A WORD FROM OUR PRESIDENT

Dear Friends,

“To every man there comes in his lifetime that special moment when he is figuratively tapped on the shoulder and offered a chance to do a very special thing unique to him and fitted to his talents. What a tragedy if that moment finds him unprepared or unqualified for the work which would be his finest hour.” - Winston Churchill

Our world houses over 7.1 billion people. The industrialized world consists of about 50 countries with a combined population of only 1.2 billion, roughly one sixth of the world’s population. In contrast, approximately 5.9 billion people live in the developing world, with more than 896 million people earning less than $1.90 per day. These statistics are astounding, heartbreaking and discouraging.

Globus Relief, through its charity partners and corporate and individual donors, has and will continue its efforts to bridge the gap in the medical supply chain arena by providing the needed medical resources to improve and support the health needs of underserved populations throughout the world. The impact is tremendous. It is significant not only because of the breadth and depth of donations, but greater significance lies within the hope and aid brought to each individual impacted by this incredible work.

In 2015, Globus Relief continued its efforts to bridge the gap in the supply chain arena throughout the developing world, resulting in over 1,500 orders shipped to hundreds of charity partners in 67 countries. These orders represent a steady increase in aid given over the past four years as Globus Relief has expanded its operations and network worldwide. This expansion enables Globus Relief to have a greater direct impact on individual lives in accordance with its mission. It is through the lives of those who have received medical care that we see the real impact. It is reflected by the hope and gratitude in the faces of the people who have benefited from your support and contributions. The power of that hope is greater than discouragement and despair.

To every stakeholder in this organization – from corporate and individual donors to our charity partners and volunteers – we thank you for continuing to support our mission. You are vital to our ability to serve those in need throughout the world.

Sincerely,

Ash Robinson
President & CEO

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President, Executive Editor & Owner, HPN Online
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
These four deliverables help reduce unnecessary duplication of efforts among our partners and 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 Primary Healthcare.
DONOR RELATIONS

Acquiring medical equipment, instruments 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 diversion. Received donations go through a streamlined process that permits us to distribute medical equipment and 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 center to our warehouse 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 to 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 or political gain. Globus has developed a network of over 700 qualified charities and projects working in over 120 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, Globus believes you have the right to dictate where your donations can and cannot be used. Using our proprietary inventory management system, we can attach geographic restrictions to each donated item, if requested. 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 upon request, including stories and photos, on when, where and how your donations were used.
# GLOBUS RELIEF STATEMENT OF ACTIVITIES

**Year ending December 31, 2015**

## ASSETS

<table>
<thead>
<tr>
<th>Current assets</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash and cash equivalents</td>
<td>571,125</td>
</tr>
<tr>
<td>Accounts receivable</td>
<td>524,324</td>
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<tr>
<td>Allowance for doubtful accounts</td>
<td>(100)</td>
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<tr>
<td>Inventories</td>
<td>60,457,231</td>
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<tr>
<td>Prepaid expenses</td>
<td>31,469</td>
</tr>
<tr>
<td><strong>Total current assets</strong></td>
<td>$61,584,049</td>
</tr>
</tbody>
</table>

| Net fixed assets                   | 172,004 |
| **Total assets**                   | $61,756,053|

## LIABILITIES AND NET ASSETS

<table>
<thead>
<tr>
<th>Current liabilities</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Accounts payable</td>
<td>260,235</td>
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<tr>
<td>Accrued liabilities</td>
<td>127,744</td>
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<tr>
<td><strong>Total current liabilities</strong></td>
<td>$387,979</td>
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</table>

<table>
<thead>
<tr>
<th>Net assets</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Unrestricted</td>
<td>$61,348,454</td>
</tr>
<tr>
<td>Temporarily restricted</td>
<td>19,620</td>
</tr>
<tr>
<td>Permanently restricted</td>
<td>--</td>
</tr>
<tr>
<td><strong>Total net assets</strong></td>
<td>$61,368,074</td>
</tr>
<tr>
<td><strong>Total liabilities and net assets</strong></td>
<td>$61,756,053</td>
</tr>
</tbody>
</table>

## SUPPORT AND REVENUES

<table>
<thead>
<tr>
<th>Support</th>
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</thead>
<tbody>
<tr>
<td>In-Kind donations</td>
<td>63,745,260</td>
</tr>
<tr>
<td>Donated rent and other operating costs</td>
<td>131,845</td>
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<tr>
<td>Contributions</td>
<td>125,265</td>
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<tr>
<td>Special projects donations</td>
<td>34,705</td>
</tr>
<tr>
<td>Gain on disposal of fixed assets</td>
<td>--</td>
</tr>
<tr>
<td>Net assets released from restriction</td>
<td>--</td>
</tr>
<tr>
<td><strong>Total support</strong></td>
<td>$64,037,075</td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>Revenues</th>
<th></th>
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</thead>
<tbody>
<tr>
<td>Handling and processing fees</td>
<td>1,934,427</td>
</tr>
<tr>
<td>Product conversion income</td>
<td>1,033,880</td>
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<tr>
<td>Miscellaneous income</td>
<td>3,218</td>
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<tr>
<td>Interest income</td>
<td>320</td>
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<tr>
<td>Unrealized gains (losses) on investments</td>
<td>--</td>
</tr>
<tr>
<td><strong>Total revenues</strong></td>
<td>$2,971,845</td>
</tr>
</tbody>
</table>

| **Total support and revenues**                | $67,008,920|

## EXPENSES

<table>
<thead>
<tr>
<th>Expenses</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Program services</td>
<td>41,337,217</td>
</tr>
<tr>
<td>General and administrative</td>
<td>387,489</td>
</tr>
<tr>
<td>Development and fundraising</td>
<td>147,599</td>
</tr>
<tr>
<td><strong>Total expenses</strong></td>
<td>$41,872,305</td>
</tr>
</tbody>
</table>

| Change in net assets                          | 25,136,615|
| Net assets, beginning of year                 | 36,231,459|
| **Net assets, end of year**                   | $61,368,074|
COUNTRIES SERVED
Year ending December 31, 2015

Afghanistan  American Samoa  Angola  Australia  Bangladesh  Belize  Bhutan  Bolivia  Brazil  Burkina Faso  Cambodia  Chile  China  Congo  Costa Rica  Dominican Republic  Ecuador  Ethiopia  Fiji  Ghana  Guam  Guatemala  Guinea  Guyana  Haiti  Honduras  India  Iraq  Israel  Jordan  Kenya  Kosovo  Liberia  Mali  Mexico  Morocco  Myanmar  Nepal  New Zealand  Nicaragua  Nigeria  Palestinian Territories  Panama  Peru  Philippines  Romania  Rwanda  Samoa  Sierra Leone  South Sudan  St. Vincent Island & the Grenadines  Sudan  Syria  Tanzania  Thailand  Tobago  Togo  Tonga  Trinidad  Turkey  Uganda  Ukraine  United States  Venezuela  Vietnam  Zambia  Zimbabwe
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 five 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.
- **Disaster Relief & Catastrophic Events** responds to national or international disasters and catastrophic events by partnering with other organizations to send essential medical supplies and equipment to affected areas. We work closely with partnering agencies to rebuild the healthcare infrastructure long after these types of events occur.

Although Globus Relief has established partnerships in over 120 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.
THE GLOBUS RELIEF INFLUENCE

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 120 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.
Nguyen Thi Thu Thanh was born in 2005 to a disadvantaged family in a poor district of Quang Nam province in Vietnam. A few years after her birth, Thu Thanh was diagnosed with Cerebral Palsy. Her first difficulty came in the form of an Achilles tendon contraction which made it hard for her to walk. Over time, her leg lost strength.

One day during Da Nang Orthopedic Hospital’s regular outreach into the community, Thu Thanh’s situation came to their attention. The family was eventually sent an invitation letter to receive free treatment courtesy of Da Nang Orthopedic Hospital. Thu Thanh was sent to the hospital for a final medical check before receiving surgery that would reverse the contraction. After a successful surgery, she was put in a cast and sent home to be cared for during her recovery. She will also make return visits to the hospital for checkups. Thu Thanh and her family are very happy and grateful that she was able to receive surgery and continued care at no charge.

Le Thi Hong Tham is a 4-month old who was born with congenital clubfeet and crooked hands. Her feet were twisted inward. Noticing the abnormality, her parents took her to Da Nang Orthopedic Hospital for a checkup when she was two months old. A special long-term treatment was required for her to obtain normal feet with no pain and normal function. Her legs were the first priority in the treatment plan. It started with four consecutive casts extending from toes to upper thigh for one and a half months.

Both Nguyen Thi Thu Thanh and Le Thi Hong Tham were born into impoverished families in remote areas of the Quang Nam Province. Neither family is able to afford medical care on their own, like so many others in this region. In order to provide proper medical care for these people, Da Nang Orthopedic Hospital, Free Wheelchair Mission and Globus Relief come together to provide the much needed supplies and care. Medical outreach done by organizations such as Da Nang Orthopedic Hospital are essential part of Free Wheelchair Mission’s desire to transform lives by focusing locally on those who have no access to medications and surgeries in remote areas such as Quang Nam Province in Vietnam. Free Wheelchair Mission steps in with necessary supplies that make this free care possible for families who are struggling with both medical and financial challenges.

“If I were given a wish, the only thing I would wish was for my daughter to get treated and have normal hands and legs so she could wear shoes and hold a pen to write just like other children.”

--Mother of Le Thi Hong Tham
PROJECT HIGHLIGHT: A PLACE OF HOPE AND DIGNITY

“For years I had tried many treatments and I didn’t know what was wrong with me and I wasn’t getting better. I had lost my will to live. Two times I tried to kill myself, but then I regretted it because I had a small baby. I thought of my baby.”

Teresita didn’t know it, but she had Hansen’s Disease, also known as leprosy, a slow, progressive, long-lasting infection caused by bacteria. Once feared as a highly contagious and devastating disease, we now know that 95% of all adults are naturally unable to contract Hansen’s Disease and that early diagnosis and treatment can often prevent permanent disability. For those who are susceptible, the germ directly attacks the human nerve cell and its supporting tissues. It is completely curable, but if discovered late, nerves, eyes or limbs may be irreversibly damaged.

The turning point for Teresita was when her cousin suggested she see a doctor in another town. This doctor suggested she go to Damien House, a hospital in Guayaquil for Hansen’s Disease patients. Damien House has over 60 residential patients and serves hundreds of outpatients as well. Initially a wing to one of Guayaquil’s hospitals, in the late 1980s, under the tender care of Sister Annie Credido, it developed into a place of hope and dignity—Damien House—where individuals are able to receive quality medical care seven days a week, twenty-four hours a day. Patients are also provided dental care, physical and occupational therapy, medication and three healthy meals a day. Additionally, Damien House has a community outreach program that helps those who have been treated and cured to secure a home, find work and participate in community activities, returning to living full lives.

Teresita said, “When I arrived at Damien House, I was skin and bones and because of the fever I was a walking skeleton...I gradually began improving...By then my baby was three years old and I couldn’t care for him. At the urging of many of the Damien House residents, and in spite of my fear, I agreed to have surgery on my hands and feet. One of the first signs I had of success was, [before the surgery] I could not grow a toenail on my first two toes and right away, my toenails started growing back. Before they were all watery but now they were growing back right away. When I got home, I wanted to do a little test and I took my shoes off and wanted to feel the gravel on the bottom of my feet and yes, I did feel it. I can do practically anything I could do before.”

Though Teresita didn’t know it at the time, making that first trip to Damien House would bring hope, and the many subsequent trips over the years would create an environment where she could feel more like herself, and, in her words, “my heart grew happy again.”

“Here I began to feel more like myself and my heart grew happy again.”

--Teresita
Empowering under-resourced communities, resolving global health and economic disparities, and improving equality of life are the main goals of Global Medical Brigades. Twelve years after the first medical brigade visit to Honduras, Global Medical Brigades has grown into an internationally recognized program encouraging participation from globally-minded university students with a desire to give back. In August of 2015, a chapter from the City University of New York Macaulay traveled to Panama, armed with supplies from Globus Relief, to provide quality health initiatives to Latino/Indigenous communities that have limited access to health care.

A total of 64 brigader volunteers worked together with licensed medical and dental professionals to provide service at the Ipeti Colono & Torti Clinic and the Aguas Frias Clinic in Darien, Panama. Over the course of three days, 283 children and 210 adults were seen. Through mobile clinics in these communities, each patient received a physician consultation, public health education, prescribed medication, access to diagnostic exams, and restorative dental care as necessary.

Alla Uts, a student from Hunter College, said, “Within only a few days, we medically assisted a little over 400 patients, constructed latrines for families, and educated both adults and children on the importance of clean water, healthy foods, and exercise. We would not have been able to achieve such results without teamwork. All 64 brigaders worked in unity to build the foundations for self-sustainability and to create an astonishing and unforgettable experience.”

In addition to the Medical Brigades, a Public Health Brigade and an Environmental Brigade, with the purposes of improving sanitation and preserving the environment, also made the trip to Panama to help families build compost latrines, dig trenches, and plant seeds. In one week, the participants in these brigades not only made a difference in Panama, but, more importantly, became citizens of the world, recognizing what can be accomplished when humankind works together.

“All Global Brigades was everything I expected and more. Being able to work hands-on in the medical and public health field alongside 63 other passionate brigaders was an experience I could never forget.”

--Emily Leong
CEBU CITY
PHILIPPINES

PROJECT HIGHLIGHT: THE POWER OF POSSIBILITIES

Parents, children, siblings and grandparents…they come from miles away, many traveling for several hours, in each country that Rotaplast International serves. They come in anticipation that they, or a loved one, will receive reconstructive surgery to fix a cleft lip or palate, fused toes and fingers or burn wounds that have contracted leading to decreased mobility. Each arrives with hope for a better future, knowing this may be their only chance to have surgery that they would otherwise be unable to afford. These surgeries are provided by Rotaplast at no cost to patients, giving individuals who may have faced a lifetime of mocking, avoidance and lost opportunities a chance for something better.

Rotaplast International, founded in 1992, initially conducted one surgical mission a year. Through the generosity of those who volunteer time and give donations, that one mission a year grew into 11 missions in 2015 and plans for 15 in 2016. The majority of patients are children, but they also provide surgery for teenagers and adults. In Rotaplast’s 23 years of operation and its 200+ missions, over 17,000 children have been served. In 2015 alone, Rotaplast saw 738 patients and performed 885 procedures, beginning the year in Ethiopia and ending in Bangladesh.

Aiko, in Cebu City, Philippines, had already quit school twice in an attempt to get away from the constant bullying of others. He was being cared for by his older brother, Junjun, 28, while his mother worked 12 hours away. When Junjun read a flyer advertising Rotaplast, he decided to take Aiko to the clinic, recognizing that if Aiko was able to have surgery, it would change the family’s life forever.

Upon arriving at the clinic, Junjun made his way through the crowd of people who carried the same hopes. Eventually he and Aiko were called up. Aiko was registered, a photo taken, and his vitals were recorded. He was then evaluated by the surgeons and anesthesiologists to decide if there was potential for surgery. Finally, pediatricians made sure that Aiko was healthy enough to safely undergo surgery. Once Junjun found out that Aiko had been approved, he contacted his mother, who then made the 12 hour journey to give her consent for Aiko to be operated upon. Once the surgery was completed, Aiko, like so many before him, returned home with more confidence. His entire family now looks forward to a life filled with so many more possibilities.