Delivering a World of Health and Hope.
2016 SOS Year in Review By The Numbers!

79  Number of hospitals in Kentucky, Southern Indiana and Southern Ohio that recycled on a monthly basis with Supplies Over Seas.
71  Number of other medical institutions and doctors offices that recycled with SOS
419 Number of individuals and nonprofits donating surplus medical supplies to SOS.
327,230 Number of pounds of surplus medical supplies and equipment received. Over 27,522 pounds a month!
133,517 Number of pounds shipped to communities in need
120 Number of mission teams that used the “SOS Medical Team Store” – sponsored by KentuckyOne Health & UPS – to support their short term mission trips
8 Number of 40-foot ocean going containers shipped
29,825 Number of pounds donated to regional nonprofits; regional medical schools and nursing schools and donations to animal welfare organizations
84,623 Number of pounds recycled
19,277 Number of volunteer hours given to Supplies Over Seas
$454,166 Value of volunteer hours donated to SOS. (Using Corporation for National & Community Service’s $23.56/hour)
3,065 Number of individual volunteer experiences at SOS
181 Number of sort sessions performed by volunteer groups
We are pleased to report another successful year at Supplies Over Seas – our 24th to be exact. It was one of growth in which we expanded both our environmental and humanitarian impact. We diverted a record level of medical surplus from local landfills, increased the number of medical mission teams supplied and met medical needs in two new countries.

In 2016, the number of hospitals and individuals recycling their medical supplies rose sharply. We are so grateful to the thousands of volunteers who processed these donations. Green is important now more than ever and as our region’s only MSRO (medical surplus recovery organization), the tons we save from the landfill are protecting our local environment.

There is much to celebrate as we hear of lives saved and entire communities becoming healthier as a result of our efforts. These results would not be possible without the support of our amazing volunteers, donors, and Medical Recycling Partners – hospitals, physicians, and other healthcare institutions.

Next year we will be celebrating our 25th anniversary. This will be an occasion to recognize the invaluable contributions of the many individuals who helped SOS reach this milestone. It will be a time to reflect on the accomplishments achieved and share how we will build on our past to deepen and expand our impact over the next quarter century.

Each one of you is invaluable to helping SOS improve health globally and here in our community. We invite you to visit and learn more, to volunteer, and to support our work as generously as you can.

With gratitude,

Denise Sears
President & CEO

K. Thomas Reichard, MD
Chair, Board of Directors

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**OUR MISSION**

*Supplies Over Seas* (SOS) meets critical healthcare needs in developing countries around the world by recovering and redistributing surplus medical supplies and equipment. SOS promotes environmental stewardship, partnering with hospitals and others to recover and send what would otherwise go to the landfill.

**OUR VISION**

To be a first class regional medical surplus recovery organization, promoting global health, environmental stewardship, and community awareness. SOS will do this through the efficient recovery, processing, and responsible redistribution of medical supplies and equipment to improve healthcare for the poor and underserved worldwide.

**OUR COMMUNITY**

SOS relies on the generosity of donors, volunteers, and friends; it receives no government funding, and accomplishes its big mission with a very small staff. SOS directly benefits underserved people living in medically impoverished communities abroad and at home by delivering necessary medical supplies and equipment to health clinics, hospitals, and other institutions. SOS matches surplus with need, connecting communities, and delivering a world of health and hope.
In February, we loaded another container, this one bound for Serbia, in Eastern Europe. The shipment was made possible through a partnership with Indianapolis-based, TriMedx Foundation and the Chicago office of the Lifeline Humanitarian Organization, whose patron is HRH Crown Princess Katherine.

Her request was for 46 hospital beds to upgrade hospitals and clinics in Belgrade that serve children who are mentally or physically disabled; orphaned, abused, or displaced; and the elderly. Through our generous Medical Recycling Partners across Kentucky and southern Ohio, we were able to send donated top-of-the-line hospital quality beds.

In her thank you letter, Princess Katherine said, “On behalf of all those who will benefit from your incredible generosity, I warmly thank you for your wonderful kindness and readiness to help.”

Afterwards, she also recorded a video to thank SOS and its donors personally. The video was shown at our first Health & Hope Breakfast in October (see p. 8).

Honduras

Louisville-based Safai Coffee owner Mike Safai travels to coffee growing regions around the world and builds direct relationships with coffee farmers. On a recent coffee buying trip to Honduras, Mike visited the local clinic, Simon Contreras, and saw first-hand the obstacles facing the people of Marcala.

There were almost no basic medical supplies, and although the clinic serves 90,000 people there were only two beds in the emergency room. They simply were not equipped to serve so many patients.

Mike, and his wife Medora, decided to do what they could to improve the healthcare conditions for the coffee farmers and their families in the region.

In October a 40-foot container with 19,104 pounds of medical supplies and equipment was shipped to the clinic. Major equipment included 20 hospital beds; 2 labor & delivery beds; 4 infant warmers; 4 bassinets; 4 exam tables; and 2 new-mother chairs. They were particularly excited about the new-mother chairs, to replace the worn and broken ones they had.

A variety of small equipment included everything from vital sign and fetal monitors to ECG machines and exam lights. Walkers, wheelchairs and pallets of medical supplies completed the shipment.

“We are so proud to have completed this project with the direct efforts of our corporate partners as well as many individuals right here at home. Our passion for assisting our coffee farming families and their communities has fueled our success,” said Mike Safai.

Serbia

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Haiti

In August SOS loaded a container bound for the Bishop Joseph M. Sullivan Center for Health (BJSCH) in Côtes-de-Fer, Haiti. New York-based Catholic Medical Missions Board was building the center and sent a request for medical supplies to Catholic Health Initiatives (CHI) in Denver.

Our Medical Recycling Partner KentuckyOne Health is a subsidiary of CHI, and they responded to the request, coordinating and overseeing the logistics to gather the needed supplies and equipment.

Thanks to our volunteers, donors, and Medical Recycling Partners, the container was loaded with more than 12,000 pounds of requested medical surplus valued at over $149,000.

Sierra Leone

In July a container shipped to The Shepherd’s Hospice in Freetown, Sierra Leone on the west coast of Africa. The hospice provides care for some 3,200 patients a year.

“Through the joint efforts of Hosparus and SOS we are so grateful to be able to support a hospice in Sierra Leone that has been challenged by the HIV/AIDS crisis and the Ebola virus,” stated Hosparus President & CEO Phil Marshall.

“Several years ago, a team of Hosparus staff members visited Shepherd’s Hospice, and that trip had a major impact on them and all of the employees at Hosparus. Each year our staff generously gives to Shepherd’s Hospice through payroll deduction and will continue to do so to assist with the vital work that is being done for the people in Sierra Leone.”

In October, we received a message that the container had been received: “Grateful to all our friends who made donations & worked towards the sending out of this life-changing donation. ...its quality of equipment is magnificent. I am humbled by this vote of trust & support... Many regards,” from Gabriel Madiye, Director.
**Custom Pallet Program**

For groups planning large-scale projects, or for clinics and hospitals abroad in need of supplies, SOS offers **custom-packed shipments**. Depending on its contents, each pallet typically holds $5,000 - $15,000 worth of medical supplies and equipment. A donation of $625 per pallet is requested. The initiating organization is responsible for arranging the shipment and paying shipping costs.

**Uganda**

It’s interesting how SOS gets connected to people all over the world – and it’s not always just because of the Internet.

In February SOS sent 2 pallets to **Kampala, Uganda** for Ray of Hope Medical Center there. The pallets were sponsored by **Terri Clark Ministries**, based in Arkansas. Terri (pictured below) found SOS through **Sister Rose Mary Rexing**, in Jasper, Indiana.

The two clinics in Kampala serve 200 patients a month, and their major health concerns are malaria, typhoid, and adequate prenatal care. Good used equipment and supplies, donated mostly from hospitals in Kentucky, Indiana and Ohio, are now helping meet those needs.

Sometimes big blessings travel in small quantities!

**Bahamas**

Students in the **Bellarmine Biology Club**, along with **Dr. David Porta** and members of the late **Dr. Tom Bennett’s** family, worked with SOS last July to send a “Pallet of Health & Hope” to the **San Salvador Community Clinic** in Dr. Bennett’s memory.

In 2015 Dr. Bennett had spent 22 hours in the small clinic after he fell and broke his hip. He was there for an annual spring break course on tropical marine biology that he and Dr. Jim Dyar had been teaching since the late 1970s.

Dr. Bennett had a huge influence on the Bellarmine community during his 36-year career. Items for the pallet were collected and packed by Bellarmine students and members of the Bennett family, from Dr. Bennett’s wife, Barbara, to their grandchildren.

Their wonderful humanitarian aid effort, in memory of a beloved professor, is still providing aid and comfort to a community with few resources.
Hand Carry Program

SOS’s Hand Carry Program allows medical relief workers undertaking short-term work abroad to visit SOS’s Medical Team “Store” to collect needed supplies and equipment that can be carried with them in their luggage. A donation of $50 is requested for the first 50 pounds of supplies and equipment, and an additional donation of $2 per pound is requested for any supplies and equipment beyond the first 50 pounds.

Tanzania

In February 2016, Dr. Charity S. Burke, a Louisville orthopaedic hand surgeon, traveled to Africa where she worked at the Kilimanjaro Christian Medical Center in Moshi, Tanzania.

Before departing, Dr. Burke visited the SOS Medical Team Store and gathered 164 pounds of medical supplies and instruments to treat orthopaedic trauma patients.

Until this trip, Dr. Burke had not been aware of SOS and its mission.

Following her trip, Dr. Burke said, “Someone recognized what was thought to be waste in the United States had value elsewhere. Someone took the time to collect these supplies from hospitals and sort this abundance of ‘waste’ into piles.

“Someone stored these supplies in an organized manner so that I could come and collect much needed supplies for my trip and celebrate, because without someone doing each of these steps, I know that such supplies would otherwise be thrown away.

“Plates, screws, clamps, micro instruments, and retractors packed in two large, extremely heavy suitcases made the trip smoothly halfway around the globe to Africa.

“With the help of Supplies Over Seas, there are now orthopaedic surgeons working in Moshi who are not only administering lifesaving care, but who are also teaching the next generation of orthopaedic surgeons in Africa.”

Medical Team “Store”

Fondly referred to as a store, it is actually a unique collection of medical instruments and small items that are made available to individuals and groups that are traveling for short-term medical mission trips. These are items that would fit in a suitcase or duffle bag, and medical teams often carry extra luggage of these items and leave them behind for the clinics and hospitals where they performed their work.

SOS does not sell its donated medical surplus but we do request donations to help cover our costs of gathering, sorting, storing and processing items for distribution; just as we do for the containers, pallets and boxes we ship.

A donation of $50 for the first 50 pounds is requested, regardless of the value of the instruments or other items, which can often be worth hundreds of dollars. Over 50 pounds, a donation of $2 per pound is requested.

We love to see a nurse or doctor’s eyes light up when they walk in and see unexpected and coveted items they can select for the particular surgeries or treatments they plan to perform – cleft palates, burns, orthopaedics. Such items for their specialties are often there.

Sharon Schuppert, RN, Manager
Volunteer
It takes thousands of volunteer hours to transform the supplies that are donated to SOS into the materials that serve as a life-saving solution for medically impoverished communities around the world. SOS has a small paid staff of seven. As such, we rely on our volunteers in order to realize our big mission to deliver health and hope. Individuals and groups are welcome.

Donate
Supplies Over Seas depends on financial support from individuals, corporations, and foundations. We receive no government or United Way funding. SOS is a 501(c)(3) nonprofit organization, meaning all donations are tax-deductible as provided by law.

Your donation allows SOS to help make the hospitals in our region greener while delivering an average of 15 times its value worth of medical supplies and equipment to a community in need.

Donate Your Own Medical Surplus
Individuals and families often have crutches, canes, wheelchairs, walkers and unused medical supplies following an illness or surgery. Don’t throw them out – bring them to SOS and we will give them to someone who desperately needs them!

Visit/Tour/Meet/Invite Us to Speak
Come take a tour of the SOS warehouse! See with your own eyes how Supplies Over Seas is able to use volunteer hands in order to turn thousands of pounds of medical surplus from waste into materials that transform healthcare conditions in medically impoverished communities across the globe. Bring a friend or a group – you and your organization are welcome!

Looking for an interesting place to meet? Consider holding your meeting in our conference room. To schedule a tour or to invite us to speak to your group, please call (502)736-6360.

FY 2016 Financial Summary

Income
- Contributions $456,515 17%
- Donated supplies & equipment $2,207,139 79%
- Other income $120,822 4%

Total Income: $2,784,476

Expenses
- Program $1,666,334 91%
- Management & General $111,723 6%
- Fundraising $54,878 3%

Total Expenses: $1,832,935

Net Assets: $4,082,792
(includes $2,207,139 in donated supplies & equipment)

All figures as reported in the Audited Financial Statements for the year ended June 30, 2016.
Nothing gets thrown away or recycled if we can possibly find another use or another home for it. Some expired medical supplies can be repurposed to provide non-sterile medical care and some cannot. To give those items another life and a new home, SOS shares them with area medical schools, nursing schools, local animal shelters and clinics, and the like.

Personal hygiene and other items cannot be put into our inventory of medical surplus, but they can be shared with local nonprofits that need them.

In September, SOS opened its doors to area nonprofits and was able to give away more than 3,500 pounds of surplus items that had been donated!

“The expired supplies I receive from SOS save me thousands of dollars a year. I was buying these items straight from a distributor for $1.70 apiece. Now I can use my budget on other areas of the classroom.”

**Jay Reeves, Instructor**
**Jefferson Community & Technical College**
Our inaugural Health & Hope Breakfast was held on October 20 at The Olmsted.

Keynote speaker Dr. Gordon Tobin, a plastic surgeon and longtime advocate for SOS, spoke passionately about the importance of service to others and what medical surplus can do overseas.

SOS founder Dr. Norton Waterman was honored with a certificate of appreciation, as well as a container shipment in his honor sponsored by Brown-Forman.

Attendees were the first to see a new video of the SOS story, created by Ann Lechleiter and Zachary Cobb of Tell Your Own Story Louisville. Their work was donated to SOS – many thanks!

They also got to see a short video message of gratitude from HRH Crown Princess Katherine, speaking from the Royal Palace in Belgrade, Serbia, for a container of hospital beds and supplies for the city’s hospitals and clinics that serve children with disabilities, orphans, and the elderly.

SOS Operations Manager Karen Crook and her children, Dylan and Jordan, spoke about how they became connected to SOS. Karen’s late husband Gary had battled ALS, and they donated his walkers to SOS. The kids had decorated them for their dad with colorful tape, and so they were easily identified as part of a shipment to aid victims of Hurricane Yolanda in the Philippines. Now two women in need are mobile thanks to their donation.

Our thanks also to SOS Volunteer Dick Wallingford, who took event photos.

Volunteers stated, “I did this to help others, but I received far more than I gave.”
– Dr. Gordon Tobin

Save the Date! 2017
Health & Hope Breakfast • Thursday, October 19 • The Olmsted
Two new events last August and September raised awareness and donations. Sponsored by Brown-Forman, two bourbon tastings brought donors, friends and their guests to the warehouse to sip and tour and learn about SOS and its lifesaving work.

The price of admission: a box of Band-Aids.

Why Band-Aids? Because even with all the tons of medical surplus that come in, there is rarely anything as simple as Band-Aids. We take them for granted, but the developing world for the most part does without.

At the same time, some schools and youth groups were doing “Band-Aid Raids,” collecting these simple treasures for future SOS shipments to clinics and hospitals overseas.

Then in December, Humana’s Application Engineering & Architecture Management team hosted a Band-Aid Raid.

“This was a part of our well-being initiative to increase awareness of purpose and belonging in our lives by giving to others. Although Band-Aids are a small item to us, to someone in need it could mean the world and make a big difference in their care and recovery.”

Wendy Lott, IT Administrative Coordinator

Medical Recycling Partners

Thank you to our Medical Recycling Partners! Supplies Over Seas partners with hospitals and others around the region. They provide usable medical surplus along with significant financial and volunteer support. SOS provides a convenient, cost-effective way for them to donate medical surplus, which supports their own green initiatives, and at the same time extends their healing missions to the poor and underserved worldwide.

Baptist Health
- Baptist Health Corbin
- Baptist Health Eastpoint
- Baptist Health Floyd
- Baptist Health LaGrange
- Baptist Health Lexington
- Baptist Health Louisville
- Baptist Health Madisonville
- Baptist Health Paducah
- Baptist Health Richmond
- Hardin Memorial Health

KentuckyOne Health
- Flaget Memorial Hospital
- Frazier Rehab Institute
- James Graham Brown Cancer Center

Jewish Hospital
- Medical Center Jewish East
- Medical Center Jewish Northeast
- Medical Center Jewish South
- Medical Center Jewish Southwest
- Saint Joseph East
- Saint Joseph London
- Saint Joseph Mount Sterling
- Sts. Mary & Elizabeth Hospital
- Southern Indiana Rehab Hospital
- Taylor Regional Hospital

Norton Healthcare
- Norton Children’s Hospital
- Norton Children’s Medical Center – Brownsboro

Norton Audubon Hospital
- Norton Brownsboro Hospital
- Norton Hospital
- Norton Women’s & Children’s Hospital
- Breckinridge Memorial Hospital

TriHealth
- Bethesda Butler Hospital
- Bethesda North Hospital
- Good Samaritan Hospital
- TriHealth Evendale Hospital

Western Kentucky
- Carroll County Hospital
- Clark Memorial Hospital
- Harrison County Hospital
- Kindred Hospital
- Memorial Hospital (Jasper, IN)
- Murray-Calloway County Hospital
- Owensboro Health Regional Hospital
- Scott Memorial Hospital
- St. Claire Regional Medical Center
- Starke Memorial Hospital
- T J Samson Community Hospital
- The Medical Center at Bowling Green
- University of Cincinnati Hospital
- University of Louisville Hospital

Others
- Medline
- Owens & Minor
- Rocky Mountain Logistics
Volunteers

It takes thousands of volunteer hours to transform the surplus medical supplies and equipment that SOS recovers into the materials that deliver health and hope to communities in need. Put simply, volunteers are the lifeblood of SOS. SOS relies on volunteer hands in order to accomplish a myriad of essential functions, including: administrative support; biomedical expertise; inventory management; volunteer management; fundraising support; and, of course, sorting supplies! Pictured are just a few of the beautiful people who make SOS work.
Thank you to everyone who shared their photos and stories in this Annual Report.

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