A WORD FROM OUR PRESIDENT

To Our Friends, Supporters, Donors, and Partners,

Looking back over the past seventeen years, I am amazed and gratified at both the expansion and change that has occurred in our organization. While our strategies and processes have changed some over the years, the mission has remained the same: To improve the delivery of healthcare to underserved populations throughout the world by supporting charity partners with needed supplies, instruments, and equipment. We feel that we are fulfilling that mission better than ever, and we are pleased with what we have become and that we always strive to do better.

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 because of the generosity of our donors and the relationships that have been established with Non-Governmental Organizations (NGOs), local partner charities, corporations, hospitals, and governments working to provide access to improved healthcare in over 135 countries throughout the world and here at home. Together we have distributed medical equipment and supplies to over 700 partner charities working with healthcare institutions and missions around the world.

Of course, so much of this would never be possible without our remarkable staff at Globus Relief who work hard to live up to our promises. Each individual within the organization does their part in supporting the Globus Relief mission. In addition, we have had a wide variety of individuals, small groups, and corporate teams come in over the past year with a desire to do some good in the world. These volunteers provide a valuable service to not just to Globus Relief, but also to people around the world whom they will never meet.

From Afghanistan to Liberia and Libya to Zimbabwe, on behalf of the many individuals who were served, we thank you. 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.

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.

**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.

**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.

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.

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

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 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, including provisions for catastrophic events.

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, 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 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.
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.
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.
## ASSETS
Current assets
- Cash and cash equivalents $491,684
- Accounts receivable 1,124,672
- Allowance for doubtful accounts (10,448)
- Inventories 10,641,494
- Prepaid expenses 52,489

**Total current assets** $12,299,891

Net fixed assets $47,130
Deposit on software 198,410

**Total assets** $12,545,431

## LIABILITIES AND NET ASSETS
Current liabilities
- Accounts payable $863,237
- Accrued liabilities 210,405
- Line of Credit --

**Total current liabilities** $1,073,642

Net assets
- Unrestricted $11,404,149
- Temporarily restricted 67,640
- Permanently restricted --

**Total net assets** $11,471,789

**Total liabilities and net assets** $12,545,431

## SUPPORT AND REVENUES
Support
- In-Kind donations $28,887,327
- Donated rent and other operating costs 131,845
- Contributions 445,630
- Special projects donations 20,000
- Net assets released from restriction --

**Total support** $29,484,802

Revenues
- Handling and processing fees $3,397,077
- Product conversion income 1,755,962
- Miscellaneous income 95,807
- Interest income 390

**Total revenues** $5,249,236

**Total support and revenues** $34,734,038

## EXPENSES
- Program services $82,435,659
- General and administrative 265,254
- Development and fundraising 95,436

**Total expenses** $82,796,349

- Change in net assets $(48,062,311)
- Net assets, beginning of year 59,534,100

**Net assets, end of year** $11,471,789
COUNTRIES SERVED
Year ending December 31, 2013

Afghanistan
American Samoa
Andorra
Anguilla
Antigua
Bangladesh
Belize
Bhutan
Bolivia
Brazil
Burkina Faso
Cambodia
Chad
Chile
China
Colombia
Cuba
Dominican Republic
Ecuador
Egypt
El Salvador
Equatorial Guinea
Ethiopia
Fiji
Ghana
Guatemala
Haiti
Honduras
India
Iran
Iraq
Kenya
Lebanon
Liberia
Libya
Madagascar
Mali
Mexico
Morocco
Mozambique
Myanmar
Nepal
Nicaragua
Niger
Nigeria
Pakistan
Paraguay
Peru
Philippines
Romania
Rwanda
Syria
St. Vincent & The Grenadines
Tanzania
Togo
Tonga
Thailand
Turkey
Uganda
Ukraine
United States
Uzbekistan
Venezuela
Vietnam
West Bank
Western Samoa
Yemen
Zambia
Zimbabwe
Minutes before Pete Tidwell’s arrival at Deseret Hospital, an expectant mother and her newborn baby christened a birthing bed and a bassinet. Normally a typical occurrence throughout the world, in Sowotuom, Accra, Ghana, this birth, this day, was remarkable.

The doTerra® Healing Hands Foundation, under the direction of Pete Tidwell, had been working with Globus Relief for months to obtain supplies and equipment and then send them on their long journey to Ghana. Finally the containers had landed and Pete was on his way to witness the unpacking and furnishing of the hospital.

Upon his arrival, Pete noticed two old, rusty exam tables that had been used for many procedures, including giving birth, sitting outside in front of the hospital. This gave Pete some misgivings at what he may see inside. Instead, Pete was delighted to witness a small, very clean, and precisely organized hospital.

This delight doubled as a new born baby was placed into his arms. Pete realized that mothers were no longer going to be giving birth on old, rusty exam tables. Instead, there were now birthing beds for the mothers, and these treasured babies could be tucked away into beautiful bassinets.

We may question whether the humanitarian work we do is worthwhile. Pete saw the impact of generous donations as an entire hospital was outfitted, from operating rooms to patient rooms. We may not always be in a position to see the impact, but sometimes, like Pete, we are able to hold immediate results.
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IRAN

HEALING SKIN, PROVIDING HOPE

Nassim was born with Epidermolysis bullosa (EB), a condition where the protein that anchors his two outermost layers of skin is missing. As a result, rather than moving together, his two layers of skin move independently creating tears and blisters at the slightest amount of pressure, often causing sores similar to third-degree burns. There is currently no cure for EB and left untreated, infection and fusion of the hands and feet may follow. In some cases, skin grafting can be utilized, however, the majority of children with this disease have no access to this treatment. This is where Hassan Ameli from Heal the Child Skin Disease Foundation steps in.

Heal the Child Skin Disease Foundation currently provides wound care and bandages for more than 300 children diagnosed with EB. Because of the fragility of the skin, only non-adhesive and foam-type dressings can be used. Unfortunately, each bandage can only be utilized for 2-4 days which creates a desperate demand for more supplies.

According to Hassan many parents have called to express their gratitude for the positive impact of the supplies being received. The father of Fateme, a twelve-year old girl with EB, said, “My daughter has not had a single day without suffering, pain, and crying since she was born. I saw her smile and happiness after we used these foam dressing bandages.” In Hassan’s own words, “These bandages and foam dressings are the only way to help [these affected children] to have less pain. I would like to thank all of the donors who help us to support these innocent children. I hope we can provide them bandages for every day.”

“I saw her smile and happiness...”

--Father of Fateme