A Word From Our President

Dear Friends,

One of the greatest pleasures in life is doing something that makes a significant difference in someone’s life, community, or world. We are happy to share that experience with you as we strive to increase access to improved healthcare around the world!

Since its inception in 1996, Globus Relief has flourished into an internationally recognized humanitarian medical resource organization and provided aid to hundreds of thousands of people. This year we have been able to support disaster relief efforts as well as continue to bolster US based Community Health Centers and international projects with a variety of health-related goals. Our work has been successful because of partnerships with US based an international Non-Governmental Organizations (NGOs), charities, corporations, hospitals, and governments working to provide access to improved healthcare in over 100 countries throughout the developing world and here at home.

Globus Relief values resources, accountability, quality, efficiency, and credibility with our partners and those we serve. These values, coupled with our aversion to waste, have prevented millions of pounds of useable surplus from ending up in landfills and salvage facilities across the United States. Our values and partnerships are instrumental in the continued success of the vision, mission, and operations of Globus Relief.

To every stake holder in this organization who has put their trust and strength in this very special work, we thank you for your continued support of our humanitarian efforts. Together with you, our cash donors, in-kind donors, charity partners, corporate partners, volunteers, and friends, we make a needed difference in the lives of underserved populations. Once again, thank you for joining us in the mission to improve the delivery of healthcare!

Sincerely,

Ash Robinson
President
Widow’s Mite
The Story Behind the Globus Relief Logo

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.

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 decision 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.
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 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.
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.
The Value in Donating

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 our 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.
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.
**SUPPORT AND REVENUES**

<table>
<thead>
<tr>
<th>Support</th>
<th>Amount</th>
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</thead>
<tbody>
<tr>
<td>In-Kind donations</td>
<td>$82,561,835</td>
</tr>
<tr>
<td>Donated rent and other operating costs</td>
<td>152,837</td>
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<td>Contributions</td>
<td>100,653</td>
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<td>Special projects donations</td>
<td>45,130</td>
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<tr>
<td>Net assets released from restriction</td>
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<tr>
<td><strong>Total support</strong></td>
<td><strong>$ 82,860,455</strong></td>
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<table>
<thead>
<tr>
<th>Revenues</th>
<th>Amount</th>
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<tbody>
<tr>
<td>Handling and processing fees</td>
<td>1,623,525</td>
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<tr>
<td>Product conversion income</td>
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<tr>
<td>Miscellaneous income</td>
<td>8,338</td>
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<tr>
<td>Interest income</td>
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<td><strong>Total revenues</strong></td>
<td><strong>2,372,546</strong></td>
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| **Total support and revenues**                | **$ 85,233,001** |

**EXPENSES**

| Program services                             | 66,677,080 |
| General and administrative                   | 270,478    |
| Development and fundraising                  | 131,674    |
| **Total expenses**                           | **$ 67,079,232** |

| Change in net assets                         | 18,153,769 |
| Net assets, beginning of year                | 11,278,480 |
| **Net assets, end of year**                  | **$ 29,432,249** |

**ASSETS**

<table>
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<tr>
<th>Current assets</th>
<th>Amount</th>
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<tbody>
<tr>
<td>Cash and cash equivalents</td>
<td>$ 437,880</td>
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<tr>
<td>Accounts receivable</td>
<td>160,098</td>
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<tr>
<td>Allowance for doubtful accounts</td>
<td>(11,740)</td>
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<tr>
<td>Inventories</td>
<td>28,795,877</td>
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<td>Prepaid expenses</td>
<td>35,550</td>
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<td><strong>Total current assets</strong></td>
<td><strong>$ 29,417,665</strong></td>
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| Net fixed assets                             | 65,060   |
| Deposit on software                          | 79,674   |
| **Total fixed assets**                       | **$ 29,562,399** |

**LIABILITIES AND NET ASSETS**

<table>
<thead>
<tr>
<th>Current liabilities</th>
<th>Amount</th>
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<tbody>
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<td>Accounts payable</td>
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<tr>
<td>Accrued liabilities</td>
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<td><strong>Total current liabilities</strong></td>
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<table>
<thead>
<tr>
<th>Net assets</th>
<th>Amount</th>
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<tr>
<td>Unrestricted</td>
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<tr>
<td>Temporarily restricted</td>
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<tr>
<td>Permanently restricted</td>
<td>-</td>
</tr>
<tr>
<td><strong>Total net assets</strong></td>
<td><strong>29,432,249</strong></td>
</tr>
<tr>
<td><strong>Total liabilities and net assets</strong></td>
<td><strong>$ 29,562,399</strong></td>
</tr>
</tbody>
</table>
2010 IN-KIND DONORS

Art Street Clinic
Abbot
Adopt-A-Native Elder
Alpaca Protech
A&M Labs Inc.
Anderson Mill Health & Rehab (Brian Center Austin)
Animal Medical Clinic
Arco Packaging
Awapieda Team
Bell Hospital
Bemis Manufacturing Company
Benjamin Elementary School
Birth and Family Place Inc.
Boston Medical Center
Board Tree Medical (Sarasota)
Brigham Young University
Canyon Rim Storage
Caregiver Support Network
Carolina's Healthcare System
Castleview Hospital

CGH Medical Center
Christus St Michael Health System St Catherine
Christus St Michael Health System St Elizabeth
Christus St Michael Health System St Mary
Christus St Michael Health System St Patrick
Christus St Michael Health System - Santa Rosa City Center
Christus St Michael Health System - Schumpert St Mary
Clayston Plastic Surgery
Coastal Carolina Hospital
Colfax County Hospital
Colby's Kettle Corn
Community Health Center Bear Lake
Community Hospital of the Monterey Peninsula
Covin
Critical Care Systems
Cruzei Keystone Health System
Cruzei Regional Cancer Center
Cure Medical
Davis Hospitals & Medical Center
DeRoyal Industries
Direct Relief International
Direct Supply
Doctores Regional Hospital
Dollar Financial Group
Eagle Mini Storage
Feliz Inc.
First Choice Home Health

Flex Care
Florida Hospital Memorial Med Center
G.E. Healthcare
Genesis Healthcare Systems
Gibbs Franchise
Good Samaritan Hospital
Grand Regional Medical Center
Granada Medical
Hage Medical Center
HCA Fair West Consolidated Distribution Center
Healing Hands For Haiti Foundation
HealthQuest International
Hillcrest Hospital
Hilton Head Hospital
Hope Alliance
HorizonWest Healthcare, Inc.
Huntsman Cancer Hospital
Huntsville Hospital
Icecold Water LLC
Intermountain Health Care Laundry
Intermountain Healthcare
Intermountain Medical Center (MMC)
IU Medical
Jenner Brown Hospital
KCI
Kennedy Health Systems
Lumbar Medical Technologies
Lakeview Hospital
LDS Hospital
LDS Humanitarian Center
Lee-Sar
Light Touch
LoxAnAnge Foundation
Malheer Free Clinic
Macchian Medical
Mary Clin Jacksonville
McKesson
McKesson CL
McKesson InCare
McKesson MedSurg East Care White D
Medline Industries Inc
MegaDyne Medical Products
Memorial Hospital of Sweetwater County
Medline Hospital
Medusa Orthodontics LLC
Mountains View Hospital
Mountainside Community Health Center
Murray City Hospital
National DME
National Health Care
Nerium International
Oceanside Medical Group
Networks Marketing Corporation
Neways Worldwide, Inc
North Bay Healthcare
NPS (National Products Sales)
NSF Enterprises
NY Presbyterian-Weill Cornell Medical Center
Operation USA
Owens & Minor

Palmetto General Hospital
Patterson Dental
Prairie Lakes Healthcare
Presque Isle Shores
Primary Children's Hospital
Project Perfect World
Provision International
Riverland Hospital
Rocky Mountain Hospice
Ross Stores, Inc.
Salt Lake Community College Surgical Tech Program
Salt Lake Regional Medical Center
Salt Lake Surgical Center
San Diego Hospice and Palliative Care
Saratoga Hospital
Shands Hospital
Sharing Resources Worldwide
Shriners Hospital
Sierra Vista Regional Medical Center
Sinclair Medical
Smith's Pharmacy
South Davis Hospital
Spartan Memorial Hospital
SRI Surgical Express Steckton
St. John's Medical Center
St. Luke's Community Hospital
St. Mary's Hospital
Summervew Medical
Surfcast
Sundance Excess
Tanbark
Tooele Hospital
The Caring Place
The Christmas Box House International
The Happy Factory
The Medication Shoppe
The Regional Medical Center
Tiny Tim's Foundation For Kids
Todes Los Ninos
Tooele County Health Department
Tri-Anim Health Services (Tri Wayne, Ind)
Tri-Anim Medical Sacramento
Tri-Anim Medical Health Services Inc
Tri-Anim Medical Orlando
Tri-Anim Medical Sylmar CA
Trimmer Medical Products
University of Utah College of Nursing
University of Utah, MSA
University of Utah School of Medicine
UPS
USDA
Utah Food Bank
Utah Handicapped Relief
Utah Hospital Task Force
Utah Valley Regional Medical Center
Valley Baptist Medical Center
West View Women's Center
W.L. Gore
World Care
World Family Foundation
WEST BANK

Through the partnership of American Near East Refugee Aids (ANERA), Globus Relief was able to deliver antibiotics and medical supplies to 19 clinics and hospitals. Container shipments included, among other things, 260,000 capsules of Cephalexin, hand sanitizer, exam gloves, syringes, surgical gowns, wheelchairs, and over the counter medications.

“The donation arrived during a time of great need and helped relieve the mounting financial pressure on hospitals and clinics, while helping them maintain critical health care services to their patients. On behalf of ANERA, these health care providers, and their patients we would like to extend our deepest appreciation to Globus Relief for making this shipment possible.”

- Jennifer Ibrahim
ANERA In-Kind Program Manager

ECUADOR

On an annual basis our Director of Operations, Doug Beck makes a trip to Guayaquil Ecuador to Roberto Gilbert Hospital. In connection to our partnership with Operation Smile, dozens of corrective surgeries are performed to help children in low income families live a higher quality of life. Globus Relief helps provide medical resources and equipment to make these surgeries possible.

This was reported as being the most successful year so far, with 49 surgeries performed by a 42 person team, and for the first time ever, a clubfoot training symposium hosted by the Ponseti International program.
When earthquakes devastated Haiti in January, Globus Relief assessed needs with Christian Aid Ministries, an in-field partner to begin addressing disaster relief right away. Multiple container shipments of hydration supplies, IV access, antibiotics, respiratory care, patient care, medical linens and laboratory supplies were sent. Later shipments included nutritional shakes, medical supplies, and equipment to Hospital Albert Schweitzer and clinics in surrounding areas.

One recipient, MacArthur (below) lost his family in the disaster, was crushed and required a leg amputation. Because of the teamwork of partner organizations, he was able to receive corrective surgery, rehabilitative treatment and a prosthetic leg.

FEDES Foundation is a valued partner of Globus Relief. In the wake of disaster from earthquakes, FEDES became an intrugal part of providing relief to disaster survivors. Coincidentally, Steven Colon of FEDES visited Globus a month before the earthquakes struck and a container shipment of medical supplies and equipment was already prepared and shipped for use. We continued to assess and supply their needs.

Facilities that received medical resources include the Regional Hospital in Talca, the School of Chacarillas, made into an emergency reception center for seniors and families, in-field clinics, and tent cities for locals who lost their homes.

“In the face of all this need its hard to feel that anything you can do will make a difference, but as we stopped in each area to give what we could, we saw how important our presence was to the people there.”

-Steven Colon
Founder/President FEDES