

# for kids

MedShare  
2011 Annual Report





MedShare

# our mission

MedShare is dedicated to bridging the gap between surplus and need to improve healthcare and the environment in the United States and abroad.

# our purpose

MedShare acts as a recycling and distribution center for surplus medical supplies and equipment. MedShare collects unused medical supplies that are still valuable but no longer in demand and redistributes these products to healthcare facilities in medically underserved communities.

# our commitment

MedShare is committed to serving all needy healthcare institutions regardless of religion, politics or race. However, MedShare often partners with various faith-based and civic initiatives in efforts to fulfill its mission.

# our community

MedShare relies on the generosity of both corporate and private donors to operate. MedShare's beneficiaries are all underserved healthcare institutions requesting help throughout the world.



## to the medshare community,

I joined MedShare on September 1, and am honored to be part of this wonderfully passionate team. With each day that passes, I continue to be amazed by the commitment that all members of the MedShare family have for our extraordinary mission.

We're thrilled to share our Fiscal Year 2011 Annual Report with you. When I think of the \$93 million worth of medical supplies and equipment sent in 680+ container shipments to 88 countries plus 2,100 medical mission teams provisioned and over 2 million cubic feet of space saved from landfills since 1998, I am blown away by the tremendous impact of our organization. I invite you to spend time reading through the report and letting the words sink in. It's powerful stuff.

Everywhere I go, the message from our donors, partners, volunteers, board and council members is brilliantly consistent: they express great admiration and gratitude for the unique MedShare model that A.B. Short and Bob Freeman created 13 years ago, and they all convey with great urgency that we must continue to do more.

We need more supplies, more volunteers, and more resources. With these invaluable inputs, we can save more lives and improve health infrastructure in the developing world, as well as reduce the environmental impact we have at home.

To make these goals a reality, I'm excited to work in partnership with each of you, and I am honored to follow in A.B.'s amazing footsteps. Won't you join us? It truly does all add up.

In service,



A handwritten signature in black ink, appearing to read 'M. Rentz'.

Meridith L. Rentz  
CEO & President

## dear friends,

It's hard to know where to begin as I reflect not just on Fiscal Year 2011, but also on the 13 years that have passed since Bob Freeman and I founded MedShare. I'm humbled by our staff's commitment, our in-kind and financial donor community's generosity, our volunteers' willingness to help and our Board's dedication.

My expectations have been far exceeded, and this is best exemplified by this past fiscal year's accomplishments. From July 1, 2010 to June 30, 2011, we shipped 107 containers to 38 countries, equipped 394 medical mission teams, enabled 27,000 volunteer hours, and improved countless lives. The most amazing part is that YOU – our stakeholders and supporters – enabled these life-saving accomplishments. Everything you do adds up, and for this, we thank you.

From this self-proclaimed "do-gooder," I appeal to you to keep doing good. Your involvement and investment have made our vision for MedShare a reality and have created and sustained an organization that will continue to do good for many years to come. I'm proud to hand the reins to Meridith Rentz, my very capable successor. Our work is not yet done and I encourage your continued support of our mission to bridge the gap between surplus and need.

Thank you,



A handwritten signature in black ink, appearing to read 'A.B. Short'.

A.B. Short  
Senior Advisor to the CEO  
& Co-Founder



MedShare's Senior Biomedical Engineer Eben Armstrong trains technicians in Nigeria.

**everything we do** throughout the year adds up to landfill space saved, lives improved, social fabric created, and healthcare systems strengthened.



## july

Lindsey Barnett, Senior Programs Manager, visits East African recipients VICDA and CURE Uganda

The Coca-Cola Africa Foundation – MedShare Volunteer Event is held at The Coca-Cola Headquarters in Atlanta to celebrate our partnership

## august

Senior Biomedical Engineer Eben Armstrong travels to Haiti to train technicians and check on the 25 shipments sent in response to the January 2010 earthquake

Dave Pass, Chief Advancement Officer, and Chuck Haupt, Executive Director, Western Region, travel to Viet Nam to assess needs for MedShare solutions in the Vietnamese healthcare system

## november

MedShare equips a medical mission team bound for Northern Nigeria that, later this month, treats 1,261 patients in 5 days

## december

MedShare exceeds monthly goal of 10 containers by shipping 14, and closes the calendar year with a total of 101 shipments

## january

MedShare participates in Georgia Governor Nathan Deal's Day of Service as part of Inauguration festivities



Hannah Machemehl raised money to sponsor a container to Guatemala.

## february

Charity Navigator ranks MedShare in the Top Ten Highly Rated Charities Relying on Private Contributions

MedShare's Western Region celebrates its 50th container shipment

## march

MedShare's newly-formed New York Regional Council hosts its first meeting

University of Georgia student Hannah Machemehl raises money to sponsor a container to Guatemala

## april

Honorable Alfred O. Vanderpuije, the Mayor of Accra, Ghana, visits MedShare's Headquarters

MedShare receives grant from The Atlantic Philanthropies to strengthen health systems in Hue and Khanh Hoa provinces in Viet Nam

## may

MedShare supports the world's soon-to-be newest nation, South Sudan, by shipping two containers of medical supplies and equipment

## june

MedShare hosts the Catholic Healthcare Association for a dinner and tour during their annual Global Summit in Atlanta

MedShare responds to tornadoes in Alabama by shipping two tractor-trailer loads of medical supplies to the Alabama Association of Volunteer Fire Departments



MedShare's 2011 fiscal year is from 7/1/10 - 6/30/11

# our recipients



## medical mission teams supported

BELIZE	2	MONROVIA	1
CAMBODIA	3	MOROCCO	1
CAMEROON	1	NEPAL	5
CHINA	1	NICARAGUA	21
CONGO	10	NIGER	2
COSTA RICA	1	NIGERIA	21
DOM. REPUBLIC	12	PANAMA	4
ECUADOR	10	PAPUA N. GUINEA	1
EL SALVADOR	4	PERU	9
ETHIOPIA	6	PHILIPPINES	14
GEORGIA	1	RWANDA	1
GHANA	17	SAIPAN	1
GUATEMALA	20	SENEGAL	1
HAITI	49	SIERRA LEONE	1
HONDURAS	31	SOUTH AFRICA	2
INDIA	5	SUDAN	1
JAMAICA	5	SWAZILAND	1
JAPAN	1	TANZANIA	3
KAZAKHSTAN	1	THAILAND	3
LAOS	2	TOGO	1
LIBERIA	8	UGANDA	6
LIBYA	2	UNITED STATES	74
MALAWI	4	UZBEKISTAN	1
MALI	1	VIET NAM	1
MEXICO	2	ZAMBIA	1
MOLDOVA	1	<b>TOTAL</b>	<b>394</b>

## containers shipped

AFGHANISTAN	1	LIBERIA	1
ARMENIA	1	LIBYA	1
BOLIVIA	2	MAURITANIA	1
CAMEROON	3	NICARAGUA	2
COLOMBIA	2	NIGERIA	14
CONGO	2	NORTH KOREA	2
COSTA RICA	1	PAKISTAN	1
DOM. REPUBLIC	1	PALESTINE	1
ECUADOR	11	PANAMA	1
EL SALVADOR	4	PERU	1
GAMBIA	2	SIERRA LEONE	2
GEORGIA	1	SUDAN	2
GHANA	6	TANZANIA	1
GUATEMALA	2	TONGA	1
HAITI	11	UGANDA	3
HONDURAS	1	UKRAINE	2
JAMAICA	1	UNITED STATES	10
KENYA	5	ZAMBIA	1
LESOTHO	2	ZIMBABWE	1
	<b>TOTAL</b>		<b>107</b>





**we distributed** over \$13.2 million worth of medical supplies and equipment in **107 forty-foot containers** and supplied more than **390 medical mission teams**. It all adds up to providing tens of thousands of individuals in the economically developing world with healthcare that would otherwise be unavailable.





CURE International Uganda Children's Hospital's Derek Johnson with a patient.

**we shipped** containers of medical supplies and equipment to 38 countries this year and provisioned medical mission teams that served in 51 countries. This worldwide impact adds up to countless lives saved and even more touched.



**in the dominican republic,** a 20 year-old man had a motorcycle accident that resulted in an open fracture. Unable to get treatment, his fracture remained open for one whole year. During that time, his mother applied a mixture of raw sugar and iodine to the wound every day to prevent infection. When MedShare supplies arrived on the scene, this young man's fracture was healed and his life changed.

**"we've witnessed** a 20% increase in surgical case volume this past year (200 patients in real terms). The hospital is operating at 85% capacity. The support from MedShare, in the form of supplies and equipment, has helped offset the rising cost of operations, which has enabled us to meet the growing demand for our services. Together with MedShare, the CURE Children's Hospital of Uganda saved the lives of 1,100 children over the past twelve months, as well as transformed the lives of families and communities in Uganda."

-DEREK JOHNSON, EXECUTIVE DIRECTOR,  
CURE CHILDREN'S HOSPITAL OF UGANDA

**elisha wasike** was born on December 11, 2006. According to his mom, Elisha had no defect at delivery. Two months later, however, he developed a febrile illness characterized by convulsions, irritability and excessive crying. The Wasike family's local hospital couldn't figure out the problem, and took him to another hospital that uses MedShare supplies. Elisha had a successful operation, and is now an active and healthy boy.



**a medical mission team** from Dublin, GA traveled to Good Samaritan Hospital in the Caribbean this June. Equipped with \$2,000 worth and 66 bags of medical supplies from our MedTeam store, they provided surgery for 33 people in one week.

One of these 33 people was a little girl who received a life-changing surgery to repair her split thumb. This "extra finger" had been the source of much teasing throughout her young life.





# we believe the world needs more of what we have to offer.

As we can efficiently and effectively move more products through our supply chain to health clinics and hospitals in need, we can save more lives, keep perfectly useable supplies out of U.S. landfills, and engage more volunteers in meaningful service. The stronger, healthier communities we'll be supporting in developing countries and the U.S. will add up to a better world.

We are exploring expansion into South Florida and the Mid-Atlantic Region by 2013, and onwards after that. This year, a Regional Council was formed in New York to support our work in the Northeast, and we also engaged in a feasibility study in Florida and recruited local champions for our work.

Our goal is to scale the social impact of MedShare's unique model. It all adds up.





As part of the Georgia Non-Profit Solar Project, Radiance Solar installed 105 solar panels on our Southeast Region Distribution Center.

**we are green.** our mission is to deliver medical supplies to underserved populations around the world while lessening the impact of medical waste in the United States, but did you know that we've taken great strides over the past few years to make our operations and warehouses more environmentally-friendly as well? It all adds up.

### energy saved

MedShare's supply and recovery efforts each year save approximately 535,000 lbs of CO<sub>2</sub>, equal to almost 554,000 miles driven; and 1.8 million kwh, equal to 150 household's annual electricity.

### landfill space saved

In FY 2011, MedShare surpassed more than 2 million cubic feet of medical supplies and equipment saved from U.S. landfills.

### awards

MedShare's Western Region was named a 2010 Waste Reduction Awards Program (WRAP) winner by the state of California.



*This Annual Report is printed on recycled paper.*



Kaiser Permanente volunteers at MedShare's Western Region.

**volunteers** make our work possible. Our operations depend on dedicated individuals and groups to help us bridge the gap between surplus and need.

MedShare's volunteer corps averages 1,500 dedicated individuals per month, many on a recurring weekly or monthly basis. In the **27,075 volunteer hours** contributed in FY 2011, **412,139 lbs of donated supplies** were sorted and more than **37,324 boxes** were prepared. Every item sorted adds up to lives saved.

## georgia governor nathan deal

Georgia Governor Nathan Deal and the First Lady Sandra Deal attended the Southeast Region's Volunteer Banquet this year, and we also participated in Governor Deal's Inaugural Day of Service.

## full circle

For volunteers like Dr. Helen O'Keeffe Vajk, a retired Kaiser Permanente anesthesiologist, MedShare comes full circle. In addition to sorting supplies and helping run our medical team store, Helen also takes medical mission trips to South America and Africa where she uses MedShare-provided supplies on patients. Fun fact: almost 10% of our volunteers in the Western Region are Kaiser Permanente employees!

## a volunteer remembered

We lost one of our long-standing and most dedicated volunteers, Deborah Printz, this year. In the 2,000+ volunteers hours she gave, Deborah trained newbies, helped establish the Wednesday volunteer group, and helped start and maintain our surgical steel instrument sorting program. To recognize Deborah's invaluable service, we established an annual award in her honor. The "Deborah Printz Award" is our highest honor for volunteer services in the Southeastern Region, and will go to the person who gives the most volunteer hours in a year.

## volunteer sounds

At the end of each sorting session, clapping and cheering can be heard throughout the MedShare offices. Volunteer leaders tally the total pounds sorted and number of boxes packed, and volunteers celebrate their accomplishment. The items they packed go directly from their hands to recipients around the world.



Governor Deal, the First Lady, and MedShare's Lindsey Barnett with the Southeast's top volunteers.



Deborah Printz sorting.

## The groups below are among those we were proud to host this year:

- |                                |   |
|--------------------------------|---|
| AORN                           | Maynard Jackson Youth Foundation                          |
| AT&T                           | McKesson  |
| AutoTrader                     | Novartis  |
| Bank of America                | Novo Nordisk  |
| Bell South                     | One Brick   |
| Boy Scouts                     | OSIsoft   |
| BBDO                           | Owens & Minor   |
| Chevron                        | Restore   |
| Cisco                          | Salesforce.com  |
| Coca-Cola                      | Samuel Merritt University                                 |
| Corpus Christi School          | Triage Consulting   |
| Covidien                       | Tuesday and Thursday<br>regulars in the<br>Western Region |
| Dekalb County<br>School System | Wednesday regulars in the<br>Southeastern Region          |
| Emory University               | Wells Fargo   |
| Engage PR                      | Westminister School                                       |
| Girl Scouts                    |   |
| Ingenix                        |   |
| Kaiser Permanente              |   |





Cameroon's Hopital General Douala staff unload a container.

**“the coca-cola** africa foundation’s seven year partnership with MedShare has proven to be one of the most pragmatic, effective and sustainable needs-driven interventions addressing Africa’s health issues.”

-WILLIAM ASIKO, PRESIDENT, THE COCA-COLA AFRICA FOUNDATION



**“the work of medshare,** specifically, is to help provide low-cost, high quality equipment and consumables in a respectful manner, and to help improve service delivery to the people. MedShare approaches its work in a systematic and respectful manner that allows the recipients to address their needs in an organized and predictable system, which in turns help improve planning and decision making.”

- DR. LE NHAN PHUONG, POPULATION HEALTH PROGRAMME DIRECTOR, VIET NAM COUNTRY DIRECTOR, THE ATLANTIC PHILANTHROPIES

**“medshare does the best job**

of sending exactly what CURE needs. The shipments save CURE several million dollars a year, and allow it to get more sophisticated equipment than it would otherwise buy – making possible more and more advanced surgeries.”

- MARK BUSH, CHIEF OPERATING OFFICER, CURE INTERNATIONAL (AS CITED IN THE NEW YORK TIMES ARTICLE, “SALVAGING MEDICAL CAST-OFFS TO SAVE LIVES”)



**“over the years,** the containers from MedShare have supplied us with valuable items we use to care for patients in Nairobi. We are able to provide our low-income patients with a standard of care that would otherwise not be possible.”

-DR. BILL FRYDA,  
DIRECTOR, ST. MARY’S MISSION HOSPITAL IN KENYA

**“at kimberly-clark,** we are proud of the fact that we became MedShare’s first corporate partner in 1999. By combining efforts with MedShare, we knew we could make a greater impact on improving global healthcare to the millions of people, especially children, who have inadequate medical care and supplies. We are proud to be partners with MedShare and look forward to doing more essential good in the future for both families and the environment.”

-JOANNE BAUER, PRESIDENT,  
KIMBERLY-CLARK HEALTHCARE





**it all adds up**, in the developing world as well as in our local communities. We support local free and safety-net clinics, provide a meaningful volunteer experience for thousands of individuals, save supplies from landfills, and also ship containers to our neighbors in response to natural disasters.

### volunteers

This year, MedShare gave 18,000 community volunteers an opportunity to engage locally and make a difference globally. We collect an average of 20,000 lbs of medical supplies from hospitals and manufacturers weekly, and our operations depend on volunteers to get these life-saving supplies to people who desperately need them.

### free and safety-net clinics

Through our MedTeam Store, we provided much needed medical supplies to over 40 free and safety-net clinics across the United States. The 2,500 lbs of supplies we provided helped support programs in the U.S. with limited budgets. The money saved and patients served add up.

### alabama

In late April, tornadoes tore through the Southeast. While many states were affected, Alabama bore the brunt of the damages. Through our partnership with Catholic Healthcare Association, we worked with Catholic Charities USA, the Alabama Fire College and the Alabama Association of Volunteer Fire Departments to respond to the supply shortage by shipping two tractor trailer loads of medical supplies. The containers, which included over 2,000 boxes of brand new items, were made possible by a generous donation from Alabamian Lewis Manderson and his wife, Faye, in addition to various MedShare product donors.



## product donors



Volunteers sorting medical supplies donated by Covidien.

### MAJOR CORPORATE PRODUCT DONORS

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### GEORGIA MEDICAL SURPLUS COLLECTION SITES

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CHOA DISTRIBUTION CENTER  
CHOA EGGLESTON HOSPITAL  
CHOA SCOTTISH RITE HOSPITAL  
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EMORY CHILDREN'S CENTER  
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EMORY UNIVERSITY  
HOSPITAL MIDTOWN  
EMORY ORTHOPAEDIC & SPINE  
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SPINE HOSPITAL  
EMORY UNIVERSITY HOSPITAL  
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PIEDMONT FAYETTE HOSPITAL  
PIEDMONT NEWMAN HOSPITAL  
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MEDICAL CENTER  
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### NORTHERN CALIFORNIA MEDICAL SURPLUS COLLECTION SITES

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KAISER HAYWARD  
KAISER LIVERMORE  
KAISER MARTINEZ  
KAISER OAKLAND  
KAISER RICHMOND  
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KAISER SANTA CLARA  
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# summarized financial information

## assets

current assets as of June 2011

Cash	\$ 102,203
Money Market Funds	1,303,244
Pledges Receivable	947,450
Inventory	11,217,084
Prepaid Expenses	73,056
Other	54,219
<b>Total Current Assets</b>	<b>13,697,256</b>

property and equipment

Land	340,552
Building	1,789,123
Furniture and Equipment	370,504
Accumulated Depreciation	-491,027
<b>Property and Equipment - Net</b>	<b>2,009,152</b>

other assets

Pledges Receivable	259,000
Other Receivable	79,564
Endowment Assets	1,070,016
Deposits	20,976
<b>Total Other Assets</b>	<b>1,429,556</b>
<b>Total Assets</b>	<b>\$17,135,964</b>



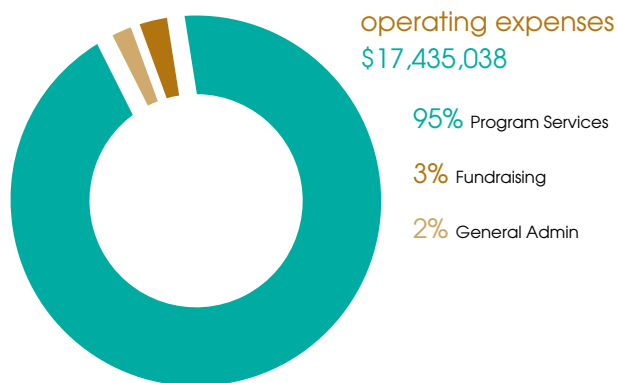
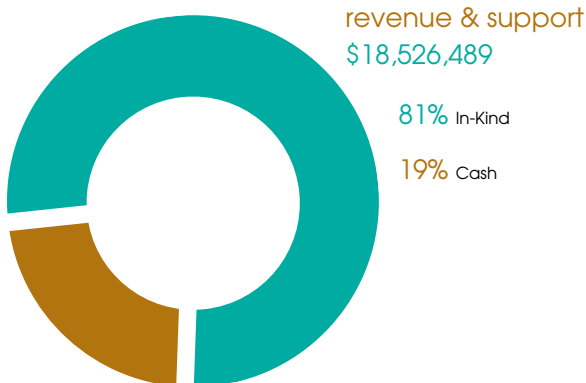
## liabilities and net assets

current liabilities as of June 2011

Accounts Payable and Accrued Expenses	\$ 185,584
Line of Credit	90,000
Deferred Revenue	78,477
Deferred Rent	27,498
<b>Total Current Liabilities</b>	<b>381,559</b>

net assets

Unrestricted	13,266,207
Temporarily Restricted	2,488,198
Permanently Restricted	1,000,000
<b>Total Net Assets</b>	<b>16,754,405</b>
<b>Total Liabilities and Net Assets</b>	<b>\$17,135,964</b>



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