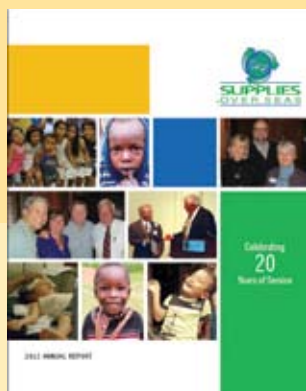




Celebrating  
**20**  
Years of Service

# OUR MISSION

Supplies Over Seas 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.



## On the Cover

*Photos from left to right,*  
Children in Guatemala

Kenyan child

SOS Staff Karen Womack, Bill Roof & Mary Lidtke

Dr. Tim Brown, Karin & Dr. George Sonnier,  
Dr. Tom Reichard

Dr. Norton Waterman & Dr. Tom Reichard

Child in Ecuador received surgery

Little boys love the camera! in Kenya  
and in Ecuador

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## FROM THE BOARD CHAIR AND CEO

We are celebrating our 20th anniversary this year, which is remarkable to consider. Supplies Over Seas (SOS) began in 1993 as one physician's vision to reduce medical waste while providing health and hope to communities in great need of both. That vision became a reality through the Greater Louisville Medical Society Foundation.

Over the past 20 years, Supplies Over Seas has saved more than 1.5 million pounds of medical supplies and equipment from landfills. There are only 15 - 20 medical surplus recovery organizations (MSRO) across the country, and SOS remains the only one in our region – a true hometown success story.

In 2010, Supplies Over Seas became an independent nonprofit organization, which has allowed us to extend our reach across Kentucky and into neighboring states. One of our strengths has been the ability of our board members to foster relationships with recipients, partners and other stakeholders, locally and abroad. Thanks to these efforts, nine hospitals and healthcare systems have joined us as Hospital Recycling Partners, and we are building long-term relationships in countries like Ghana, Ecuador, Kenya, and Philippines.

Today, Supplies Over Seas accomplishes its compelling mission through the work of a staff of six (two of whom are full-time volunteers) and the tireless efforts and generosity of committed volunteers, donors, and friends. Our two staff volunteers, Amy Jordan and Karen Womack, have each served more than three years, and we deeply appreciate their extraordinary commitment and their unique gifts.

Last year, Louisville received the International Compassionate City Award. Our mission certainly is a tangible expression of that achievement; indeed, compassion is at the heart of what we do. Supplies Over Seas continues to remind our immediate communities that we are all part of a global community, and through compassion we can alleviate suffering, wherever it exists.

In the following pages are just a few stories about the inspiring work that goes on here every day – how the efforts of our staff and volunteers, the ongoing support of donors large and small, and the responsible redistribution of medical surplus make all the difference for those who lack even the most basic medical care.

We invite you to join us, to visit and learn more, to volunteer, to support our work.

With gratitude,



**K. Thomas Reichard, MD**  
Chair, Board of Directors



**Kevin R. Orr**  
President & CEO



West Africa

GHANA



Dr. and Mrs. Waterman with Allen Montgomery



The Tamale Teaching Hospital serves 1.3 million people in the northern region of Ghana, in Tamale, a Louisville Sister City. In 2010, SOS and several other Louisville organizations partnered to begin sending urgently needed supplies and equipment to the hospital. Doctors from the **University of Louisville** also began a training program for Ghanaian doctors to improve healthcare and encourage them to remain and practice in Tamale.

To date Supplies Over Seas has shipped three 40-foot seagoing containers filled with medical supplies and equipment to the teaching hospital. The third container, shipped in May, was sponsored by the **Greater Louisville Medical Society Foundation** in honor of **Norton Waterman, MD**, founder of Supplies Over Seas.



A large delegation from Niger visited the warehouse in September. At left, Niger's senior health adviser, Dr. Mele (in gold), with Karen Womack, SOS Volunteer Lead. The doctor was amazed at the tons of medical surplus available to benefit her medically impoverished country.

NIGER



The morning of their visit, the doctor had received frantic word from home that the only oxygen concentrator in Niger's pediatric hospital had broken. They were in a panic to replace it. Dr. Mele and Karen demonstrated an oxygen concentrator for the prime minister (red tie). SOS was able to send that concentrator with them, along with 300 pounds of much needed medical supplies.

The prime minister later authorized a request for 2 containers of medical surplus for his country. He said, speaking in French, "The work you do is fabulous! God bless you!"



# East Africa

## KENYA



In June 2012 a project began that has sent 13 tons of medical relief to Kenya. Two 40-foot seagoing containers will arrive in March 2013.

The contents of one will be used to equip the first health clinic in Biribriet, near Kitale in the Rift Valley. It is the home of multiple-marathon winner and former University of Louisville runner **Wesley Korir**. He and his wife (front row, center), Canadian runner and U of L grad **Tarah McKay**, established the **Kenyan Kids Foundation** to help his people there. Wesley was also recently elected to Kenya's parliament.



Wesley Korir knew nothing of Supplies Over Seas until **Dr. Steven Smoger**, a longtime supporter, contacted him after Korir won the Boston Marathon in April 2012. Dr. Smoger had read about Wesley's plans for a 10-bed hospital and wanted to make him aware of SOS and its work.

The second container will help St. Luke's Mission Hospital in Mombasa through the direction of **Dr. Bill Smock**, police surgeon for the Louisville Metro Police Department. Dr. Smock also works with medical students from U of L, which has sent teams of doctors and students to Mombasa for several years.



The two groups joined forces, and last July Dr. Smock and a team of students traveled to Biribriet, where they treated 3,500 people in a week's time. With the generous sponsorship of both containers by local attorney **Tom Conway**, the shipments were on their way to the two hospitals, both of which have critical shortages of supplies and equipment.

Conway said, "This is all due to the hard work of Dr. Smock and the staff at SOS. I'm just glad to play a small part in it, and I'm thrilled that we can make a life-changing difference for all the people these shipments will help."



Kevin Orr, Tom Conway and Dr. Bill Smock with supplies staged for the Kenya shipments.



Marathon runner Wesley Korir selected medical supplies for the new hospital.

# The Americas

## MEXICO



### MEXICO

The town of Amatitan, Jalisco, has a tequila distillery operation that employs the local population, but until last summer it had no health clinic. That changed when Louisville distillery company **Brown-Forman** sponsored a container of medical supplies and equipment to establish the first health clinic there.

Brown-Forman and SOS worked with the Mexican Red Cross to establish the clinic. "We are very pleased to partner with Supplies Over Seas, a Louisville based organization with global reach to send essential medical supplies and equipment for the first 24-hour health center in the town where the Casa Herradura tequila distillery is located. The center will provide much needed health services for families and children in Amatitan and adjacent communities," said **Rusty Cheuvront**, Brown-Forman VP, Director of Global Community Relations. At left, Rusty and other Brown-Forman staff enjoyed helping fill the container.



## HONDURAS



### HONDURAS

Two containers went to Honduras last year, where even the most basic medical care can be too distant, in short supply, and usually unaffordable. In May a container was shipped to Hospital Loma de Luz filled with critically needed supplies and equipment, sent with the help of longtime supporter **Dr. Leslie Schuschke** and sponsored by **The Gheens Foundation**.

"Everyone at the hospital was extremely excited," said Dr. Schuschke. They had been through recent budget cuts, reducing staff and the number of clinics they could offer. "These supplies are needed even more and may mean the difference in whether a patient receives treatment or not."

Dr. Schuschke, a neonatologist, also supports a clinic in Dominican Republic. She said, "It has been a real learning experience to see all the work that goes into a container, especially how many medical supplies and equipment can fit."

In July another container of hospital beds, stretchers, and bed tables was distributed to Honduran hospitals and clinics.



Dr. Leslie Schuschke with her loaded container.

## The Americas

### ECUADOR



In late 2011, a government official of the Manabí Province, **Johnny Nuñez**, visited the warehouse and formed a partnership with SOS to help meet critical healthcare needs for their people. Many of the districts are very rural and even basic healthcare is limited or practically nonexistent. Arrangements were made for the first of three containers of critically needed medical supplies and equipment for two hospitals and several clinics in the province. It shipped in December and arrived in February 2012.

At the same time, a medical team of 20 physicians, nurses and other medical personnel from Louisville traveled to Manabí for a week-long medical mission, sponsored by Healing the Children.

Before departure the team selected and packed into suitcases over 500 pounds of medical supplies from the SOS Medical Team “Store.” These were used to perform 169 surgeries, some of them lifesaving, on 156 children that week.

While they were there, the country experienced severe flooding, and many rural villages were affected. The Prefecto of the province said the shipment of supplies could not have come at a better time; it would be used as disaster relief in small villages.

The second container requested by the province was shipped in August, and the third in January 2013.



#### SEE THE SOS STORY ON OUR WEBSITE, FACEBOOK, OR REQUEST A DVD

Accompanying the medical team was videographer **Brennan Clark**, who documented how medical surplus donated in Kentucky is used to save lives and heal the sick and injured overseas. The video project, commissioned by friend and donor **Kevin McKim**, was the first real opportunity SOS has had to document the results of its work in a recipient country. Available in DVD or Blu-Ray.

# Report to the Community

Where most of our medical surplus comes from:



John Powell helps Bill Roof unload equipment donated by Saint Joseph-Lexington

## In 2012 Supplies Over Seas...

Recovered more than **85 tons** of usable medical supplies and equipment from Kentucky and Southern Indiana hospitals.

Sent **14 shipments**: 8 were 40-foot seagoing containers to **Lebanon, Mexico, Honduras (2), Ghana, Jamaica, Ecuador, and Philippines**. That's **57 tons** of usable medical equipment and supplies, conservatively valued at **\$915,000**.

Equipped **70** local medical mission teams traveling to **20** countries.

Logged nearly **14,000** volunteer hours by more than **1,300** volunteers!

Was named a Finalist for the **MediStar Governor's Dignity of Humanity Award**, for increasing access to healthcare for underserved populations in our region. Local support includes equipping area free clinics; various supplies for nonprofits like **St. John Center**; animal care shelters; and **disaster relief supplies** for volunteers after the tornadoes in Southern Indiana.

Received the **Pyramid Award for Excellence in Leadership** from the Center for Nonprofit Excellence, awarded to former CEO Allen Montgomery.

Served as a major recycler in Louisville Metro District 9, dubbed the Green Triangle by our Councilwoman **Tina Ward-Pugh**.

## What is an MSRO?

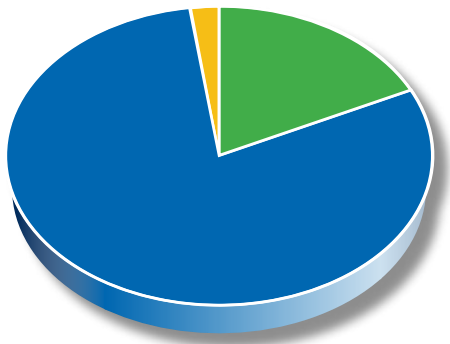
As a medical surplus recovery organization, Supplies Over Seas collects unused or leftover medical supplies and good used equipment from hospitals, nursing homes and other sources. SOS is one of only 15 - 20 such organizations across the U.S. and the only one in Kentucky and the surrounding region. These "green" organizations gather and repurpose medical equipment and supplies that would otherwise end up in the landfill.

Since 1993 SOS has shipped 700+ tons of medical surplus to **91** countries.

## Back-hauling Makes It Work

Supplies Over Seas could not be effective without the very generous support of two hospital supply companies: **Cardinal Health** and **Owens & Minor**, that back-haul medical surplus donated by the hospitals they serve. We are also grateful to **John Powell** and **Mason-Dixon Intermodal**, and **Allan Parnell** and **Mr "P" Express** for their hauling assistance and personal support.

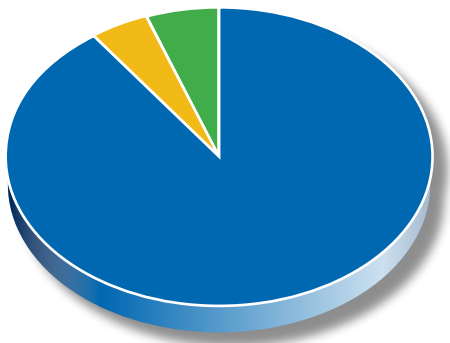




### Income

- Contributions \$301,294 **18%**
- Donated supplies & equipment \$1,327,117 **80%**
- Other income \$28,152 **2%**

Total Income: \$1,656,563



### Expenses

- Program \$1,240,059 **90%**
- Fundraising \$62,799 **4.6%**
- Management & general \$75,024 **5.4%**

Total Expenses: \$1,377,882

Net Assets: \$1,910,407

(includes \$1,327,117 in donated supplies & equipment)

All figures as reported in the Audited Financial Statements for the year ended June 30, 2012.

## How You Can Help

### Visit / Tour / Meet / Invite Us to Speak

Take a tour of the warehouse, learn more about Supplies Over Seas and its compelling, lifesaving mission. 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. Please call 502-736-6360 to schedule a tour, or to invite us to speak to your group.

### Volunteer

Volunteers are at the heart of our mission! The supplies we collect must be sorted and packed into boxes. You and your company or organization are welcome to volunteer. See our website for the schedule (usually two Saturdays a month). Weekday opportunities may also be arranged.

### Donate / Become a Container Sponsor

SOS raises funds to cover the costs of renting a warehouse and operating a recovery/redistribution program. Individuals, companies, and organizations can sponsor all or part of a 40 ft. container with 6 - 8 tons of surplus for a recipient country.

Sponsorship \$10,000; smaller donations may be combined to complete a sponsorship. Does not include shipping.

\$5,000 sponsor 1/2 container

\$2,500 sponsor 1/4 container

\$ 500 sponsor a pallet of supplies

All donations – large and small – are greatly appreciated and directly support our lifesaving work.

### Donate 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!

*Supplies Over Seas depends on financial support from individuals, corporations, and foundations to fulfill its mission. We receive no government or United Way funding. A 501(c)(3) nonprofit organization. Donations are tax-deductible as provided by law.*

# Volunteer Spotlight



Karen Womack & Amy Jordan



Dr. Leslie Schuschke & Manny Tipgos



Monday/Thursday "regular" volunteers



Tuesday "regular" volunteers



University of Louisville students (AED)



Biomedical Tech interns



Dr. Amy Verst & Brook



Eagle Scout Nic Perry built 30 pegboards. With Nic are his grandmother Jan Larsen, a volunteer, and his dad.



Brown-Forman volunteers



University of Louisville nurses



Mayor Greg Fischer stopped by to thank volunteers during Give a Day Week



Kathy & Dr. Hal Baumann



Longest serving Mon/Thu volunteers Barbara Markwell and Therese Steilberg with Karen Womack



Highland Baptist Church Choir



Josephine Sullivan, RN



RecoverCare staff repairing equipment



Galen College of Nursing students



RecoverCare staff volunteer regularly



GE volunteers gave a whole day and built 4 sort tables



Warehouse volunteers Wayne & Nick



Susan Salsburg



UPS volunteers



Bellarmine University students & Dr. Susan Davis (center)



Karen Womack with longest serving Tuesday volunteers Joan Schuhmann, Bonnie Simpson and Fran Simpson



Mark Carter (left) with Passport Health Plan volunteers

## The Caribbean



## JAMAICA

Working with the relief organization Food for the Poor, in June SOS shipped 50 hospital beds and other equipment for the people of Jamaica, where there is a critical, ongoing need for beds. The beds and much of the other equipment came from the former **Saint Joseph – Mount Sterling** hospital, where a new facility was opened in 2011. A generous donation of hospital beds from **Norton Healthcare** has allowed us to continue to send multiple shipments.

## Middle East

## LEBANON

In April a small group of Louisville physicians worked with SOS to send a shipment of medical relief supplies and equipment to Lebanon. They were used to help treat sick and injured refugees that have been pouring into the country from troubled nations on its border. The shipment, sponsored by the Cincinnati based **Mercy Foundation**, was the first of many the organization plans to send.



## SMALL SHIPMENTS

Smaller shipments, usually single pallets, are sent to a number of countries each year. Even 500 or 600 pounds of medical supplies can ease a critical shortage in medically impoverished countries. The countries served in 2012 were:

- CAMEROON
- HAITI
- NIGER
- GUATEMALA (2 shipments)
- ST. KITT, WEST INDIES





# Southeast Asia



## PHILIPPINES

“San Pablo Medical Center gutted by fire,” read the headline in the Philippine Daily Inquirer on May 28, 2010. While no one was injured and all patients were evacuated, more than half the hospital was severely damaged.

Later that year, **Dr. Gabriel Eala** visited Supplies Over Seas to discuss equipment and furnishings to replace what was lost. But no funds were available to fill and send a container at that time. Returning to San Pablo, Dr. Eala carried medical supplies in suitcases for the hospital.

Two years later, in 2012, the San Pablo City Medical Center was finally ready to receive a container of equipment and supplies to assist with the restoration. **Dr. Benjamin Rigor**, a Filipino anesthesiologist in Louisville, has also been instrumental in bringing the project together, working with Dr. Eala to help his countrymen back home.

A container sponsorship from **The Gheens Foundation** enabled the two doctors to reach their goal. Loaded with more than 6 tons of equipment and supplies, the container left the SOS warehouse in August. Photos taken in October show SOS equipment in the restored ER and operating rooms.



# Thank You!

## Hospital Partners

Supplies Over Seas partners with hospitals around the region. They provide usable medical surplus along with significant support for our mission. SOS provides a convenient, cost-effective way for them to donate their medical surplus, which supports their own green initiatives, and at the same time extend their healing missions to the poor and underserved worldwide.

- |  |                                |
|--|--------------------------------|
| <b>Owensboro Medical Health System</b> | <b>Norton Healthcare</b>       |
| <b>Hardin Memorial Hospital</b>        | <b>Scott Memorial Hospital</b> |
| <b>KentuckyOne Health</b>              | <b>Clark Memorial Hospital</b> |
| <b>Baptist Health Louisville</b>       | <b>Floyd Memorial Hospital</b> |
| <b>Baptist Health La Grange</b>        |                                |

## Container Sponsors

The container sponsorship program is one way SOS raises funds to cover the costs of renting a warehouse and operating a recovery/redistribution program. Individuals, companies, civic clubs and organizations can sponsor all or part of a 40-foot seagoing container filled with medical surplus for a recipient country. Full sponsorship is \$10,000; smaller donations from different donors are combined to complete a container. Does not include shipping.

- |  |                                       |
|--|---------------------------------------|
| <b>Karin and George Sonnier, MD</b>                  | <b>The Gheens Foundation</b>          |
| <b>F. Thomas Conway</b>                              | <b>Sisters of Charity of Nazareth</b> |
| <b>Mercy Foundation</b>                              | <b>Brown-Forman Corporation</b>       |
| <b>Greater Louisville Medical Society Foundation</b> |                                       |

## Partial Sponsorships

- Rotary Fund of Louisville**
- Food for the Poor**
- Dagbon-Net**
- Timothy Brown, MD**
- Fifth Third Bank**

## Smaller Shipments

- Timir Banerjee, MD**
- John Shattuck**
- Children of the Americas**
- Sharing the Journey International**



*Supplies Over Seas has made every effort to correctly acknowledge every donor. If we have made an error or missed someone, please contact the Development Office at 502-567-6367.*

## 2012 Donors

Our sincere thanks to all who made the past year a success. Your contributions in support of our mission helped Supplies Over Seas reach new milestones in gifts received, surplus collected, and people served. Every gift, large and small, makes a difference!

### \$75,000 and up

KentuckyOne Health

### \$25,000 - \$50,000

UPS Foundation

### \$10,000 - \$24,999

F. Thomas Conway

David and Betty Jones

Allen Montgomery

Karin and George Sonnier, MD

Owensboro Medical Health System

Hardin Memorial Hospital

Baptist Health Louisville

Baptist Health La Grange

Norton Healthcare

Brown-Forman Corporation

The Gheens Foundation

Mercy Foundation

Sisters of Charity of Nazareth

Greater Louisville Medical

Society Foundation

RecoverCare, LLC

### \$5,000 - \$9,999

Kevin McKim

Leslie Schuschke, MD

Joe Steier/Signature Consulting

Mary Zappone

Food for the Poor

Highland Baptist Church

Norton Hospital Medical Staff

Norton Suburban Medical Staff

Paul Elmes Corp

Rotary Fund of Louisville

### \$2,500 - \$4,999

Timothy Brown, MD

Dagbon-Net

Fifth Third Bank

### \$1,000 - \$2,499

Lynn Carrie

Drs. Greg and Linda Gleis

Amy Jordan

Friends of SOS

Judy Petty

Rick Rowe, MD

Steven H. Smoger, MD and

Charlene K. Mitchell, MD

Sharon and David Watkins, MD

Karen and Lynn Womack, MD

Lelan Woodmansee

BFW, Inc.

Jefferson Co. Chapter AAFP

U of L Center for Advanced

Neurosurgery

### \$500 - \$999

Mark and Kellie Carter

Larry Cashen

Chris and Suzanne Chase/

Discernity

Terry W. Giesler, DDS

Jeffrey and Jo Ann Hawkins

Gerald Larson, MD

Dr. and Mrs. K. Thomas Reichard

Della Rowe

John Shattuck

Tamina Singh, MD

Scott Memorial Hospital

Children of the Americas

Pfizer Foundation Matching Gifts

Sharing the Journey International

### \$250 - \$499

Timir Banerjee, MD

Jayne Labes

Allan Parnell

Sam Powdrill

Patricia Wheeler, MD

Cull & Hayden, PSC

Heick Hester Smith

### \$100 - \$249

Bruce and Charlotte Burton

Ann and Stewart Cobb

Family Fund

Susan Davis, RN, EdD

Mark Evans

John and Angela Frymire

Susan Galandiuk, MD

Joe and Robin Harlan

Christopher and Jane Harrison

Joan and James Kuhns, MD

Mary Lidtke

Mary and John Mulder

Kevin and Kay Orr

Jeffrey and Deborah Ann Presser

Lauren Swim

Dr. and Mrs. Norton Waterman

John C. Wright, MD

Central Union Church

London Rotary Foundation

Providence Self Sufficiency

Ministries

Trinity Presbyterian Women

Van Zandt, Emrich & Cary

### Below \$100

Estelle and Floyd Benner

Joan Brennan

Cecil Brewer

Glenda Callender

Cullen Clark

Theresa Connolly

Louise Grant

Sharon Heckel

Janet Hodes

Ronald Levine, MD

Edgar Lopez, MD

Beth McNulty

Linda and Brad Naiser

Bill Roof

John and Bonnie Roth

Betty Sauer

Rudy and Dana Schlich

Jamie Senn

Joanne Taheri

Lloyd and Katherine Taustine

Margaret Vermillion

St. William Church



## Medical Team "Store" Donors

Each year at least 70 medical mission groups come to SOS for the medical supplies they will need when they travel to medically impoverished areas in the U.S. and around the globe. Our "store" is stocked with smaller items like sutures, gloves, gauze bandages, casting material and the like, that will fit in a suitcase or duffle bag. With improvements funded by the **UPS Foundation** and blue bins donated by **Saint Joseph - Lexington**, the "store" has doubled in size and was relocated to secure climate-controlled space. We thank our many donors who come to SOS for their medical supplies. Space limitations do not allow us to list all donors. Below are donors who gave \$100 or more through the "store."

Sidi Bah  
F. Thomas Conway  
Manuel Grimaldi, MD  
Abdul Haqs LLC  
Gerald Larson, MD  
Frank Miller, MD  
Benjamin Rigor, MD  
George Rodgers, Jr, MD  
Leslie Schuschke, MD  
Judy Schwank  
Josephine Sullivan, RN  
Terry Todd  
Healing the Children  
Paris Simulation Center

Duclair Atis  
Susan Berberich, MD  
Brenda Billner  
Catherine Goodman  
Maria Hall  
Diana Howlett  
Robert Lark  
Cheryl McClymont  
Janet Parrott  
Cynthia Rigby, MD  
Joseph Salim  
Allison Simpson  
Carolyn Straub

## In-Kind Donations

Our Hospital Recycling Partners top this list, of course, with the supplies and equipment they donate. But we are also very grateful to the many other companies and individuals that have given a variety of non-monetary donations throughout the year.

We especially want to thank our Board of Directors for their support, in particular Allen Montgomery and Steve Diamond for significant in-kind gifts. And we want to recognize and thank the Advisory Council for many years of dedication to the mission and very generous financial support.



1500 Arlington Avenue  
Louisville, KY 40206

www.suppliesoverseas.org  
502.736.6360



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## BOARD OF DIRECTORS

**K. Thomas Reichard, MD**  
Chair  
Orthopaedic Surgeon, retired

**Larry Cashen**  
Wyatt, Tarrant & Combs

**Mark Carter**  
Passport Health Plan

**Steve Diamond**  
Healing the Children

**Susan Davis, RN, EdD**  
Bellarmine University

**Allen Montgomery**  
KentuckyOne Health

**William Smock, MD**  
Louisville Metro Police Dept.

**Mary Zappone**  
RecoverCare

## Photography courtesy of:

Supplies Over Seas Staff  
Brennan Clark/The Visual Experts  
Leslie Schuschke, MD  
William Smock, MD  
San Pablo City Medical Center  
Tamale Teaching Hospital  
Center for Nonprofit Excellence

## Special Thanks to:

Nick Simon, CEO  
Publishers Printing Company  
for printing this Annual Report

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**Kevin R. Orr**  
President & CEO

**Theresa Burridge**  
Development Manager

**Mary Lidtke**  
Administration Lead

**Manny Tipgos**  
Accounting Lead

**Bill Roof**  
Warehouse Specialist

**Karen Womack**  
Volunteer Lead

## Editor

Jayne M. Labes