories such as gloves, tubing and syringes.
- Build education, first aid and hygiene kits using product donated to Globus.
- Gain a greater understanding of the Globus Relief mission.

Volunteers help fulfill Globus Relief’s mission and values:
Globus Relief partners with other charities, corporations and governments working to improve the delivery of healthcare throughout the world. Our efforts are made possible largely because of volunteer willingness to “give back” to help others.

You can make a difference:
The more hands involved, the greater the impact we have. Groups from all walks of life come to volunteer. Some of our volunteers are working on scout projects, and others are with church groups. Globus also works with schools and organizations to provide volunteer experience and we welcome corporate giving programs and social groups. No matter the group size, every volunteer hour donated to Globus Relief makes a difference in improving healthcare worldwide.
### SUPPORT AND REVENUES

**Support**
- In-Kind donations $38,903,491
- Donated rent and other operating costs 131,845
- Contributions 279,120
- Special projects donations 24,220
- Net assets released from restriction --

**Total support** $39,338,676

**Revenues**
- Handling and processing fees $ 994,820
- Product conversion income 1,224,096
- Miscellaneous income 88,312
- Interest income 190

**Total revenues** $2,307,418

**Total support and revenues** $41,646,094

### EXPENSES

**Program services** $42,303,777
- General and administrative 219,401
- Development and fundraising 94,574

**Total expenses** $42,617,752

**Change in net assets** $ (971,658)

**Net assets, beginning of year** 60,505,758

**Net assets, end of year** $59,534,100
COUNTRIES SERVED
Year ending December 31, 2012

American Samoa
Afghanistan
Bangladesh
Belize
Bhutan
Bolivia
Burkina Faso
Cambodia
Cameroon
Chile
China
Colombia
Costa Rica
Cuba
Dominica
Dominican Republic
Ecuador
Egypt
El Salvador
Ethiopia
Ghana
Grenada
Guatemala
Guyana
Haiti
Honduras
India
Indonesia
Jamaica
Kenya
Lebanon
Liberia
Madagascar
Mali
Mexico
Mongolia
Mozambique
Nepal
Nicaragua
Niger
Nigeria
Pakistan
Panama
Peru
Philippines
Republic of Georgia
Romania
Rwanda
Samoa
Senegal
Sudan
St. Lucia
St. Vincent & The Grenadines
Tanzania
Thailand
Turkey
Venezuela
Vietnam
United States of America
Ukraine
Zambia
Zimbabwe
Tightly packed in the back of trucks and hiking up the narrow mountain road, hundreds of eager patients traveled for hours to meet the region’s first medical outreach team. The completion of the newly constructed Casa de Salud near Senahu in Guatemala attracted individuals and families in desperate need of healthcare from 13 small communities in the Alta Verapaz region. The patients would be treated by a team of medical professionals and relevant volunteers from Utah Medical Outreach (UMO), a Utah based non-profit organization. Over the course of their 3 day clinic, UMO would see 622 patients, perform 33 surgeries, and extract over 300 teeth. Many of those patients would walk back home after having major surgeries.

Most clinics and small hospitals in rural Guatemala lack health and medical resources, including staff, to offer sustainable healthcare. Additionally, most people can’t afford the expense to travel to larger cities for treatment. As a result, many individuals do not receive medical attention and their health deteriorates without the appropriate action. Though some of UMO’s clinics are heartbreaking due to the patient’s condition, some visits result in miracles. Dr. Michael Washburn, an Ophthalmologist and member of the UMO Board of Directors, shared the heartache of seeing someone led around the clinic because he is blind from cataracts. The sadness turns to joy when, the surgery performed and bandages taken off, the patient opens his eyes to a world brightened through reestablished vision. “It’s life-changing for people that can all of a sudden see [again],” Washburn affirmed. Erik Bjorndal, a pre-med student and volunteer, added, “You can’t imagine it not being a part of your life once you experience the need and effect first hand.”

Utah Medical Outreach makes semiannual trips to various locations in Guatemala, all of which require taking medical resources with them. Dr. Nathan Forbush, a Pediatrician with UMO, expressed gratitude for donating organizations “who offer[…] resources that bless the lives of those who could never be helped otherwise.” The team’s service benefits the indigenous Guatemalans but refreshes the UMO volunteers as well. “Service is another form of antidote for everything that ails the world,” said Dr. Robert Mellor, ENT and President of UMO, during an interview with Standard-Examiner. “I think it gets to the heart of what really makes people happy,” he added, “and that is doing things for others.”
MIDWIFE TRAINING IN THE SAHARA DESERT

Alone and miles from a clinic, a nomadic woman delivers her baby in an encampment surrounded by the endless hot sands of the Sahara Desert in Niger, West Africa. Their chances of survival are questionable—Niger has one of the highest maternal and infant mortality rates in the world and is ranked as the worst place on earth to be a mother and child. These are difficult conditions faced by the Tuareg and Wodaabe tribes, but they are finding hope in the assistance provided through your continued support.

The NOMAD Foundation in collaboration with Globus Relief launched a Midwife and Healthcare Training Program last fall. Dr. Bob Skankey trained five illiterate nomadic women as midwives and healthcare liaisons to carry out obstetrical and newborn care in their remote communities. The women learned the importance of prenatal care, sanitary methods, vertex delivery techniques, and infection prevention. Each woman received a midwife kit with medicine and equipment such as: a sphygmomanometer, fetal stethoscope, gloves, headlamp, instruments, bulb syringes, and weighing scale and sling.

When Dr. Skankey returned to Niger in February 2012, the midwives had already assisted in 17 deliveries and successfully treated three women with postpartum hemorrhage and some postpartum and intrapartum infections. The nurse from the Foundation’s area clinic & education center will follow up with instruction and consultation missions to every participating encampment each month. These important skills will empower the nomads to combine “ancient skills with new technologies to bring prosperity” to their communities and reduce the bleak outlook for pregnant women and infants.

With all the training and initial success, one midwife delivered a set of stillborn triplets. This unfortunate loss demonstrates that more work, preparation, and resources are needed to educate the Tuareg and Wodaabe and improve childbirth and diminish these tragic deaths. We appreciate your continued support of our programs!