Celebrating 20 Years of Impact

MedShare
Improving the quality of life of people and our planet

est. 1998

2018 ANNUAL REPORT
MedShare is a humanitarian aid organization dedicated to improving the quality of life of people and our planet. In 2018, we celebrated our 20th year in fulfillment of that mission. For two decades, our efforts have brought lifesaving medical supplies and equipment to over 20 million patients in 103 countries, all while strengthening global health systems. MedShare has offices in the Atlanta, San Francisco Bay, and New York City metropolitan areas. Charity Navigator has ranked MedShare as a Four-Star Charity for 14 consecutive years, placing us in the top 1% of all nonprofits in the U.S. for excellence in financial accountability and transparency.

www.medshare.org
# MedShare

**IMPACT IN 2018**

<table>
<thead>
<tr>
<th>DONATED</th>
<th>SERVED</th>
</tr>
</thead>
<tbody>
<tr>
<td>$13 million</td>
<td>67 countries</td>
</tr>
<tr>
<td>in lifesaving medical aid</td>
<td>with medically underserved communities</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>EQUIPPED</th>
<th>TREATED</th>
</tr>
</thead>
<tbody>
<tr>
<td>50,000 healthcare providers to save lives</td>
<td>1.5 million patients in need of quality care</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>TRAINED</th>
<th>DIVERTED</th>
</tr>
</thead>
<tbody>
<tr>
<td>810 engineers, technicians, and end-users</td>
<td>1.8 million pounds of quality supplies from local landfills</td>
</tr>
</tbody>
</table>

Cover photo: Alinafe, a patient who received surgery at Beit CURE International Hospital in Malawi thanks to MedShare donations.
Dear Friends,

Happy anniversary! As MedShare celebrates 20 years of improving global health and the environment, we want to thank you for being a vital part of our impact worldwide. Whether you joined MedShare at our founding 20 years ago, or you just discovered us this year, we’re glad to have you as a part of our community.

2018 has been a true celebration of all that makes MedShare so special. Your generosity has been overwhelming. From the outpouring of support we witnessed during the disasters last fall to the care you’ve shown for the families served by our 2 Million Mothers initiative, we are touched by your compassion.

During our disaster relief efforts last fall, you enabled MedShare to deliver $1.4 million in medical aid to patients, medical professionals, and families in 12 countries and territories. Your support provided compassionate care for hundreds of thousands of people experiencing unimaginable tragedy in the face of disaster. But your generosity didn’t stop there. As MedShare expanded our Maternal and Child Health outreach, the support you gave to mothers in medically underserved communities allowed us to deliver critical care to thousands of pregnant moms and infants, including more than 154,000 mothers and children in Chontales, Nicaragua through our partnership with AMOS.

Each year MedShare’s community works tirelessly to strengthen global healthcare, build a sustainable foundation for exemplary medical care, and improve the quality of life of people and our planet. Over the past two decades, MedShare donors, healthcare partners, volunteers, staff, and supporters have worked together to deliver $220 million in medical aid. Together, we have reached more than 20 million patients in 103 countries! We want to thank you for all you’ve done to make these achievements possible, and we invite you to join us as we embark on the next 20 years of global impact!

Charles Redding  
MedShare CEO & President

Angeline Fife  
Chair, MedShare Board of Trustees

Photo (left): Children served by MedShare-equipped Cambodian Health Professionals Association of America.
OUR MISSION

MedShare is dedicated to improving the quality of life of people, communities and our planet by sourcing and directly delivering surplus medical supplies and equipment to communities in need around the world.

OUR PURPOSE

MedShare is a humanitarian aid organization that sources surplus, essential medical supplies and equipment and directly delivers them, with training, to medical facilities around the world, to help build capacity and improve the quality of life of people, communities, and our planet.

OUR COMMUNITY

MedShare relies solely on the generosity of individuals, foundations, corporations, and government grants to carry out our mission.

OUR COMMITMENT

MedShare is committed to providing assistance to all healthcare organizations and medical professionals that serve vulnerable populations regardless of religion, political affiliation, or race. MedShare often partners with various faith-based and non-governmental organizations to fulfill our mission. MedShare is steadfast in our obligation to provide high-quality medical supplies and equipment to hospitals and clinics in need.
Celebrating MedShare’s Founders

MedShare celebrated our 20th anniversary in 2018, a milestone that would not have been possible without MedShare’s Co-Founders, A.B. Short and Bob Freeman.

A.B. SHORT & BOB FREEMAN

In 1998, Atlanta-based philanthropists A.B. Short and Bob Freeman saw an opportunity to take what we have in excess and share it with those in need around the world. They founded MedShare International on that very simple premise -- sharing.

Operating out of donated warehouse space and borrowing trucks to pick up supplies from hospitals, A.B. and Bob’s two-man operation soon grew into something much larger than they imagined. They called it “MedShare Magic” as the organization continued to succeed far beyond their expectations.

In the 20 years since, MedShare has grown into a global health organization serving patients and strengthening healthcare in 103 countries. MedShare has treated 20 million patients and impacted countless more, all thanks to A.B. and Bob’s unique vision and exceptional dedication to serving others. On behalf of those we serve, thank you, A.B. and Bob!

We were proud to honor Bob and A.B. at MedShare’s 20th Anniversary Celebration in Atlanta this September. A.B. accepted our Founder’s Award and shared the words of wisdom he learned in his year’s building and leading MedShare’s mission.

“We accomplish very little by ourselves. What we’re celebrating is not my dream, I articulated it, but it came into reality when we joined hands and made it happen together. And it is those hands joining together that makes MedShare happen and makes the future very bright.”

- MedShare’s Co-Founder, A.B. Short, accepting the Founders’ award at MedShare’s Kaleidoscope 20th anniversary celebration.
Maternal & Child Health Program

MedShare’s Maternal & Child Health Program works to improve the quality of healthcare for mothers and children in medically underserved communities; thereby reducing the number of deaths associated with childbirth.

AMOS HEALTH & HOPE

This year, MedShare launched a partnership with AMOS Health and Hope in Nicaragua. We set out to improve the quality of healthcare for mothers and children and to reduce the number of deaths before, during, and after childbirth in the rural area of Chontales.

Thanks to our shared commitment to better health, MedShare and AMOS served more than 154,000 people living in Chontales and reduced neonatal deaths by 40%. Because of our partnership 40% fewer babies died and 40% more families have happier, healthier futures.

MedShare donated everything from bed sheets to wheelchairs to help improve rural maternal care, but one piece of equipment stood out as exceptionally important.

Diana Chacon, the auxiliary nurse at the Health Center in El Ayote, shared with us how an ultrasound machine donated by MedShare helped save the life of a pregnant mother and her baby:

“A pregnant woman came and we did an ultrasound with the equipment donated by MedShare. We could observe she had very little amniotic fluid, and the baby was not moving much. The patient was sent immediately to the hospital in Juigalpa, where doctors determined she needed an emergency C-section. She was 36 weeks pregnant. Thanks to the timely diagnosis using the ultrasound donated by MedShare, both mom and baby were able to survive.”

Diana Chacon, Auxiliary Nurse, El Ayote, Nicaragua

MATERNAL & CHILD HEALTH PROGRAM IMPACT 2018

DONATED
$630,600 in aid for Maternal & Child Health

SERVED
35 countries in need of Maternal & Child Health supplies and equipment

TREATED
89,150 patients in need of Maternal & Child Health services
Disaster Relief Program

MedShare’s Disaster Relief Program equips first responders in the aftermath of natural disasters and partners with local institutions to support long-term, sustainable recovery for vulnerable communities.

COMMUNITIES COMING TOGETHER

Following some of the worst natural disasters in recorded history, MedShare launched its largest ever disaster relief response in late 2017. Partnering with more than 40 healthcare and relief organizations, MedShare donated more than $1.95 million in medical supplies, biomedical equipment, and emergency care items to communities across 12 countries and territories.

As we worked to get emergency supplies to our partners on the ground, we discovered dozens of generous organizations and individuals eager to lend their time and resources to support people struggling in the wake of disaster. Everyone from local small businesses to film producer Tyler Perry donated their time, resources, and talents to ensure that patients in need received the compassionate care they deserved.

Each time disaster strikes, our relief efforts depend on the generosity and hard work of hundreds of individuals who come together to support our neighbors in need. When hospital stock rooms were empty and patients went without treatment, our community delivered lifesaving supplies. When families were without power, we delivered generators. When communities were struggling, MedShare delivered hope.

“From the bottom of my heart I’d like to thank you for helping Puerto Rico get back on its feet.”

Dr. Carla Haack traveled to Puerto Rico to provide aid nine times in the aftermath of Hurricane Maria.

DISASTER RELIEF PROGRAM IMPACT 2018

DONATED
$1.95 million in aid for Disaster Relief

SERVED
12 countries & territories in need of Disaster Relief

TREATED
320,000 patients in need of Disaster Relief & emergency aid
Infectious Disease Control & Prevention Program

MedShare’s Infectious Disease Control & Prevention Program strives to prevent the spread of infectious disease, prepare communities for outbreaks, and protect healthcare professionals on the front lines, which is why MedShare includes Personal Protective Equipment (PPE) in nearly every one of our donations.

EBOLA IN THE DRC

Dr. Dan Kelly, Infectious Disease Specialist at the University of California, San Francisco (UCSF) and MedShare Medical Mission Team leader, has dedicated the last several years to researching the recovery of Ebola survivors in West Africa. In an effort to understand the long-term impact that the disease has had on survivors, Dr. Kelly works alongside local healthcare professionals in communities in West Africa.

When the 2018 Ebola outbreak began in the Democratic Republic of Congo, Dr. Kelly and his team engaged communities proactively. Partnering with the UCLA DRC Health Research and Training Program led by Dr. Annie Rimoin, they provided vaccinations and preventative treatments for patients at risk of contracting Ebola. This kind of outreach is necessary to control the spread of infectious disease, but it can be extremely dangerous for medical professionals. The risk of a healthcare provider contracting Ebola gets higher with every patient treated, particularly in healthcare communities without resources. That’s why MedShare ensured that Dr. Kelly, his team, and the medical facilities they visited received plenty of Personal Protective Equipment. Simple supplies like gloves, gowns, and face masks can make the difference between life and death for healthcare professionals on the front lines.

Equipped with these critical supplies, medical professionals who fight infectious disease are able to provide better care, do more in-depth research, and prevent future epidemics.

When asked about MedShare’s role in preventing outbreaks, Dr. Kelly said, “The thing I find really inspiring is MedShare’s systematic approach to impact. Epidemics – whether it’s Ebola, Zika, SARS – they tend to be symptoms of a greater disease which is a weak health system. If we can focus on strengthening those health systems, we can avoid the death and destruction that these outbreaks have in communities.”

“If we can focus on strengthening those health systems, we can avoid the death and destruction that these outbreaks have in communities.”

Dr. Dan Kelly, Infectious Disease Specialist at UCSF

INFECTION DISEASE CONTROL & PREVENTION IMPACT 2018

DONATED $2.15 million in aid for Infectious Disease Control & Prevention

SERVED 55 countries in need of Personal Protective Equipment

TREATED 264,600 patients in need of Infectious Disease Control & Prevention care
Biomedical Equipment Training & Repair Service

MedShare’s Biomedical Equipment Training & Repair Service supports each of MedShare’s four programs, focusing on providing quality, high-performance medical equipment and state-of-the-art training, enabling the sustainable improvement of care for years to come.

MALAWI’S FIRST PEDIATRIC ICU

Last year Malawi had no pediatric surgery center or pediatric Intensive Care Unit. The country, with a population of 17 million people, had fewer than five pediatric surgeons in total. The need for improved pediatric care was enormous.

When Raising Malawi joined our long-term partners at Queen Elizabeth Central Hospital in Blantyre to open the first Pediatric Surgery and ICU in Malawi, MedShare was happy to help. We coordinated with our local healthcare partners to source biomedical equipment, hospital beds, and critical surgical supplies to support this vital project.

This year, after careful planning and coordination, the Mercy James Institute of Pediatric Surgery and Intensive Care finally opened! On opening day, the President of Malawi called Mercy James “The pride of Malawi!”

With a state of the art pediatric ICU, three operating theaters, and a 50-bed ward, the center can treat thousands of children each year. Mercy James is also a medical training facility supporting the education of local healthcare providers and improving the overall quality of biomedical diagnosis and pediatric surgery in the country.

Designed with the children it serves in mind, the facility is covered in colorful, hand-painted murals. Specially designed, according to Mercy James, Madonna’s daughter and the center’s namesake, “to make a place of healing a more fun place to be.”

“Support from MedShare made the Mercy James Centre possible.”

Szena Dayo, Raising Malawi

BIOMEDICAL EQUIPMENT IMPACT 2018

DONATED $1.4 million in quality biomedical equipment

TRAINED 810 engineers, technicians, and end-users

DELIVERED EQUIPMENT TO 35 countries in need of improved biomedical services
Primary Care Program

MedShare’s Primary Care Program strives to build healthy communities and strengthen health systems both locally and abroad by providing communities with the essential supplies and equipment necessary for general care, including surgery and preventative medicine.

**ALINAFE’S SURGERY**

Alinafe was born a healthy baby, but when she was 5 months old a window frame fell on her leg leading to a malformation and later, a debilitating limp. She spent her childhood struggling to walk and suffering from the stigma associated with disability in her community.

Alinafe’s grandmother, Ellen, couldn’t bear to see her granddaughter struggle in this way. She insisted that Alinafe be treated at a local hospital equipped by MedShare supplies. “My prayer is to see my granddaughter walking freely,” she told us.

“When I grow up I want to be a doctor!”

Alinafe, age 8, after receiving surgery in Malawi thanks to MedShare donations.

Upon arriving at Beit CURE International Hospital in Malawi, Ellen and Alinafe found out that MedShare had recently donated surgical supplies, including the drill that was needed for Alinafe’s rare surgery.

“We only had one of those drills in the hospital and it’s broken, so for months we were unable to use the drill that’s designed for small children,” said Dr. Kyle James, Alinafe’s surgeon. “When this donation came, it meant that we were able to perform operations that we couldn’t perform safely and efficiently before. The drill was the first item that got unpacked and went straight to the operating theater the next day, so it’s been a tremendous help.”

Alinafe’s operation was successful and she was able to recover fully at the hospital. Today she is able to walk freely on her own. She told us that her dream is to become a doctor and help other children just like her!
Partnership Spotlight: Hill-Rom + HealthTrust + MedShare

MedShare’s holistic partnership with Hill-Rom and HealthTrust has allowed us to deliver hospital beds to thousands of healthcare communities around the world, increasing healthcare capacity and improving the overall quality of care delivered to patients.

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<tr>
<th>DELIVERED</th>
<th>DIVERTED</th>
<th>SERVED</th>
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<tbody>
<tr>
<td>696 high-quality beds and mattresses to communities in need</td>
<td>193,654 pounds from local landfills</td>
<td>8 partner organizations with donated hospital beds</td>
</tr>
</tbody>
</table>

**MEDSHARE HILL-ROM PARTNERSHIP IMPACT, 2018**

Thanks to a bed donated by Hill-Rom, an expectant mother is able to rest comfortably as she awaits the birth of quadruplets at Junta de Beneficencia de Guayaquil in Ecuador.

**DELIVERING BEDS, IMPROVING CARE**

In 2018 MedShare launched a project with our long-time partners at Hill-Rom and our new partners at HealthTrust. Knowing that a lack of beds is a major barrier to delivering care in medically underserved communities, we encouraged our network of health systems around the U.S. to donate their gently used beds each time they purchase new ones. This partnership has had far-reaching effects. Together, MedShare, Hill-Rom, and HealthTrust have provided hundreds of thousands of state-of-the-art hospital beds to healthcare communities in medically underserved areas, which increases their capacity to provide quality care. Additionally, this model prevents thousands of hospital beds from being needlessly wasted and thrown into local landfills, placing an enormous burden on the environment. This unique partnership is improving the quality of life of people and our planet one bed at a time!
**Medical Mission Teams**

An initiative of MedShare’s Primary Care Program, MedShare equips Medical Mission Teams traveling to hard to reach areas where medical care is scarce.

**NOMADS CLINIC**

Equipped by MedShare, Nomads Clinic serves the remote, high-altitude areas of the Himalayas and Tibetan plateau. Traveling to communities only reachable on horseback or by foot, the Nomads have used MedShare supplies to provide quality, compassionate care for thousands of patients who would otherwise go without treatment.

This year, clinicians focused on maternal care for women in need, delivering Clean Birthing Kits and providing maternal and infant health classes for families. Tsering Wangmo, Lead Nurse and Co-Director of Nomads Clinic, has provided care for hundreds of expectant mothers in medically underserved communities. She shared with us that MedShare’s Clean Birthing Kits have a far-reaching impact on the lives of the women of Dolpo, Nepal.

“The amount of effort that the women of Dolpo have to make in order to make childbirth comparatively safe is overwhelming. All deliveries take place at home. The family has to assemble everything from the mattress to clean scissors to water to wrapping clothes. Few know the importance of boiling the cord cutting scissor before using. The other women of the family assisting in the childbirth have to wash piles of blankets and mattresses in the freezing water that are used during the childbirth, as they rarely have access to leak proof plastic drapes or are even aware of the reduction of workload that the use of simple plastic bag can be made possible.

“All in all the lack of awareness and the inaccessibility to clean delivery kits not only increase the work for the family, but also endanger the life of the mother and the newborn. The birth kit provided to us by MedShare is such an incredible and inclusive, easy to carry package that the women are both surprised and delighted by its existence.

“The kit has the potential not only to make the delivery safe, clean, and easy for the mother and family, but also serves to save lives of the both the mother and newborn, which eventually would lead to the greater contribution in reducing maternal and neonatal mortality. We are so grateful to MedShare for helping us to bring this beautiful gift to the pregnant women of Dolpo and for allowing us to help them in making every delivery safer, beautiful, and easier.”

- Tsering Wangmo, Lead Nurse and Co-Director of Nomads Clinic, Nepal
US Free & Safety Net Clinics

In an effort to provide quality healthcare to medically underserved communities here in the U.S., MedShare equips Free and Safety Net Clinics with supplies, equipment, and furniture as a part of our Primary Care Program.

"Thank you to all the wonderful volunteers and team leaders at MedShare. Your hard work and dedication doesn’t go unnoticed. The homeless population is in need of these supplies and are always grateful that we can provide it to them from you."

-Danielle Williams M.D.
Roots Community Health Center, STOMP Mobile Clinic, Pediatrics

"MedShare donations assist us practitioners in providing excellent medical care our underserved patient population deserves. The cost of supplies alone would affect our ability to be out in the field and spend the necessary time tending to patients. Organizations such as MedShare give us the privilege of continuing to serve our Oakland community by providing us with a vital resources and important medical supplies."

- Georgina Grimm, Family Nurse Practitioner
Roots Community Health Center, STOMP Mobile Clinic, Peralta Colleges

ROOTS COMMUNITY HEALTH CENTER

MedShare works to support medically underserved communities both at home and abroad. Our Free and Safety Net Clinic initiative allows us to support the incredible healthcare professionals who serve communities in need of care here in the US. One of our most impactful clinic partners is Roots Community Health Center in Oakland, California. With a mission to uplift those impacted by systematic inequities and poverty, Roots has served thousands of patients in the Bay Area in need of healthcare. MedShare is particularly proud to equip Roots’ mobile clinic, which delivers care directly to people experiencing homelessness, ensuring that they receive the quality care they deserve.
MedShare International is founded by philanthropists A.B. Short and Bob Freeman in Atlanta, Georgia.


The Coca-Cola Africa Foundation helps establish MedShare’s Biomedical Equipment Training and Repair Service in Liberia.

MedShare begins our partnership with Hospitalito Atitlán in Guatemala, supported by the Kendeda Fund.

Following growing interest in our mission, MedShare’s Western Region is born in San Leandro, California.

20 Years of Improving the quality of life
With the help of Henry Schein, MedShare begins our first large-scale Disaster Relief response, serving Haiti, the Philippines, Indonesia, Guam, American Samoa and Chile.

With growing needs in the global health community, MedShare establishes our Northeast Region in Secaucus, New Jersey.

MedShare responds to the devastating Ebola Outbreak in West Africa, serving more than 500,000 people in Sierral Leone, Guinea, and Liberia.

MedShare launches its 2 Million Mothers campaign to improve Maternal and Child Health, the first donation is made in Malawi.

MedShare launches its Safe Birth Initiative with the West African Bottlers Unit of The Coca-Cola Company.

2010

2013

2014

2017

2018

20 Years of Improving the quality of life of people and our planet
Volunteer with MedShare

MedShare’s mission depends on our incredible and enthusiastic volunteers. Giving generously of their time and talents, these hard-working humanitarians sort and package lifesaving medical supplies so that they can be delivered to communities in need around the world.

Volunteers of the Decade

As MedShare celebrates 20 Years of Impact, MedShare’s Western Region Volunteer Center celebrates 10 years of service to communities around the world. We would like to recognize JoAnna Hansen-Morton, John Morton, and Marsha Felton, pictured above, who have volunteered the most time out of all of MedShare’s dedicated volunteers. Combined, these three volunteers have given over 10,000 hours and have touched the lives of thousands of patients and healthcare professionals around the world.

Volunteer Impact 2018

- Engaged: 19,000 humanitarian volunteers
- Processed: 916,400 pounds of supplies, reducing the burden on local landfills
- Gave: 57,000 hours in service of patients in need
- Served: 1.3 million patients in need of improved medical care
- Created: 8,084 Clean Birthing Kits for moms and babies in need
- Packaged: 107,135 boxes of lifesaving supplies for delivery
One of MedShare’s most impactful volunteer programs is our Clean Birthing Kit Volunteer Project. This year, King & Spalding went above and beyond in the call to service, hosting 11 Clean Birthing Kit projects across the country in celebration of International Women’s Day. More than 200 volunteers from King & Spalding’s national offices participated in this volunteer day. These enthusiastic volunteers created 2,000 Clean Birthing Kits for families in medically underserved communities. King & Spalding’s volunteer engagement went on to impact 4,000 women and children in the communities we serve.
Improving the quality of life of people and our planet

Financial Statements

MedShare International, Inc. Summary Statement of Activities for the Year Ended June 30, 2018

<table>
<thead>
<tr>
<th>Revenue &amp; Support</th>
<th>Unrestricted</th>
<th>Temporarily Restricted</th>
<th>Permanently Restricted</th>
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<td>Grants and contributions</td>
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<td>$ 1,877,915</td>
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<td>Contributions for specific projects</td>
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<td>Special events, net of expenses</td>
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<td>In-kind contributions</td>
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<tr>
<td>Equipment and supplies</td>
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<td>-</td>
<td>15,607,347</td>
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<td>Professional services</td>
<td>70,038</td>
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<td>-</td>
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<tr>
<td>Earnings on investments, net</td>
<td>-</td>
<td>(10,201)</td>
<td>-</td>
<td>(10,201)</td>
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<td>Other income</td>
<td>85,542</td>
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<tr>
<td>Net assets released from restrictions</td>
<td>2,422,330</td>
<td>(2,422,330)</td>
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<td>Total revenue and support</td>
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<td>149,936</td>
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<td>20,764,963</td>
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<tr>
<td>Program expenses</td>
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<td>Fundraising expenses</td>
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<tr>
<td>Management and general expenses</td>
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<td>Decrease in Net Assets</td>
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<td>(2,146,238)</td>
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<td>Net Assets, Beginning of Year</td>
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<td>Net Assets, End of Year</td>
<td>15,348,688</td>
<td>2,093,651</td>
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<td>18,442,339</td>
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Summary Balance Sheet

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<tbody>
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<td>Cash and Investments:</td>
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<tr>
<td>Receivables</td>
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<tr>
<td>Inventory</td>
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<td>Property and Equipment (Net):</td>
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<tr>
<td>Endowment</td>
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<tr>
<td>Other Assets</td>
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<tr>
<td>Total Assets</td>
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<table>
<thead>
<tr>
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<tr>
<td>Accounts Payable and Accrued Expenses</td>
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<td>Unrestricted Net Assets</td>
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<tr>
<td>Temporarily Restricted Net Assets</td>
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<td>Permanently Restricted Net Assets</td>
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<tr>
<td>Total Liabilities and Net Assets</td>
<td>18,828,083</td>
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Revenue & Support 2018

- In-kind: 75%
- Cash: 25%

Operating Expenses 2018

- Program Services: 93%
- Fundraising: 4%
- General Administration: 3%
Board of Trustees & Regional Councils

Board of Trustees for the Fiscal Year 2019

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Keith Winn, Vice Chair, XM Advisory, LLC
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