To Our Friends, Supporters, Donors, and Partners,

We look back to 2011 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 2011 was around 14,500 hours, or the equivalent of seven 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

VISION, MISSION, AND VALUES

Vision:
We will continually work to improve healthcare. Our efforts will be marked by upgrading medical facilities, supplies and standards of delivery across the world.

Defining Statement:
In order to maintain the human element of improving healthcare and to avoid pressures to move in other directions, Globus Relief is committed to:
• Making fiscally responsible decisions and avoiding debt;
• Sending mission appropriate resources that are valued correctly;
• Considering the impact of the use and disposal of resources on the humanitarian effort.

Mission:
We are a humanitarian medical resource organization. We are committed to partnering with other charities, governments, corporations, medical manufacturers, surgical centers, hospitals and clinics working to improve the delivery of healthcare throughout the world.
We accomplish our mission and vision by providing four key deliverables:
• Assessment
• Consultation
• Acquisition, Packaging, and Distribution (APD)
• Bio-Tech Solutions and Training

We accomplish these four deliverables by reducing unnecessary duplication of efforts among our partners and work to produce a synergistic environment that magnifies effort and social impact.

Values:
• Accountability to all we serve
• Quality and efficiency in our products and service
• Credibility with our partners and those we serve
• We value resources and have an aversion to waste
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.

The story behind the Globus Relief logo.

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:

**Assessment:** Our engagement process ensures correct analysis of needs, outlines recommended solutions and ensures accurate delivery of all equipment, supplies, and services.

**Consulting:** Our consulting services include project management, setting standards and measures, developing time lines, 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.

---

**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 time lines.

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

---

**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.

---

**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.
DONOR RELATIONS

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.

THE VALUE IN DONATING TO GLOBUS RELIEF

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.
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.
GLOBUS RELIEF STATEMENT OF ACTIVITIES
Year ending December 31, 2011

ASSETS
Current assets
• Cash and cash equivalents $293,145
• Accounts receivable 216,407
• Allowance for doubtful accounts (9,700)
• Inventories 59,974,842
• Prepaid expenses 28,855
Total current assets $60,503,549

Net fixed assets $34,944
Deposit on software 147,431
Total assets $60,685,924

LIABILITIES AND NET ASSETS
Current liabilities
• Accounts payable $117,504
• Accrued liabilities 62,662
Total current liabilities $180,166

Net assets
• Unrestricted $60,493,695
• Temporarily restricted 12,063
• Permanently restricted --
• Total net assets 60,505,758
Total liabilities and net assets $60,685,924

SUPPORT AND REVENUES
Support
• In-Kind donations $104,545,934
• Donated rent and other operating costs 131,845
• Contributions 236,799
• Special projects donations 40,866
• Net assets released from restriction --
Total support $104,955,444

Revenues
• Handling and processing fees $1,135,257
• Product conversion income 999,909
• Miscellaneous income 93,780
• Interest income 834
Total revenues 2,229,780

Total support and revenues $107,185,224

EXPENSES
• Program services $75,727,730
• General and administrative 309,133
• Development and fundraising 74,852
Total expenses $76,111,715

• Change in net assets $31,073,509
• Net assets, beginning of year 29,432,249
Net assets, end of year $60,505,758
PROJECT HIGHLIGHT: IMPROVED LIVES & SMILES
MINDANAO, PHILIPPINES

Studies conducted in the Philippines have shown that each year, 1 infant out of every 500 live births will be born with an orofacial cleft. More than 40,000 new cases of infants with such deformities are born each year, with less than 900 of them receiving treatment. To reach more patients, Operation Smile Philippines built a new Comprehensive Care Center for Mindanao. Globus Relief sent equipment to outfit the two new operating rooms through Operation Smile Inc. Surgery recipients now receive holistic treatment that encompasses medical, surgical, dental, and speech therapy.

PROJECT HIGHLIGHT: U.S. TORNADO RELIEF
ALABAMA, UNITED STATES

Many of us watched in horror as deadly tornados ripped through the Southern states and into the Midwest this spring. Our hearts sank as we saw the devastation in Joplin, Missouri and Tuscaloosa, Alabama. Equipped to help, Globus Relief and International Orthodox Christian Charities (IOCC) united to provide clothing, water, and hygiene supplies. Thanks to the generosity of several contributing donors, two 53' trucks of relief supplies were sent to both cities where they were gratefully received by church groups and distributed by volunteers to victims of the tornados.
PROJECT HIGHLIGHT: RESTORING VISION
KUMASI, GHANA

Ophthalmology teams from the University of Utah, John A. Moran Eye Center travel to Kumasi, Ghana, several times each year. While there, they perform a variety of ophthalmic surgeries and provide education and training to local ophthalmologists at the Komofo Anokye Teaching Hospital (KATH). On their most recent trip, the team completed 143 surgeries mainly on infants and children ranging from 2 months to 12 years old. The team is excited for the completion of a specialty eye care hospital, the first center of its kind in West Africa which will increase surgical capacity. Demand for high quality ophthalmic supplies and equipment continue to increase due to great programs like this.

PROJECT HIGHLIGHT: LIFE IMPROVING SURGERIES
GUAYAQUIL, ECUADOR

Every year in June for the last 19 years, Project Perfect World sends a medical team to Guayaquil, Ecuador for a 7 day medical/surgical mission trip. Children whose families cannot afford life improving surgery for congenital defects are treated. This year, a 42 person team including our Director of Operations, Doug Beck, made the annual trip. Beck reported there were 18 successful general orthopedic and 6 spinal surgery procedures repairing congenital defects. Spinal surgery procedures have only been available in the last five years in connection with this project. The medical team happily noted this year’s trip was “the best year ever” and that even the most difficult surgeries went as smoothly as in United States surgical centers.