Globus Relief
Partnering to provide life saving resources to people in need

Annual Report 2008
Dear Friends,

Looking back over the past year, Globus Relief is truly grateful to all our charity partners, volunteers, friends and donors for holding up the torch during these difficult economic times, and helping Globus provide a changing environment to those in need of basic health care. One of the greatest pleasures in life is doing something that makes a significant difference in one’s life, community or world and we are happy to share that experience with you.

Globus Relief continues to support it’s partner charities and has created programs that enable mission groups. Through these partnerships, we provide medical equipment and supplies in over 100 countries. In 2008, we enhanced the Globus Relief International Program to directly facilitate health care improvement projects in developing countries around the world.

As we expand our focus and influence to the direct impact on growing health care needs, we will continue to support our charity partners and donors by sustaining their mission, vision and values. Globus Relief, with your help, will strive to hold up the torch as we continue to set examples for future generations.

We express our sincere gratitude to all of you for allowing us the opportunity to make this work the true joy of life!

Sincerely,

President, Globus Relief
Globus Relief employs dedicated individuals who embrace its mission to provide primary healthcare resources to people in need.

“Become the change you seek in the world”
- Mahatma Gandhi

In our 175,000 sq ft warehouse in Salt Lake City, UT, Globus Relief prepares and manages over $30 million in inventory each year.

Board of Trustees

Brandon Anderson
President - CEO, i4 Solutions

Dan Driggs
Partner - Paint Sundries Supplies

Lester Essig
Attorney - Ray, Quinney & Nebeker

Kelly Farmer
Co-Founder - Globus Relief & President/CEO National Product Sales

Robert Haltom
Co-Founder - Globus Relief

Dennis VanLeeuwen
President
Richardson VanLeeuwen Construction

Daniel Henrie
President/CEO - Sante, Inc.

Manuel C. Menendez III
Chairman /CEO
MCM Group Holdings & 8M8 LLC

Kelly Lee Farmer
CEO - Leesco

Ash Robinson
President - Globus Relief
The story of Globus Relief

Globus Relief was founded in 1996 by successful business entrepreneurs devoted to helping those in need, with a mission to redirect useable health related resources locally and globally. Twelve years later, Globus Relief is a major force for good, creating a reliable humanitarian supply chain that has provided over $200 million dollars, wholesale value in soft medical goods, instrumentation, medical equipment, and other health care products.

From our inception, Globus Relief has sought to cooperate, rather than compete, with other charities. Our founders’ mission was to reduce unnecessary duplication of efforts among charities. Corporate and Business partnerships allow us to redirect humanitarian resources to charity partners, enabling them to provide improved healthcare services more effectively, and reduce expenses so more can be accomplished. As a result, our mission has impacted over 100 countries worldwide.

Over the last twelve years, the growth of Globus Relief has included expanding our office and warehouse facilities from 10,000 sq ft to over 175,000 sq ft, partnering with over 500 charities and servicing over 12,000 projects worldwide. Globus Relief also participates in a recycling program by redirecting millions of dollars worth of useful medical resources from disposal, thus becoming a good steward in protecting the environment.

We believe doing more with less is an essential business model. By rechanneling useable medical resources, we have engineered a way to leverage cash donations - every $1 into $20+ worth of soft medical goods, and every $1 into $5 worth of medical equipment. In light of our business model, we have kept overhead expenses below 2% of the total budget which has allowed Globus Relief to pass tremendous cost savings to our charity partners.

As we move forward in 2009, Globus Relief is excited to continue exercising good business principles and practices, while also expanding our capacity to better serve our charity partners and the healthcare community worldwide.
“the great value of life is to spend it on something that will outlast it.”

-James Truslow Adams

APD Model

**Acquire**
- Donations
- Secondary Market
- Manufacturing
- Medical Suppliers
- Hospitals

**Package**
- Group Products to Partner Needs
- Individual Packing
- Custom Crating

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

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**Business Impact Model**

Globus Relief has developed a Business Impact Model to create sustainable humanitarian projects that have the greatest social impact.

Five segments of our Business Impact model:

- **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 timelines, budget management, cost analysis, reporting social impact, and distribution channels.

- **Acquire/Package/Distribute (APD)** - Also outlined in the diagram to the 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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**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.
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.

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

- Infrastructure - Communities and Government 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.

Six Imperatives for Balanced Communities

In today’s global humanitarian world, the responsibility of providing long term sustainable solutions are greater than ever before. Creating balanced communities requires a holistic approach in addressing some of the world’s most complex issues. The six Imperatives, is an ecosystem with interdependent relationships. All six Imperatives must work together to create healthy, balanced communities.

1. Education - For people, government systems and Six Imperatives
2. Human Needs - Food, shelter, clothing and education information
3. Leadership/Culture - All levels of the community: government, Infrastructure, people. Family, religion, and traditions
4. Economy/Agriculture - Industry, commerce, micro-enterprise and agriculture
5. Environment - Natural resources, clean air, water and sanitation
6. Health - Access to quality healthcare, preventative measures and education
“When one tugs at a single thing in nature, he finds it attached to the rest of the world.”
- John Muir

The distribution channel:

- **Donors**
- **Charitable Partnerships**
  250 partners with influence in over 100 countries
- **Direct Projects**
  Projects designed to improve healthcare internationally through hospitals and clinics
Countries served in 2008:

Afghanistan  Lebanon
Albania  Liberia
Angola  Macedonia
Antigua and Barbuda  Madagascar
Argentina  Malawi
Armenia  Malaysia
Azerbaijan  Mali
Bangladesh  Martinique
Bolivia  Mauritania
Bosnia  Mexico
Brazil  Morocco
Burkina Faso  Mozambique
Burundi  Myanmar
Cambodia  Namibia
Cameroon  Nepal
Central African Republic  Nicaragua
Chad  Nigeria
Chile  Pakistan
China  Papua New Guinea
Colombia  Peru
Congo  Philippines
Costa Rica  Romania
Cote d’Ivoire (Ivory Coast)  Russia
Cuba  Senegal
Dominican Republic  Sierra Leone
Ecuador  Solomon Islands
Egypt  Somalia
El Salvador  Spain
Ethiopia  Sri Lanka
Georgia, Republic of  Sudan
Ghana  Tanzania
Guatemala  Thailand
Haiti  Tonga
Honduras  Uganda
Hungary  Ukraine
India  United States
Indonesia  Uzbekistan
Iraq  Vanuatu
Jamaica  Vatican City
Jordan  Venezuela
Kenya  Vietnam
Korea (North)  Western Samoa
Korea (South)  Zambia
Laos  Zimbabwe
2008 Donor Highlights

Donations are used to bring hope and improved medical aid to those in need in our own communities and abroad.

Corporations making a world of difference:

“Globus has proven they are truly committed to the humanitarian process for improvement of world health. Partnering with this exceptional organization supports McKesson’s mission to make a difference in the lives of those in great need. Once again, we are honored to play a role in the successful accomplishments of the Globus Relief Organization.”

- Kimberly Shaw
McKesson Business Analyst

“Intermountain Healthcare has enjoyed a strategic alliance with Globus Relief for many years in attending to the issues of healthcare accessibility and affordability for Community Health Centers throughout the Intermountain Region.”

- John C. Pingree, Jr.
Vice President
Community Health Programs

“We have appreciated the many years of partnership. We look forward to helping Globus Relief achieve their future goals and objectives. The mission of Globus Relief is to improve the delivery of healthcare to those in need, by gathering, processing, and distributing medical and other humanitarian supplies to charities serving the needy in the US and abroad. We appreciate being a partner in these endeavors.”

- Darrin Lambert
General Manager
Thank You to our Donors...

Donations vary from cash to in-kind donations from individuals, corporations, medical distributors, manufacturers and hospitals. We are grateful that you have chosen Globus Relief to distribute your donations where they are needed most throughout the world. We realize that without your partnership our ability to fulfill our mission would be nearly impossible.

Thank you for your continued support!

...and to our Volunteers!

Globus Relief depends greatly on your commitments which enhance our ability to serve those in need worldwide. We recognize as a community organization it is crucial to cultivate opportunities for those looking to give back. The work is bigger than all of us, and the more hands involved, the greater the impact we have in the world.

The Nelson Family, whose father is a Cardio-vascular Surgeon, spent their holiday activity party sorting over $5 million dollars in cardio vascular supplies that have been donated to hospitals in Nicaragua, Egypt and the Philippines.

Red Butte District, Eagle Scout project, involving 80 volunteers, folded and packaged over a quarter of a million dollars worth of reusable surgical gowns donated to Uganda, Afghanistan and El Salvador.
Siti and her children are receiving treatment for Tuberculosis. They are under a doctor’s care thanks to a converted medical clinic in their village.

In 2008, Globus Relief sent hospital equipment and supplies to help furnish 9 converted rural clinics to benefit those in need.

In 2009, Globus Relief will continue working with The World Family to equip another 24 rural health clinics bringing much needed healthcare to over one million citizens of Ethiopia.

Ethiopia is one of the oldest countries in the world, and Africa’s second-most populated nation. Ethiopia has yielded some of humanity’s oldest origins, making it a primary factor in the developmental history of humanity. However, the development of healthcare services have not been as progressive as the need.

In 2007, the Ethiopian government recognized this issue and began converting thousands of abandoned buildings into healthcare clinics. They continue to train doctors, nurses, and health care providers to work in rural clinics bringing healthcare services closer to these communities. The Ethiopian Ministry of Health, The World Family, and Globus Relief have partnered to bring improved healthcare throughout Ethiopia.

“The World Family deeply appreciates the collaboration with Globus Relief to make an impact in improving the health care system in Ethiopia.”

- Joseph Euyeal
Founder, The World Family
Guatemala

The majority of Guatemalan citizens live below the poverty level. It is estimated that 40% receive no healthcare services. The country has the lowest life expectancy rate and highest infant mortality rate in Central America.

Lack of access to proper healthcare contributes to an increased number of deaths from treatable infections and diseases. Insufficient healthcare services are being improved by building or remodeling and furnishing hospitals and clinics to better facilitate medical services.

Globus Relief along with several partner charities, are currently furnishing and supplying clinics and hospitals in remote areas of the country. Through the assurance of the government, doctors and nurses will be trained and available to provide proper healthcare in newly furnished hospitals and medical clinics.
Myanmar

Myanmar, formerly known as Burma, is the largest country in mainland southeast Asia. On May 2nd, 2008 Cyclone Nargis struck the Irrawaddy Delta. It is the worst natural disaster on record in this region, killing over 146 thousand people, leaving roughly 1 million people homeless, 3.4 million people without clean water, food or livestock and more than 55 thousand people missing. As local military personnel resisted private and foreign aid relief, the need for food, clothing, shelter and healthcare increased dramatically.

Globus Relief recognized the urgency and remained persistent in distributing emergency medical supplies and nutritional supplements where needed. Our collaboration with a network of partners, over 800 in-country volunteers and Asian Christian underground organizations made the distribution of supplies more efficient.

As a result of such a horrific disaster we continue to become even more passionate about our mission and purpose.
Uganda

Uganda is facing many challenging healthcare issues. Eighty percent of Uganda’s doctors work in urban areas, while 80% of the population live in rural areas, making access and response time to proper healthcare services limited. Additionally, the ratio of doctors to individuals is 1 for every 15,000 people.

Globus Relief and Deseret International have partnered to address this increasing challenge. Working with a local medical team in Uganda, we are supporting their efforts by providing medical equipment and supplies for Nakasero Hospital and The National Dental Training Center.

Deseret International’s unique approach to providing proper healthcare in Uganda, has created a template that allows their healthcare partners to become good stewards of change.

Globus Relief is a critical support in this partnership by providing the essential medical equipment and supplies that enables Deseret International to ensure the appropriate use of medical resources that improve healthcare services in Uganda.

“We help people see in themselves their own capacity to make a significant difference and contribution.”

- Doug Jackson
President, Deseret International
"We consider ourselves very fortunate to see every day how your support changes the lives of those we serve... Thank you for your support in providing access to needed healthcare for the underserved."

- Kurt Micka
Executive Director
Utah Partners for Health

Community Health Centers and free health clinics provide care for thousands of low income households, and individuals with no insurance. The capacity of these clinics to address the growing needs is limited due to the lack of adequate funding. Only 60-70 patients can be seen daily, which is approximately 10% of the total requests they receive.

In partnership with Globus Relief, these centers receive supplies and equipment to care for patients. Reduced expenses allow them to serve more people within the communities.

2008 statistics provided by Utah Partners for Health, a Globus charity partner:

- 5,500 patients served, 60% increase over 2007
- 2,000 with acute sickness requiring follow up
- 730 with chronic diseases (lab work included)
- 1,990 prenatal visits conducted
- 350 breast and cervical exams conducted

In response to the ever growing healthcare needs, Globus Relief has increased availability of it’s services and resources to Community Health Centers and free health clinics throughout the United States.

In 2008, Globus Relief contributed over $7 million in medical supplies and equipment to community health programs in the U.S.
Global Surgical Missions

Patients travel for days when they hear that U.S. medical teams have arrived in their nation to perform life changing surgeries, not knowing if they will even be seen—but with the hope that they may be treated.

Specialized surgical mission teams from all over the United States are providing thousands of critical surgeries in countries worldwide. Globus Relief, in partnership with these surgical teams, provides the surgical kits, instruments, and other supplies needed to positively impact the lives of those served.

“Operation Smile is fortunate to have the valuable expertise of an organization like Globus Relief. Our newly initiated Global Standards of Care allow for only the safest and most reliable materials to be used during medical procedures on Operation Smile missions. We thank you for your continued support of Operation Smile.”

- Bill and Kathy Magee
Founders, Operation Smile
### Globus Relief

**Statement of Financial Position**

**December 31, 2008**

*With Comparative Totals for December 31, 2007*

#### ASSETS

<table>
<thead>
<tr>
<th>Description</th>
<th>12/31/2008</th>
<th>12/31/2007</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Current assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash and cash equivalents</td>
<td>$581,718</td>
<td>$806,198</td>
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<tr>
<td>Accounts receivable</td>
<td>107,660</td>
<td>229,396</td>
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<tr>
<td>Inventories</td>
<td>51,570</td>
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<td>Prepaid expenses</td>
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<td>6,063,323</td>
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<tr>
<td><strong>Total current assets</strong></td>
<td><strong>11,920,489</strong></td>
<td><strong>357,046</strong></td>
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<tr>
<td><strong>Fixed assets, at cost</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Equipment</td>
<td>336,141</td>
<td>27,310</td>
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<tr>
<td>Furniture</td>
<td>21,430</td>
<td>258,871</td>
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<tr>
<td>Software</td>
<td>129,492</td>
<td>643,227</td>
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<tr>
<td><strong>Less accumulated depreciation</strong></td>
<td>(347,909)</td>
<td><strong>173,930</strong></td>
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<tr>
<td><strong>Net fixed assets</strong></td>
<td><strong>139,154</strong></td>
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<tr>
<td><strong>Organizational costs</strong></td>
<td></td>
<td>8,511</td>
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<tr>
<td><strong>Less accumulated amortization</strong></td>
<td>(8,511)</td>
<td></td>
</tr>
<tr>
<td><strong>Net organization costs</strong></td>
<td></td>
<td><strong>7,292,132</strong></td>
</tr>
<tr>
<td><strong>Total assets</strong></td>
<td><strong>$12,059,643</strong></td>
<td><strong>$</strong></td>
</tr>
</tbody>
</table>

#### LIABILITIES AND NET ASSETS

<table>
<thead>
<tr>
<th>Description</th>
<th>12/31/2008</th>
<th>12/31/2007</th>
</tr>
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<tbody>
<tr>
<td><strong>Current liabilities</strong></td>
<td></td>
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<tr>
<td>Accounts payable</td>
<td>$49,682</td>
<td>$90,677</td>
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<td>Accrued liabilities</td>
<td>110,533</td>
<td>126,053</td>
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<td><strong>Total current liabilities</strong></td>
<td><strong>160,215</strong></td>
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<tr>
<td><strong>Net assets</strong></td>
<td></td>
<td>7,124,593</td>
</tr>
<tr>
<td>Unrestricted</td>
<td>11,864,154</td>
<td>41,486</td>
</tr>
<tr>
<td>Temporarily restricted</td>
<td>35,274</td>
<td></td>
</tr>
<tr>
<td>Permanently restricted</td>
<td></td>
<td>7,166,079</td>
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<tr>
<td><strong>Total net assets</strong></td>
<td><strong>11,899,428</strong></td>
<td><strong>7,292,132</strong></td>
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<tr>
<td><strong>Total liabilities and net assets</strong></td>
<td><strong>$12,059,643</strong></td>
<td><strong>$</strong></td>
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# Globus Relief
## Statement of Activities
### December 31, 2008
### Year Ended December 31, 2008

## SUPPORT AND REVENUES

<table>
<thead>
<tr>
<th>Support</th>
<th>Unrestricted</th>
<th>Temporarily Restricted</th>
<th>12/31/2008</th>
</tr>
</thead>
<tbody>
<tr>
<td>In-kind donations</td>
<td>$ 33,587,284</td>
<td>$</td>
<td>$ 33,587,284</td>
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<tr>
<td>Contributions</td>
<td>210,565</td>
<td>17,274</td>
<td>227,839</td>
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<tr>
<td>Donated rent / other operating costs</td>
<td>196,711</td>
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<td>196,711</td>
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<tr>
<td>Net assets released from restrictions</td>
<td>120,776</td>
<td>18,000</td>
<td>138,776</td>
</tr>
<tr>
<td>Special projects donations</td>
<td>41,486</td>
<td>(41,486)</td>
<td></td>
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<tr>
<td><strong>Total current assets</strong></td>
<td>$34,156,822</td>
<td>(6,212)</td>
<td>$34,150,610</td>
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## REVENUES

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<tr>
<th>Revenue</th>
<th>Unrestricted</th>
<th>Temporarily Restricted</th>
<th>12/31/2008</th>
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<tbody>
<tr>
<td>Handling and processing fees</td>
<td>1,328,902</td>
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<td>1,328,902</td>
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<tr>
<td>Product conversion income</td>
<td>334,415</td>
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<td>334,415</td>
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<tr>
<td>Interest income</td>
<td>11,482</td>
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<td>11,482</td>
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<tr>
<td>Miscellaneous income</td>
<td>3,473</td>
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<td>3,473</td>
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<tr>
<td><strong>Total Revenues</strong></td>
<td>1,678,272</td>
<td></td>
<td>1,678,272</td>
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</table>

**Total support and revenues** $35,835,094 $ (6,212) $35,828,882

## EXPENSES

<table>
<thead>
<tr>
<th>Expense</th>
<th>Unrestricted</th>
<th>Temporarily Restricted</th>
<th>12/31/2008</th>
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<tbody>
<tr>
<td>Program services</td>
<td>$30,664,101</td>
<td>$</td>
<td>$30,664,101</td>
</tr>
<tr>
<td>General and administrative</td>
<td>171,806</td>
<td></td>
<td>171,806</td>
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<tr>
<td>Development and fundraising</td>
<td>259,626</td>
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<td>259,626</td>
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<tr>
<td><strong>Total expenses</strong></td>
<td>31,095,533</td>
<td></td>
<td>31,095,533</td>
</tr>
</tbody>
</table>

**Change in Net Assets** 4,739,561 (6,212) 4,733,349
**Net assets, beginning of year** 7,124,593 41,486 7,166,079

**Net Assets, end of year** $11,864,154 $35,274 $11,899,428
Be an influence in the change for good.

How you can be involved:

• Volunteer time
• Assist with projects
• Monetary, stock & real estate donations
• In-kind healthcare donations