MedShare. Improving the quality of life of people and our planet

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2020 Annual Report Serving the Global Community

On the Cover:

Members of the Pediatric Critical Care team at Montefiore Medical Center in the Bronx send a thank you to MedShare for providing face masks and other essential medical supplies during the COVID-19 pandemic. **4.8** million patients served



The MedShare 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 Commitment

MedShare is committed to providing assistance to all healthcare organizations and medical professionals regardless of religion, political affiliation, or race. MedShare is steadfast in our obligation to provide high-quality medical supplies and equipment to hospitals and clinics in need.

Our Community

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

Dear Friends,

This year was unlike any other we've seen in our history. MedShare faced both challenges and opportunities in the midst of the COVID-19 pandemic. We were heartened by the way our supporters, partners, and communities came together to strengthen our efforts to provide relief to health care professionals working to treat patients and contain the COVID-19 pandemic in the U.S. and around the world.

Through our response to COVID-19 as well as our core programmatic efforts, we improved the lives of 4.8 million people in 61 countries, including the U.S., providing \$17 million in aid in our fiscal year 2020. The number of people we positively impacted this year is three times the number we achieved in the previous year.

We delivered more than 12,000 Clean Birthing Kits, surpassing 33,000 CBKs delivered to date, through our Maternal and Child Health program. Additionally, we continued to make progress with our Safe Birth Initiative (SBI), which represents a collaboration with The Coca-Cola West Africa Business Unit and the Nigeria Minister of Health. We've now equipped 8 of 15 public hospitals with high-quality biomedical equipment and supplies, as we partner to reduce maternal and neonatal mortality rates, ensuring that more mothers and babies make it home alive.

MedShare's Biomedical Equipment Training and Repair service plays an essential role in helping to improve quality of care over the long term in the communities we serve. In 2020, we conducted three trainings reaching 550 engineers, technicians, and end-users in the Dominican Republic, Cote D'Ivoire, and Nigeria.

Our disaster relief efforts reached more than 37,000 people in the Bahamas and Venezuela to address two very different types of disasters – one a natural disaster and one a result of political and economic turmoil. Much of our focus over the final six months of the year was on the COVID-19 pandemic.

At the height of the outbreak, we partnered with hospitals, safety-net clinics, and other nonprofit organizations to provide them with the personal protective equipment (PPE) they needed to protect health care professionals fighting COVID-19 on the front lines and continue to provide health care for underserved communities. In total, we distributed 5.6 million units of PPE to more than 240 health care organizations around the world, including over 220 in the U.S.

We are thankful for the tremendous support of the many donors, partners, supporters, volunteers, and staff who have helped us to advance our mission and impact so many lives in these unprecedented times. We invite you to read more about how we're serving our global community as we work to improve the quality of life of people and our planet.

Sincerely,

Charles Redding CEO & President, MedShare



eith Un:

Keith Winn Chair, MedShare Board of Trustees



2020 Global Impact

372 medical mission

teams supported

43k health care professionals equipped

58 safety-net clinics supported

61 countries served



volunteers

Maternal & Child Health Program

Bringing Mother and Baby Home Alive

The Safe Birth Initiative (SBI) is a partnership between MedShare, The Coca-Cola West Africa Business Unit, and the Nigeria Minister of Health to improve maternal and neonatal health care in Nigeria. Through the SBI, Federal Medical Center in Ebute Metta, Nigeria received a Phillips ultrasound machine. This is the only ultrasound machine available for pediatric cardiac diagnostics in the hospital.

Soon after the equipment was installed, Dr. Nnenna Kalu used the ultrasound to perform a scan on an infant suffering from cardiovascular complications. In the past, infants experiencing cardiac complications had to be transported to another hospital, increasing the risk of further complications and even death. Thanks to the donation of this ultrasound, Dr. Kalu and other doctors at this hospital are now able to diagnose and treat pediatric patients with cardiovascular issues quickly, helping to ensure that more mothers and their babies are able to make it home alive.



"I want to thank Wesley Medical Center for their donation of a Clean Birthing Kit. The Clean Birthing Kit was of great benefit, since the Public **Medical Centers and Maternity** Centers currently do not have the supplies and implements necessary for delivery or for a cesarean surgery. In my case, I delivered in "La Caruciena" Maternity Center, and everything in my clean birthing kit was of great use. If I had not received it, I would have had to buy everything on my own."



- Dayana Torres

Caring for At-Risk Women and Children in Venezuela

Venezuela is in the midst of a health crisis fueled by the ongoing economic and political turmoil rocking the country. As the country faces widespread shortages of medicines, supplies, and equipment, community health organizations are playing a vital role in delivering health care for their communities. One of these organizations is Wesley Medical Center located in Cabudare, Venezuela.

Wesley serves hundreds of families who cannot afford access to quality health care, and they place particular focus on at-risk young women and children. Venezuela saw a 63% increase in infant mortality from 2012-2016, and more than 20% of pregnant women in low-income communities suffer from acute malnutrition. In partnership with Venezuela Now and Wesley Medical Center, MedShare provided Clean Birthing Kits, infant care products, PPE, and other primary care supplies to support their efforts to deliver much-needed health care in their community.







Primary Care Program

Restoring Madeline's Independence

Madeline lives in a rural community in El Salvador. She was born with a congenital disease known as brittle bone disease, which causes her bones to be extremely fragile and fracture easily. In her first 14 years, Madeline suffered multiple fractures and endured numerous surgeries on her legs and feet to give her the ability to walk, which she was finally able to do at age 12.

After gaining the ability to walk with crutches, Madeline was able to become more independent and attend school. However, the constant wear and tear on her crutches caused them to break, and without access to new crutches, her mobility was once again severely restricted. In underserved communities, mobility equipment for children is often in short supply, leading to long wait times for children to receive the equipment they desperately need.

Funter, a nonprofit organization in El Salvador that provides comprehensive rehabilitation services for the community, stepped in to provide Madeline with a new pair of crutches, thanks to a shipment of crutches and other mobility equipment from MedShare that was funded by Food for the Poor. Through this partnership, Madeline was once again able to return to school and participate in activities with her friends.

"I want to be a doctor to be able to help others. I'd also like to travel all over the world. I will not allow my disabilities to stop me." - Madeline Azucena Avalos





Medical Mission Teams





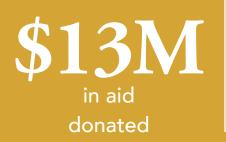
Partnering to Deliver Critical Care in Honduras

The 403rd Aeromedical Staging Squadron undertook a medical mission and training exercise to Tegucigalpa, Honduras where a 30-member team partnered with the medical staff at the largest public hospital in Honduras to provide life-saving care to the community. Over the course of the two-week trip, the team integrated their capabilities with Hospital Escuela to provide critical care and at the same time, train to ensure deployment readiness for future needs.

One of the patients they treated was an 18-year old boy who was attending a local Christmas village light show with his family when a nearby peaceful protest unexpectedly turned violent. When someone threw a hand-made bomb into the crowd, the young boy was critically injured. The 403rd team worked side-by-side with the Honduran medical staff in a shared learning environment to save the boy's eyesight and his life. He is now able to walk again and is working towards a full recovery.

Through this medical mission trip, this group of Air Force medical reservists was able to positively impact the lives of the patients in the local community, share knowledge and skills with the local medical team, and gain invaluable training for future deployments.

61 countries served



1M patients served

Safety-Net Clinics

"We love the MedShare mission and are grateful to be in this partnership,"

- Annie Stickel, LavaMae



LavaMae

Recognizing that the homeless population often feels invisible and dehumanized, the founder of LavaMae sought to serve these members of the community with an extraordinary level of care. Based in Alameda, California, LavaMae provides mobile hygiene services for people living on the streets of San Francisco. By bringing hygiene and sanitation services directly to the homeless community and treating them with respect and dignity, LavaMae is committed to helping unlock opportunity and rekindle optimism among the homeless population.

MedShare provides PPE and first-aid supplies as well as walkers, wheelchairs, and other medical devices to LavaMae. By partnering with MedShare to secure basic medical supplies, LavaMae is able to make their resources stretch farther to provide high-quality services to as many people as possible in their community. As the need extends well beyond San Francisco, LavaMae also actively partners with other nonprofits, city agencies, and individuals to create sustainable community-based solutions that expand access to mobile hygiene and other street-based services in cities across the U.S. and around the world.

Partner Spotlight: Henry Schein and Owens & Minor

Amplifying our Impact Through Partnerships

When disasters strike, the need for relief is immediate as first responders address urgent needs and begin the process of recovery. Thankfully, our long-standing partners, Henry Schein and Owens & Minor, work closely with us to support our disaster preparedness planning by pre-positioning product so that we have essential medical supplies on hand and are able to provide a rapid response in the aftermath of disasters.

Henry Schein and Owens & Minor have played a role in just about every disaster relief effort that MedShare has led over the last decade. Through regular donations of personal protective equipment and other essential medical supplies, they ensure that we have the supplies necessary to respond to disasters on hand and ready to ship out at a moment's notice.

While disaster preparedness is an important aspect of our partnership, both of these partners' support extends to all of our programs and includes participation on our board and councils as well as volunteer engagements. Their products are considered to be core supplies in health care and are often the products that health care organizations need the most to be able to deliver basic, quality care to the communities they serve.



"At Owens & Minor we are focused on empowering our customers to advance healthcare... We are proud of our partnership with MedShare"

- Will Wiley, Vice President of Global Supply Chain at Owens & Minor



"We are grateful for our relationship with MedShare and pleased to be aligned with an organization that has invaluable expertise in managing, sourcing, and delivering medical supplies and equipment to communities around the world."

- Jennifer Kim Field, Vice President of Corporate Social Responsibility at Henry Schein, Inc

Disaster Relief Program

Providing Global COVID-19 Relief

When the World Health Organization declared COVID-19 a global health emergency, MedShare responded immediately by partnering with The UPS Foundation to send a shipment of procedural masks to hospitals treating COVID-19 patients in Wuhan, the initial epicenter of the virus. Soon after, thanks to the help of our partners, including The Coca-Cola Foundation, The UPS Foundation, and Herbalife Nutrition Foundation, we sent two additional shipments of masks and isolation gowns to Wuhan and Shanghai.

As the pandemic arrived in the U.S., we quickly pivoted to focus our efforts on supporting hospitals, community clinics, and other nonprofit organizations in Georgia, California, and the New York metropolitan area with PPE and other essential supplies and equipment. Many organizations struggled to procure the supplies that they needed as global demand spiked. MedShare was able to utilize pre-positioned PPE to address the most immediate needs so that health care professionals had the protection they needed to safely treat patients. In total, we donated 5.6 million units of PPE to more than 240 health care organizations in the U.S. and around the world to support the fight against COVID-19.





Bethesda Community Clinic

Bethesda Community Clinic is a nonprofit in Canton, GA that provides low-cost quality health care to uninsured and under-insured residents in Cherokee County. As a small organization, they struggled to find the PPE that they needed to safely care for patients at the same time that they were experiencing an increase in demand for their services. MedShare's support allowed them to remain open and to continue to provide care for those in need in their community without compromising the safety of their patients, staff, and volunteers.

"Thank you for caring for the "little guys" as well as the larger clinics and facilities you serve. We are truly blessed to partner with you!" - Melissa Belfield, Executive Director, Bethesda Community Clinic

Grady

As one of the nation's leading trauma centers, Grady is committed to caring for the underserved residents of Fulton and Dekalb counties as well as treating patients from across Georgia. In the early days of the pandemic, Grady experienced a surge of critical COVID-19 cases. In response, MedShare partnered with Grady to provide ventilators and PPE needed to care for the large number of patients requiring urgent attention. MedShare's donation of ventilators not only helped Grady through that early surge of the pandemic but has also continued to be used to save the lives of trauma patients.



"MedShare was an invaluable resource when Grady needed it the most... [their] partnership and donation of this vital equipment is truly saving lives and helping to keep Team Grady's healthcare heroes safe."

- Joselyn Butler Baker, President, Grady Health Foundation

1 countries served \$3M in donated supplies



Montefiore Medical Center and BronxCare

When New York City was experiencing extremely high COVID-19 case counts, we were able to provide urgentlyneeded masks and other PPE to two of the hardest hit hospitals in the Bronx: Montefiore and BronxCare. Both of these organizations were experiencing shortages of PPE as they were overwhelmed with patients requiring critical care. This donation helped to provide protection for the medical professionals who were treating COVID-19 patients on the front lines.



"We are so grateful to you for donating these masks to us." - Julia Isenberg, Montefiore Medical Center



Seton Medical Center

As COVID-19 cases began to increase in California, Seton Medical Center worked with the State of California to respond to the need for hospital capacity and was designated a COVID-19 Treatment Center. In order to prepare for the potential influx of patients requiring care, Seton had to quickly expand their critical care capacity and inventory of necessary medical supplies and equipment. MedShare partnered with them to provide thousands of surgical masks as well as exam tables, crash carts, and other equipment to Seton to help them prepare to care for patients from across the San Francisco Bay Area.

Global COVID-19 Support

Preston-Werner Foundation Partnership

MedShare and the Preston-Werner Foundation partnered to support the need for health care supplies in developing countries during the COVID-19 outbreak. MedShare provided more than 500,000 units of PPE and other critical supplies to seven existing Preston-Werner Foundation partners. Supplies were sent to Muso in Mali, Integrate Health in Togo, Last Mile Health in Liberia, VillageReach in Malawi, Pivot in Madagascar, Lwala Community Alliance in Kenya, and Partners in Health in Lesotho.



"Now that we received better PPE, including more appropriate masks, gloves, and face shields, I feel well equipped and better protected when I go around the community for my home visits. I am more confident in my work helping my community." - Afi KPABA, Community Health Worker, Integrate Health "Despite our efforts to procure PPE, this is the first international shipment we've managed to receive. It's a huge relief to our teams as concerns about PPE running out have been one of the greatest anxieties. Now that COVID-19 is picking up steam in Madagascar in a very real way, the timing couldn't have been better." - Alexis Moisand, PIVOT HR & Finance Officer



Infectious Disease Control & Prevention Program

Serving the Clarkston, Georgia Community

When the COVID-19 pandemic arrived in the U.S., Ethne Clinic began to see instances of positive tests amongst patients in their clinic. Recognizing that their patients in the Clarkston community typically live in close quarters in multi-generational households, which potentially increases the risk for exposure, Ethne decided to organize a free testing event for their community.

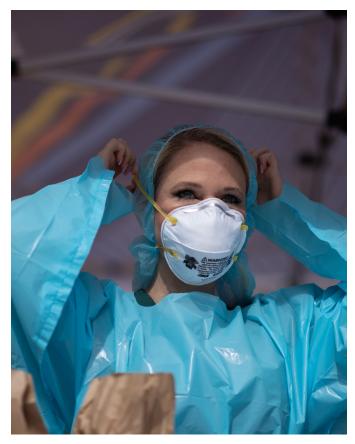
Ethne was able to procure testing kits, and with PPE and other supplies provided by MedShare and several other organizations, they held a two-day free testing event in Clarkston, where they administered 162 tests. What they found is that the prevalence of COVID-19 in the communities they serve was significantly higher than in the county overall.

Since that first event, they've offered testing daily in their clinic and have tested more than 2,500 residents of Clarkston. When one of Ethne's long-time patients noticed that her daughter was ill, she encouraged her to get tested. In addition to providing the initial testing, Ethne monitored her through the course of her infection to recovery. Throughout the journey, Ethne was able to help her manage her chronic illnesses and also provide social support for the whole family.

By working closely with the community, Ethne has been able to build greater awareness for the risks of COVID-19 and encourage safe practices to prevent the spread. In spite of the many challenges that have resulted from COVID-19, organizations came together to work with Ethne and help to support the needs of the community.







"Because of MedShare's timely and consistent donation of PPE to our clinics, we are able to continue to keep our staff safe as we provide COVID-19 testing and keep our doors open to provide medical care to the community." - Esther Kim, Ethne Clinic







Biomedical Equipment Training & Repair Service



Training in Nigeria

Biomedical equipment is an integral component of health care providers' capability to diagnose, prevent, monitor, and treat diseases and injuries. And yet, for many developing countries, basic biomedical equipment is cost prohibitive, and even when a hospital has the equipment, it can be difficult to access the parts needed to make necessary repairs. Further complicating the situation, technicians often lack the training to repair the highly-specialized equipment.

MedShare repairs and calibrates every piece of biomedical equipment that we provide to health organizations to ensure that it is fully functional and ready to be put to use upon arrival. We go a step further by offering indepth, hands-on training on how to operate and maintain the equipment and continue to serve as a resource after equipment has been placed to make sure that organizations are able to maximize use of their equipment to improve health outcomes in the communities they serve.



550 end-users trained **4.5k** pieces of biomedical equipment sent

"I'm so fortunate to be the first mother to deliver on this modern delivery bed in Federal Medical Center Owerri... I hope to use it again in my next delivery." - Grace Ogbonnaya, mother of newborn delivered at FMC Owerri in Nigeria

Financial Statements

MedShare International, Inc. Summary Statement of Activities for the Year Ended June 30, 2020

	Without Donor	With Donor	
	Restrictions	Restrictions	Total
Revenue & Support			
Grants and contributions	\$ 4,693,471	\$ -	\$ 4,693,471
Contributions for specific projects	-	2,461,319	2,461,319
Special events, net	394,506	-	394,506
In-kind contributions			
Equipment and supplies	15,400,762	-	15,400,762
Professional services	3,579	-	3,579
Earnings on investments, net	-	5,079	5,079
Other income	9,323	-	9,323
Net assets released from restrictions	1,901,790	(1,901,790)	-
Total revenue and support	22,403,431	564,608	22,968,039
Expenses			
Program expenses	20,766,629	-	20,766,629
Fundraising expenses	1,068,613	-	1,068,613
Management and general expenses	715,483	-	715,483
Total expenses	22,550,725		22,550,725
Increase (decrease) in net assets	(147,294)	564,608	417,314
Net assets, beginning of year	19,316,800	3,018,560	22,335,360
Net assets, end of year	\$ 19,169,506	\$ 3,583,168	\$ 22,752,674
Summary Balance Sheet		Revenue & Support	
Assets			
Cash and cash equivalents	3,843,682	Cash	
Receivables	912,968	7,563,698	
Inventory	15,865,888		
Other assets	210,265		
Property and equipment (net)	1,640,666		In-Kind
Endowment	1,183,346		15,404,341
Total assets	23,656,815	Operating Expenses	
Liabilities & Net Assets		General	
Accounts payable and accrued expenses	350,291	Administration	

715,483

Fundraising

1,068,613

Program Services

20,766,629

Total liabilities and net assets	23,656,815
With donor restrictions	3,583,168
Without donor restrictions	19,169,506
Deferred revenue - PPP grant	553,850
Accounts payable and accided expenses	1



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Volunteer Impact: 30+ Hours

Volunteers are valued members of the MedShare family. The time, energy, and skill that they contribute make it possible for us to sort and prepare large quantities of surplus medical supplies in order to get them to where they are needed the most. Even with the impact of the COVID-19 pandemic, more than 16,000 volunteers gave their time to MedShare through individual and group service in 2020.

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Shahid Al-Raqib

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