

MEDWISH

Annual Report
2012



2012 annual report

PACKING LIST:

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about the cover

Nursing students at St. Raphael's Hospital in Korogwe, Tanzania unload boxes of supplies from a MedWish container that helped their school become accredited. These donations will bring better health to the patients they serve.

Read more on page 5.



introduction

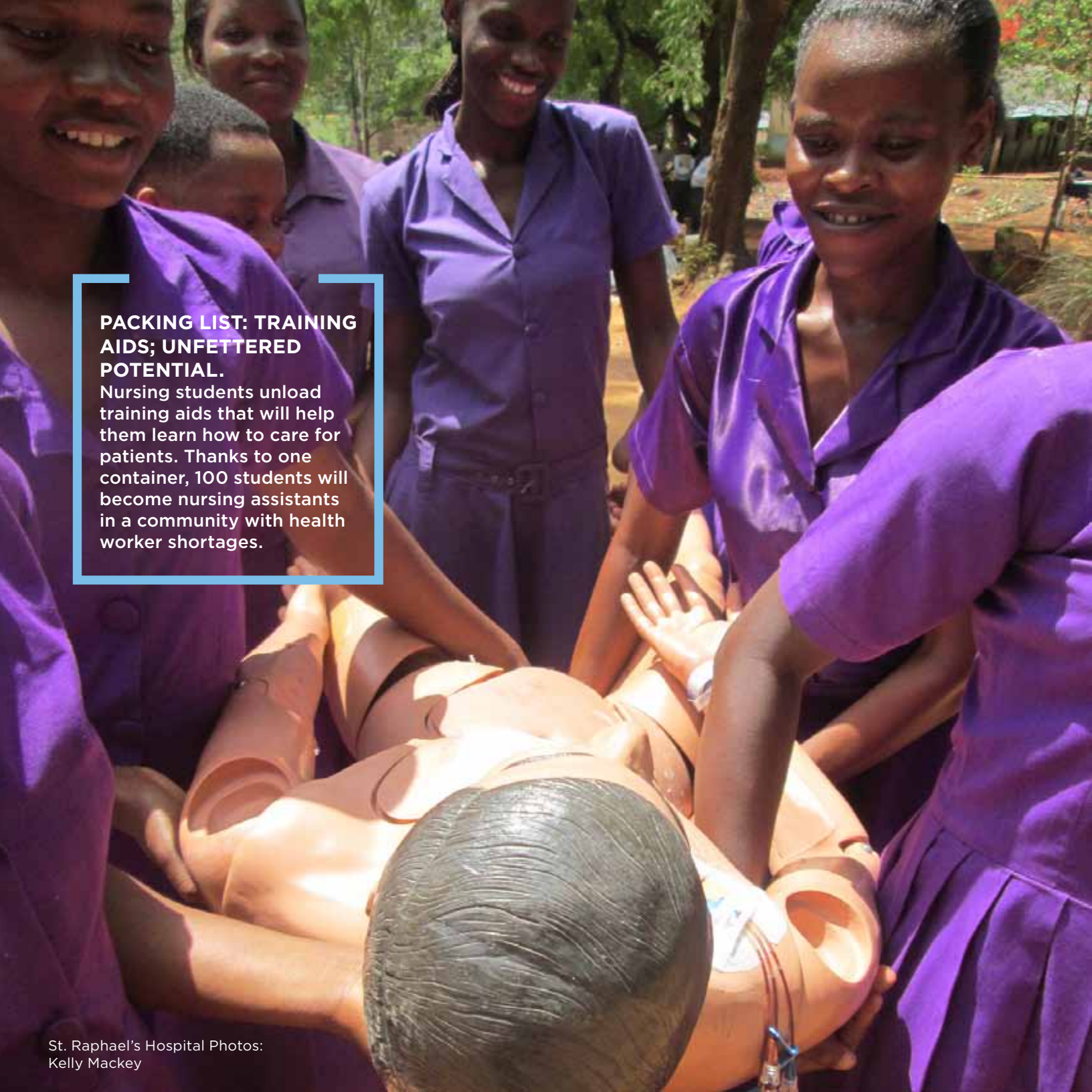
The joy of hearing a new baby’s healthy heartbeat. The pride of earning a living. The comfort of a safe place to heal. Often the most important things in our humanitarian aid shipments aren’t things at all—they are the intangible, life-changing potential that our shipments unlock.

MedWish has been the vital link between medical surplus in the United States and medical scarcity in the developing world for two decades.

Over this time, we have grown from a good idea born in a garage to a sophisticated solution to some big challenges: the environmental impact of the health care industry and the human suffering caused by medical scarcity in the developing world. By transforming surplus into aid, we’re making the world a healthier place.

We achieved much in 2012, including a record-breaking number of shipments. We have improved internal quality controls and helped new recipients. We sent our first-ever shipments to Togo and Romania.

MedWish doesn’t just link surplus to scarcity. With your support, our mission links staff and volunteers to a uniting purpose. It links doctors and nurses to their patients. And it links the tangible goods that we ship to the possibilities they represent: life, health and hope.

A group of nursing students in purple uniforms are gathered around a medical training mannequin outdoors. They are smiling and appear to be practicing a procedure. The mannequin is lying on its back, and the students are leaning over it, with their hands positioned on its chest and abdomen. The background shows trees and a building, suggesting a rural or community setting.

PACKING LIST: TRAINING AIDS; UNFETTERED POTENTIAL.

Nursing students unload training aids that will help them learn how to care for patients. Thanks to one container, 100 students will become nursing assistants in a community with health worker shortages.

humanitarian aid

MedWish sends hundreds of shipments of medical supplies and equipment every year. Charitable hospitals, clinics and organizations send us wish lists of what they need to improve health, to educate their staff and to save lives.

St. Raphael's Hospital in Korogwe, Tanzania has received two 40' cargo containers full of medical supplies and equipment from MedWish. The impact of these shipments is significant and long-lasting:

nursing school

The hospital was able to establish a nursing school. One hundred students are enrolled in an accredited nursing assistant program that would not have been possible without the training tools in this shipment.

operating room

The hospital completed an overhaul of the operating room with MedWish equipment, including an operating table, vital signs monitor, oxygen concentrator, lights and surgical tools.

quality, safety and comfort

Hospital beds, an infant warmer, gloves and gowns improve patient safety and comfort. An electrocardiogram and other diagnostic tools have allowed St. Raphael's to improve diagnosis of disease.

long-term impact

Immediate improvements to health care have helped the hospital secure more funding, and the nursing school will support economic development.

“Through your support, you have demonstrated your deep commitment to our work. It has been the foundation upon which we build our promise of excellence,” said Dr. Damian Mpundu, medical superintendent at St. Raphael's Hospital.



There's really no such thing as a small shipment at MedWish. Even a suitcase of supplies can save lives. IV supplies saved this man, who was near-death from an infection, by delivering fluids and antibiotics. It was carried by a nurse on a 2012 medical mission to the Amazon Rainforest in Peru.

Learn more about our shipments, big and small, at www.medwish.org/blog.



**PACKING LIST:
WHEELCHAIR;
UNWASTED SUPPLIES.**

Our 38,000 square-foot distribution center holds a vast variety of surplus medical supplies and equipment. Our health system partners help the environment by donating usable surplus to MedWish.

medical surplus recovery

In 2012, MedWish partnered with 69 hospitals, clinics and manufacturers to recover usable medical surplus from their operations. This program supports our partners' sustainability efforts and fuels our humanitarian aid.

The medical surplus that MedWish receives includes durable medical equipment (such as hospital beds and IV poles), biomedical equipment (such as ultrasound machines and vital signs monitors) and consumable medical supplies (such as gloves and bandages.)

Dozens of hospitals in Ohio have partnered with MedWish to donate surplus supplies and equipment. Together, they divert hundreds of thousands of pounds of usable surplus from the waste stream each year.

Medical surplus comes from many sources for many reasons. Despite hospitals' sustainability efforts, equipment upgrades, policy changes and insurance regulations can cause them to discard safe, sterile, usable supplies and equipment.

MedWish works with hospital champions at all levels to find and pick up donations. Individual donors may also drop off donations at our distribution center during business hours. A list of items we accept is available on our website.



a great alternative

When supplies we receive are not appropriate for humanitarian aid, we donate them to animal shelters, child care centers, school programs and artists to train students, to bring comfort to rescued pets or to become art.

Domestic nonprofits can apply to receive supplies for non-medical use by visiting www.medwish.org/get.



PACKING LIST: 35,000 HOURS; IMMEASURABLE GENEROSITY.

Our volunteers make a world of difference. MedWish volunteers sort, quality-check, pack and organize supplies for humanitarian aid. Medical degree not required! Get more information and sign up on our website.

building careers

Within our ranks of volunteers is an incredible group of people: our building careers participants. More than 70 people with autism, disabilities or other barriers to employment work and grow through the Building Careers program.

“Nice work. Way to go!”

Emily Lynch, Senior Behavior Specialist at the Cleveland Clinic Center for Autism’s Lerner School, praised one of her teenaged students who was sorting items into plastic bins at MedWish.

The Lerner School serves children with autism from preschool through early adulthood. One of the school’s essential services is job training for teens who are preparing to graduate. The school has partnered with MedWish through our Building Careers program to bring students to our distribution center for the past several years.

Students sort MedWish supplies (like needles,

electrodes and syringes) by size and expiration date. As their skills improve, they become essential to our sorting process. Working at MedWish helps Lerner School students learn communications skills, refine their attention to detail and to simply accommodate the routine of coming to work each day.

The Building Careers program encourages success for people with autism, disabilities and job training needs, supports our humanitarian aid efforts and helps raise awareness in our community about these potential employees, who can be very valuable to future employers.

“Given the right support, they can be very successful,” Emily said.



2012 building careers partners

- AARP Foundation
- Bridges Rehabilitation Services
- Cleveland Clinic Center for Autism’s Lerner School
- Cleveland Metropolitan School District
- Cuyahoga East Vocational Education Consortium
- Cuyahoga County Work Experience Program
- Jewish Family Service Assoc. YouthAbility program
- Linking Employment, Abilities and Potential (LEAP)
- Maple Heights City School District
- Monarch Center for Autism
- PLAN of Northeast Ohio
- Positive Education Program (PEP)
- South Euclid-Lyndhurst City School District
- Vocational Guidance Services

A close-up photograph of two young boys. The boy in the foreground is wearing a blue and white striped shirt and is pointing his right index finger directly at the camera with a curious expression. The boy behind him is wearing a blue t-shirt and looking slightly to the side. The background is a bright blue wall.

**PACKING LIST: 40
VOLUNTEERS; INSPIRED
PARTNERSHIPS.**

Our medical brigades bring people to the heart of our mission. We deliver supplies, host wellness clinics and partner with local health providers to help improve ongoing access to care for local residents.

medical brigades

We don't often get to meet the people who receive our supply shipments. But each year, our Medical Brigade volunteers travel abroad to host clinics, deliver supplies and make a lasting impact for the people MedWish exists to serve.

“There’s something transformative about volunteering internationally,” said Sarah White, MedWish business manager and coordinator of Medical Brigades. “You meet people from all walks of life and see MedWish through the eyes of our partners and recipients.”

During MedWish Medical Brigades, we partner with local doctors and nonprofit organizations to host wellness clinics that provide basic health care and to help coordinate follow-up care for patients. Over the past ten years, MedWish volunteers have traveled to various countries in Central America through the Brigade program.

The 2012 MedWish Medical Brigade brought 40 volunteers to Zaragoza, El Salvador and offered

wellness clinics for 1,500 people. MedWish staff also visited a local hospital to learn about its needs and plan for future aid shipments to help support ongoing health care improvements.

Brigade volunteers each hand-carry a suitcase full of MedWish medical supplies along with their luggage. About half of the 40 volunteers who participate in the Brigades are doctors and nurses; the other half help with translation, clinic coordination and other roles.

For more information about our Medical Brigades, please visit www.medwish.org.

past brigade destinations



2007
Honduras



2009
El Salvador



2010
El Salvador



2011
Nicaragua



2012
El Salvador

in 2012...

MEDWISH COLLECTED MEDICAL SURPLUS FROM 69 hospital and corporate product donors

including these world-class health systems:

Cleveland Clinic

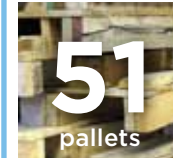
Metro Health

Nationwide Children's Hospital

University Hospitals

MEDWISH SENT 252 SHIPMENTS of lifesaving supplies

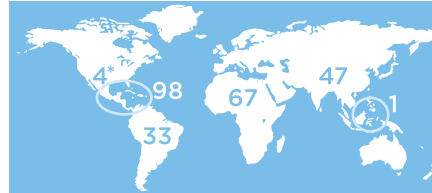
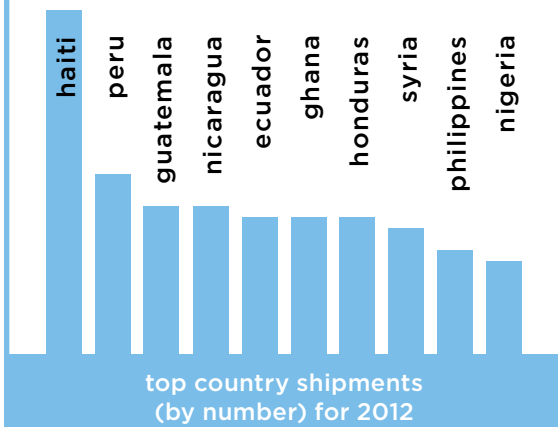
the equivalent of



containing these most-requested items (and much more)

- | | |
|-------------------|-------------------|
| Adhesive bandages | Suture |
| Crutches | Stethoscopes |
| Gauze | Tongue Depressors |
| Gloves | Toothbrushes |
| Hospital beds | Walkers |
| Surgical drapes | Wheelchairs |
| Surgical gowns | |

TO **50** countries



in all corners of the world

*peer org. collaborative shipments

WITH THE HELP OF

35,379 volunteer hours

INCLUDING **70+**

participants in the **BUILDING CAREERS** program

mission statement

MedWish International is a not-for-profit organization committed to repurposing medical supplies and equipment discarded by the healthcare industry with the objectives of providing humanitarian aid in developing countries to save lives and reducing waste to save our environment.

core values

humanitarian focus

We are dedicated to providing medical aid to lessen the burden of suffering people regardless of religious or political affiliation.

environmental consciousness

We will look for every opportunity to recover, recycle and redistribute all in-kind donations.

community benefit

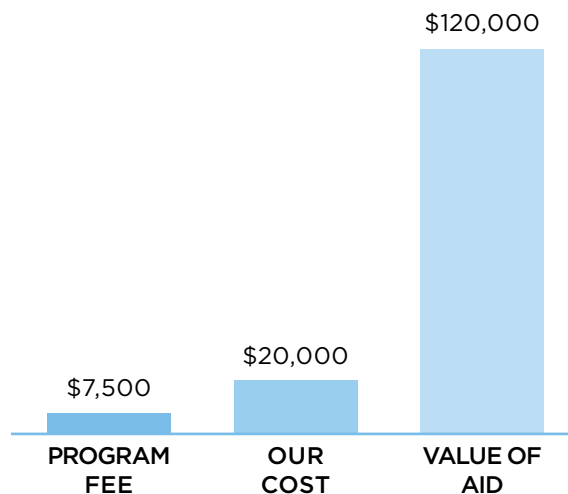
We give back to the community through the use of local services, employment and partnerships.

integrity

We will “do the right thing” operationally, financially and socially.

respect for our employees, volunteers and partners

We will support an environment of respect, collaboration and safety.



investing in global health

For every 40' cargo container that MedWish sends, we receive \$7,500 in program revenue from the container sponsor. However, the cost to our organization for each container is about \$20,000. The average value of the contents of one container is \$120,000, an amount of money our recipients would never be able to afford without MedWish. Your gifts make this possible.

Your support is an investment in global health. Thank you.

financial summary

january 1, 2012 - december 31, 2012

monetary income	
foundation and corporate grants	171,085
individual donations	78,461
program revenue	201,142
event income	269,406
other income	1,492
gifts and services in kind	451,024
total revenue and support	1,172,610
monetary expenses	
program expenses	484,993
administration	196,494
fundraising	96,104
in-kind expenses	451,024
total expenses	1,228,615
operating loss	(56,005)
inventory revenue (products received)	
in-kind product donations received	5,607,946
total inventory revenue	5,607,946
inventory expense (products delivered)	
in-kind donations distributed	6,336,550
total inventory expenses	6,336,550
inventory loss	(728,604)

***Some of the inventory distributed in 2012 was donated in 2011 before it could be distributed abroad. This issue generated the loss reported here.*

The 2012 audit was overseen by SS&G. It is available upon request.

2012 staff

Josh Kravitz
Executive Director

Traci Christler
Director of Program
Advancement

Andres Perez-Charneco
Director of Programs

Chance DeWerth
Senior Operations Manager

David Cicerchi
Volunteer Program Manager

Reanna Karousis
Marketing & Communications
Manager

Sarah White
Business Manager

Milton Cleveland
Warehouse Associate

Ferdinand Fongkeng
Inventory Associate

Heidi Hendrock
Humanitarian Aid Specialist

Sandra Kikano
Sorting Associate

Sean Lofgren
Inventory Associate

Nathaniel Ploscik
Warehouse Associate

Shirley Harold-Rameses
Building Careers Program
Coordinator

Jeff Rupsic
Warehouse Associate

2012 board of directors

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Swagelok

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University Hospitals

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Cleveland Clinic

Jane Hamrle
Americhem

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Jones Day

Dave Landever
Weisman Kennedy

Jamie Lebovitz
Nurenberg Paris

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Hillcrest Hospital

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Select Equity Group

Rob Namy
Weston

Brian Smith
Cleveland Clinic

Rob Stall
Cleveland Clinic

Peter Voudouris
Tucker Ellis

Dave Wingard
Sherwin Williams

Phil Winton
The AdCom Group

Michael Zweig
JP Morgan

donors

INSTITUTIONAL DONORS

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The Ahuja Foundation
Akron Children's Hospital
Akron General Medical Center
Akzo Nobel
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Association of Philippine Physicians of Ohio (APPO)
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Benesch Friedlander
Bostwick Design Partnership
Brockman Designs
Brother's Brother Foundation
Carleton & McKenna Advisors
Case Western Reserve University School Of Medicine
Case Western Reserve University Department Of Surgery
City of Cleveland Emergency Medical Services
Cleveland Clinic Foundation
Cleveland Social Venture Partners
Constellation Energy
CVS/Caremark Community Grants
David and Inez Myers Foundation
Dealer Tire
DeMilta Iron & Metal
DeMilta Sand & Gravel
Dickenson Group LLC
The Edsel D. and Lorie M. Dunford Charitable Fund of The Ayco Charitable Fund
Elyria Memorial Hospital
Emjay Laboratories
Fairmount Minerals

Federal Equipment
Fisher Titus Health Center
Forest City Enterprises Charitable Foundation
Gilbane
Glickman Urological & Kidney Institute
Goldberg Companies, Inc.
Good Samaritan Hospital-Premier Health Partners
Gorman Lavelle Corporation
William E. Harris Family Fund
Heather B. Moore Jewelry
HFP/Ambuske Architects
Humility of Mary Health Partners
Huntington Bank
Jay Auto Group
Joan C. Edwards Charitable Trust
Joel & Deborah Clayman Family Foundation
Jones Day
Kaiser Permanente
Karl Storz Endoscopy
Karpinski Engineering
Kohl's Cares
The Kuhn Family Foundation
Lake Health
Lakeside Supply Co.
The Milton and Tamar Maltz Family Foundation
The Trust of Tamar Maltz
McHenry & Associates Inc.
Medical Action Industries
Medical Service Company
Memorial Healthcare System
Metro Health Medical Center
Missionary Expeditors
NAI Earle Furman, LLC

Nationwide Children's Hospital
Northcoast Recycling
Nurenberg, Paris, Heller, McCarthy Co. LPA
Oak Tree Philanthropic Foundation
Ohio State University Medical Center
Parma Community General Hospital
Perspectus Architecture
PET International
Raymar Corporation
Reliable Runners
Reminger & Reminger
Resilience Capital
Roetzel & Andress, LPA
Select Equity Group Foundation
Sklar
Sonkin and Koberna Co., LPA
Southern Wine & Spirits
St. Vincent Charity Medical Center
Steris Corporation
Summa Healthcare
Swagelok Foundation
Taft Stettinius & Hollister LLP
Titusville Area Hospital
Toshiba
Tradex
TriHealth
Tucker Ellis & West, LLP
Turner Construction Company
University Hospitals
US Endoscopy
US Urology
Verizon Foundation
Weisman, Kennedy & Berris Co., LPA
The Whiting-Turner Contracting Company

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Steven Ward and Bobbie Brown
Mike and Nora Weingart
Dave and Shelly Wingard
Phil Winton
David and Ivy Zelman
Michael and Cathy Zweig

2012 corporate/civic volunteer groups

Alpha Phi Omega - Theta Upsilon Chapter, Case Western Reserve University
Association of Perioperative Registered Nurses (AORN) of Greater Cleveland
Arnold Air Society
Baldwin Wallace University Pre-Med Society
Bedford High School
Bellefaire JCB
Brush Key Club
Bryant & Stratton College
Brigham Young University Alumni Association
Case Serves
Phi Delta Epsilon International Medical Fraternity, Cleveland Clinic Lerner College of Medicine
Chagrin Highland Rotary
Chagrin Valley Rotary
Church of the Saviour
Ciuni & Panichi, Inc.
Cleveland Clinic Foundation
Cleveland Leadership Center
Cuyahoga Valley Church

Deloitte
Eaton Corporation
Ernst & Young
Forest Hill
Gesu Church
Grace Church
HandsOn NortheastOhio
Hathaway Brown School
Hawken School
Hiram College
Hudson Montessori School
In Balance
Jewish Federation of Cleveland
Lions of Judah
Key Bank
Kohl's of Highland Heights
Congregation Kol Chadash
KPMG
Laurel School
Mayfield Key Club
Men in Nursing, University of Akron
Mentor United Methodist Church
MIND, Case Western Reserve University
Nordson

Our Redeemer Lutheran Church
Parma Heights Baptist Church
Phi Kappa Psi, Case Western Reserve University
Phi Kappa Tau, Case Western Reserve University
Plymouth Church of Shaker Heights
Syrian American Medical Society
Sanford Brown College
Single Volunteers of Northeast Ohio
Swagelok
Tucker & Ellis
University Hospitals
Velocity Church
Washington Park
Zeta Psi, Case Western Reserve University

2012 medical brigade volunteers

Lori Anderson-Printy
Jane Arnold
Carolyn Arnold
Jody Bell
Cameron Bell
Dani Berns
Amit Bhardwaj, PA-C
Anna Calvo Rosenstone
Howard Dickey-White, MD
Ann Failing, MD
Irene Gibson, RPH
Ashley Hannola
Heidi Hendrock
Heddy Herrera
Will Holden

Kathy Holmgren, RN
Lindsey Jones
Mackenzie Jones
Debbie Katz, RN
Jason Klein, DO
Krystal Kohlman
Josh Kravitz
Scott Liberman
Sydney Liberman
Joseph MacLellan, PA-C
Robert Moosally, DO
Rob Namy
Liza Namy
Rachel Onders
Raymond Onders, MD

Jackie Ponsky
Jeff Ponsky, MD
Lydia Resnik
Eleni Rokakis
Sheldon Rose, MD
Katie Stroh
Harvey Tucker, MD
Cindy Tucker, RN
Vicki Vigil
Lisa Wachalec
Erin Waggoner
Sarah White
Christi Woods, DO
Robert Zimmerman, MD



MedWish International recovers usable medical surplus from health care systems and distributes these vital supplies to doctors, nurses and humanitarians to improve health care around the world. MedWish is a 501(c)3 nonprofit organization.

For more information and to make a gift, please visit www.medwish.org.

MEDWISH

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