Delivering a World of Health and Hope.
2017 Year in Review By The Numbers!

- **89** Number of hospitals in Kentucky, Southern Indiana and Southern Ohio that recycled on a monthly basis with Supplies Over Seas
- **65** Number of other medical institutions and doctors’ offices that recycled with SOS
- **367** Number of individuals and nonprofits donating medical surplus to SOS
- **408,609** Number of pounds of medical surplus received; over 81,000 pounds a month!
- **308,337** Number of pounds shipped to communities in need
- **130** Number of mission teams that used the “Medical Team Store” – sponsored by KentuckyOne Health & UPS – to support their short-term mission trips
- **19** Number of 40-foot oceangoing containers shipped
- **21,188** Number of pounds donated to regional nonprofits, medical and nursing schools, and animal welfare organizations
- **67,962** Number of pounds recycled
- **19,239** Number of volunteer hours given to Supplies Over Seas
- **$464,430** Value of volunteer hours donated to SOS (Using Corporation for National & Community Service’s $24.14/hour)
- **3,224** Number of individual volunteer experiences at SOS
From the Chair and CEO

The local and global impact of our mission-focused work touched millions of lives this past year. We are so grateful to you for sharing our commitment to build a better world. Every volunteer, healthcare provider and donor who supported our mission played a significant role in helping to save lives and preserve our environment.

SOS experienced significant growth in our 2017 fiscal year. We increased collections of medical supplies and equipment by 25% and sent a record 19 oceangoing containers valued at $2,886,037 to regions in need across the globe. In addition, SOS had the honor of helping lead “Love from Louisville,” a multi-organization project supported by the Mayor of Louisville that delivered humanitarian aid to refugees stranded outside Athens, Greece.

Our collection of medical surplus reduces the amount of material that goes into a landfill and helps preserve the health of our community. Our shipment of medical surplus provides critically needed medical care to the poorest of the world, and helps save the lives of children and entire families. Our donation of expired medical surplus to medical and nursing schools helps prepare the healthcare workers of tomorrow.

Supplies Over Seas is truly a one-of-a-kind nonprofit in our community!

As we approach our 25th year of operation, SOS has a strong foundation – begun by the Greater Louisville Medical Society, strengthened as it became an independent nonprofit, and now ready to expand its impact to touch even more lives.

With deepest gratitude,

Denise Sears
President & CEO

K. Thomas Reichard, MD
Chair, Board of Directors

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.
The most rewarding part of our mission is seeing the items we collect, sort, pack and ship arrive at their destination to begin spreading health and hope. Last June, staff and volunteers loaded a 40-foot shipping container of hospital beds, medical supplies and equipment bound for the Diocese of Kingstown in St. Vincent and the Grenadines, a group of Caribbean islands north of Venezuela. The container was made possible by individual contributions to SOS in honor of Fr. J. Ronald Knott and the Catholic Second Wind Guild, an organization that uses the talents and skills of retired professionals to generate creative solutions to complex issues on the islands. Several facilities were severely lacking in up-to-date equipment and supplies.

Gonaïves, Haiti

Dr. Robert Hilgers and his nonprofit Women’s Cancer Alliance in Louisville have been working diligently for years to open a children’s hospital and clinic in Gonaïves, Haiti. It will be the first pediatric hospital there and will provide lifesaving care to women and children.

“This is a good start in terms of coming up with the best medical care they can provide in their circumstances,” says Dr. Hilgers.

The Rotary Club of Louisville, along with Second Presbyterian Church, The Cralle Foundation and other donors, played a key role in sponsoring the container and helping him reach his goal.

St. Vincent and the Grenadines

The most rewarding part of our mission is seeing the items we collect, sort, pack and ship arrive at their destination to begin spreading health and hope. Last June, staff and volunteers loaded a 40-foot shipping container of hospital beds, medical supplies and equipment bound for the Diocese of Kingstown in St. Vincent and the Grenadines, a group of Caribbean islands north of Venezuela. The container was made possible by individual contributions to SOS in honor of Fr. J. Ronald Knott and the Catholic Second Wind Guild, an organization that uses the talents and skills of retired professionals to generate creative solutions to complex issues on the islands. Several facilities were severely lacking in up-to-date equipment and supplies.

The supplies benefited Milton Cato Hospital, St. Benedict Orphanage, Bread of Life Orphanage, Bequia Clinic, Lewis Punnet Nursing Home and the Georgetown Clinic.
**Senegal, West Africa**

Before he was a biomedical engineer living in Indianapolis, Adama Mbaye was a nurse in Senegal. Knowing how desperate his people are for medical care, he founded the nonprofit Clinic Keur Docteer but lacked the personal resources to completely fund the project.

We shared his plight with Brown-Forman, a significant corporate partner for SOS that immediately stepped up to fund the balance of the project. At the end of June we filled a 40-foot container with over 15,000 pounds of OB/GYN and other medical surplus, bound for Senegal.

“Brown-Forman is thrilled to partner with Louisville’s Supplies Over Seas to [help] the Thies region of Senegal. We give back because it’s good for our communities, our employees, and our business—and because it meets the critical needs of our neighbors both here at home and those far away,” stated Jim Perry, Brown-Forman SVP and a member of the SOS Board of Directors.

**To Greece with Love From Louisville**

SOS was honored to work with Love From Louisville, a humanitarian effort to send supplies to refugees stranded outside Athens, Greece. Collaborating with the Center for Interfaith Relations and Muslim Americans for Compassion, the project enjoyed support of the Office of Mayor Greg Fischer and other organizations noted below.

Families all over Louisville donated clothing, toys, personal hygiene items, diapers, and so much more. Donations were sorted and packed at SOS by 140+ volunteers. In all, 1,505 boxes totaling 44,763 pounds were sent and divided among the refugee camps.

UPS, another dedicated SOS partner, volunteered to fly pallets of donated rice packets from Love the Hungry to provide immediate relief. The balance of the donations was sent via two oceangoing containers, made possible with support from the community and Kosair Charities. Organizations involved in Love From Louisville were:

- Mayor’s Give A Day
- Kosair Charities
- UPS
- Muslim Americans for Compassion
- Center for Interfaith Relations
- Love the Hungry
- SYSCO
- WaterStep
- Louisville Metro Fire Department
- KYANA Packaging Solutions
- Packaging Unlimited
- Shippers Supply Company
- Vector Global Logistics
Last spring, Leanne-Sarah Gnamba, a senior at Walden High School, raised funds to ship medical supplies to the Simon Contreras Medical Clinic in Marcala, Honduras as her senior project. In 2016 SOS had partnered with Safai Coffee to send a 40-foot container to this clinic, but they still had a need for more obstetric supplies to help care for new mothers and babies. “The idea came when my mother said, ‘Leanne, do you know that you are blessed and privileged to have everything at hands reach? In my country (Côte d’Ivoire), when people have a simple illness they wait in suffering because of the lack of availability of medicine and money to purchase it.’ When she told me that, it struck something in me and I knew I had to do something about it,” said Leanne. “This pallet is indeed a wonderful surprise for Marcala’s Clinic! It will be of GREAT HELP especially for the many mothers and babies that attend the clinic.” – Maritza Midence, Simon Contreras Medical Clinic

Walden High School student sends pallet to Honduras

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 $1,100 per pallet is requested. The initiating organization is responsible for arranging the shipment and paying shipping costs.

Custom Box Program

For those who cannot visit the SOS Medical Team “Store” to assemble a hand-carry, SOS packs and ships custom boxes. SOS requests a $100 donation for supplies up to 50 pounds, and an additional $2 per pound beyond the first 50 pounds.
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.

We love to see nurses’ or doctors’ 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, wounds, orthopaedics and more.

Hand Carry Program

SOS’s Hand Carry Program allows medical relief workers undertaking short-term work abroad to visit the 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 $2 per pound beyond the first 50 pounds.

Tanzania

For many years Dr. Bill Smock has taken U of L medical students on summer mission trips to Africa – to Kenya, and more recently to Tanzania.

After their planning is complete, the students meet at SOS to pack suitcases of medical supplies and instruments they will need to treat the diseases and injuries they will likely encounter on their trip.

Dr. Smock and students cleanse wounds, treat skin conditions, and perform other treatments for patients that have come, sometimes from many miles away, when they hear a doctor is in the area. Besides serving as associate professor of emergency medicine at U of L, Dr. Smock is also the LMPD police surgeon and on the SOS board of directors.

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.

Dr. Bill Smock
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 and to support shipments 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 2017 Financial Summary

Income

- Contributions $613,453 15%
- Donated supplies & equipment $2,982,738 76%
- Recycling Revenue $153,376 4%
- Shipping Revenue $59,848 2%
- Other income $111,831 3%

Total Income: $3,921,246

Expenses

- Program $3,871,902 96%
- Management & General $108,884 3%
- Fundraising $48,945 1%

Total Expenses: $4,029,731

Net Assets: $3,974,307 (includes $2,982,738 in donated supplies & equipment)

All figures as reported in the Audited Financial Statements for the year ended June 30, 2017.
Nothing gets thrown away or recycled if we can possibly find another use or home for it. Those that cannot be used in medical care are donated by SOS to area medical schools, nursing schools, local animal shelters and clinics. Personal hygiene and other items that cannot be put into our inventory of medical surplus are shared with local area nonprofits that need them.

SOS periodically opens its doors to area nonprofits to come and take what they can use – free of charge.

Local Groups That Benefited

A Critter’s Chance
Actors Theatre of Louisville
Advent Hope Ministries
Animal Care Society
Another Chance
ATA School of Nursing
Bellarmine University
Blanket Louisville
Boys & Girls Clubs of Kentuckiana
Bridging the Gap
Brown Mackie College
Camp Courageous
Cathedral of the Assumption
Catholic Charities
Center for Accessible Living
Center for Neighborhoods
Civil Air Patrol - SQ 039
Community Coordinated Child Care
Dare to Care
Daviess County Humane Society
Dismiss Charities - Diersen
East Area Community Ministries
Eastpoint Vet Clinic
Family and Children’s Place
Family Community Clinic
Family Health Center

Family Health Centers - Phoenix
Fegenbush Lane Animal Clinic
Freedom House
Galen College of Nursing
Galilean Home
Girl Scouts of Kentuckiana
GO Ministries community outreach & free clinic
Golden Arrow Center for Mothers & Children
Good Garbage
Goodwill Industries of Kentucky
Guardia Care Services
Habit for Humanity Restore
Harambee Health Clinic
Henderson Community College
Henderson Community Ministries
Highland Community Ministries
Highland Pres. Weekday School
Hildegard House
Honor Flights
House of Ruth
Humane Society of Nelson County
Indiana Recovery Alliance
Jefferson Community & Technical College
Kentucky Lions Eye Clinic
Kentucky Refugee Ministries
Kentucky Urgent Care
KIPDA
KY YMCA Youth Association
La Casita Center
Lincoln Elementary
Louisville Metro Animal Services
Louisville Zoo
Love The Hungry
Middletown 7th Day Adventist Church
Mission Mobility
Moore High School
Nurture to Nature Wildlife
Owensboro Community & Technical College
Owensboro Humane Society
Paris Simulation Center, U of L
Portland Area Community Trust (PACT)
Project Carat
Raptor Rehabilitation of Kentucky
Rauch, Inc.
Red Cross Salvation Army
Second Chance Wildlife Center
Shelter House
Sister Cities Visitor Center
South Louisville Community Ministries
Spalding University
Spencerian College
St. Benedict’s Homeless Shelter
St. Gabriel School
St. John Lutheran
St. Joseph Children’s Home
St. Peter Prince School
Sullivan University College of Pharmacy
Teach to Transform
Touched Twice United
U of L School of Nursing
United Crescent Hill Ministries
Valley View Church
Volunteers of America - Family Shelter
WaterStep
Water with Blessings
Wayside Christian Mission
Westport Animal Care
WKU School of Nursing
YMCA Safe Place
“Bourbon and Band Aids” was a successful new fundraising event made possible by the generous sponsorship of Delta Dental of Kentucky. On June 2nd at The Olmsted, about 100 guests were treated to a bourbon tasting experience from nine local distilleries.

Participating were Woodford Reserve, Old Forester, Evan Williams, Maker’s Mark, Kentucky Peerless Distilling Co., Rabbit Hole, Wild Turkey Bourbon, Willett Distillery and Hartfield & Co.

Gourmet hors d’oeuvre pairings by Masterson’s and great music from the Misty Mountain String Band rounded out the evening.

Several bourbon-related gift baskets and other items were raffled and auctioned off to add to the dollars raised for the humanitarian aid SOS provides. Our sincere thanks go to Delta Dental of Kentucky, all the distilleries and other participants, and to Kim Ray Smith, event planner.
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 our 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 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 Hospital
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

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
- Starke Memorial Hospital
- T J Samson Community Hospital
- The Medical Center at Bowling Green
- Twin Lakes Medical Center
- University of Louisville Hospital

Others
- Medline
- Coyote (UPS)
- Rocky Mountain Logistics

Individuals who recycled surplus medical supplies with SOS are too numerous to list. For a complete list of Hospitals, Medical Institutions, Doctor’s Offices and Organizations that recycled with SOS in 2017, go to www.suppliesoverseas.org

Supplies Over Seas has earned accreditation by the Medical Surplus Alliance, the national organization that governs medical surplus recovery organizations.

Criteria include adherence to World Health Organization guidelines and strict protocols on how items are collected, processed and distributed to promote improved health locally and globally. The process must be done safely and intelligently. The motto “right item in the right hands at the right place at the right time” is particularly important when the items are medical supplies. Not following just one of those variables can erode any benefit and sometimes create harm.

This is a great honor for SOS and recognition of our high standards of excellence.

The Waterman Society

With a planned gift to Supplies Over Seas, you can leave a legacy of making a difference in the world, as you help people in medically impoverished communities for years to come.

One easy way to include SOS in your estate plan is to name SOS International, Inc. (dba Supplies Over Seas) as a beneficiary of your donor advised fund, retirement plan, IRA, or life insurance policy. It’s as simple as filling out a beneficiary designation form from your plan provider or administrator.

Your gift qualifies you for membership in The Waterman Society, named for our late founder, Norton Waterman, MD, to recognize generous donors who contribute to SOS in this special and lasting way.

For more information, please contact Tim Tomes, Director of Development & Communications at 502.736.6360 or tim.tomes@suppliesoverseas.org.

Norton Waterman, MD
1928-2017

Norton Waterman, MD
1928-2017
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.
$5,000 and up  
Catholic Health Initiatives, KentuckyOne Health  
$20,000 – $49,999  
Bread of Life Church International, Sumbukeni Kowa, MD  
Judith Patry  
Rotary Foundation of Prospect/ Goshen, Inc.  
UPS Foundation, Inc.  
$10,000 – $19,999  
Owsley Brown II Family Foundation  
Delta Dental of Kentucky Foundation Cheick Mansour HAIDARA  
Food for the Poor  
Grace Medical Mozambique  
Lumezi Community Rural Mission Hospital  
Owensboro Health Regional Hospital  
Safa Enterprises, Inc., Mike and Medora Safai  
Women’s Global Cancer Alliance, Robert Hilgers, MD  
$5,000 – $9,999  
Baptist Health  
Baptist Health Corbin  
Augusta Brown Holland  
Philanthropic Foundation  
Doug Crossley  
Doctor Hospital at Renaissance, Ltd  
Hearts Helping Hands  
Hosparus  
Betty & David Jones  
Norton Healthcare  
St. Boniface Haiti Foundation  
$2,000 – $4,999  
Alliance for Strong Families and Communities  
Anonymous  
Cornelia Bonnie  
William Fair  
Greater Louisville Medical Society Foundation  
Abdul Haq, MD  
Healthcare Asset Network, LLC  
Jamie Hendon  
KCTCS  
Kosair Charities  
Royal Coffee New York, Inc.  
Karín & George Sonnier, MD  
Spalding University  
St. Agnes Parish  
United Mission of Goodwill, Inc.  
Richard Weingarten  
$1,000 – $1,999  
Baptist Medical & Dental Mission International  
James & Diane Buchart  
Mark Carter  
Larry Cashen  
Community Foundation of Louisville  
Davita  
Michael & Cynthia Dickman  
Joan Frazier  
Steven Goldberg  
David Gray  
Amy Jordan  
Donald Kavanaugh  
Anthony King  
John Kirby  
Rev. J. Ronald Knott  
Allen Montgomery & J. R. Cannaday  
Catherine Newton, MD & Gordon Strauss, MD  
PNC Bank  
Kevin Potts, MD  
Rick Rowe, MD  
Denise & Barry Sears  
Venkat Sharma  
John & Leslie Smart  
Mark & Jackie Snyder  
David & Barbara Stein  
U of L School of Medicine Student Affairs  
Manuel & Mary Lou Tippins  
Joan H. Wilters  
Kenneth & Pamela Wilson  
$500 – $999  
Chris Allen  
Anonymous  
Susan Applegate  
Charity Burke, MD  
Lynn Carrie  
Kelly & Michael Childiers, DMD  
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Jane Crowley  
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Michael Sherman  
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Tamina Singh, MD  
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Steven Smoger, MD  
St. Margaret Mary Catholic Community  
Stock Yards Bank & Trust Co.  
John & Virginia Stokes  
Trinity Presbyterian Women  
Unitarian Universalist Church of Lexington  
Karen & Lynn Womack, MD  
Janice Yusik, MD  
Mark Zimmerman  
$499 and below  
AARP Audubon Chapter  
Kat Abner  
Berel Abrams, MD  
Acres Community Assistance Clinic  
Paul Adams  
Rick Adrio, DMD  
Advent Hope Ministries Inc.  
Sherron Alexander  
Annette Allen  
Yara Almutarya  
American Association of Critical Care Nurses - Greater Louisville Chapter  
AmeriGroup Corp  
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Gayl Anderson  
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Anonymous  
Anonymous  
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Deborah Dunbar  
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Lynn Fisher  
Judith Fischer  
Diana Fisher  
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Festivales  
Angie Fleitz  
Florence Baptist Church at Mt. Zion  
Connie Fondong  
Carol Fout-Zignani  
Joseph Fowler  
Ilonna Frank  
Michael Gardner  
Jason Garman  
James D. Garvey  
Lillian Gascoyne  
GE Foundation  
Marie Geary  
Majid Ghavami  
Susanne and Andy Gillies  
Girl Scouts of Kentuckiana  
Troop 1229  
Girl Scouts of Kentuckiana  
Troop 979  
Pamela Glaze  
John & Carolyn Gleason  
Leanne-Sarah Gnamba  
Chris Goben  
Jessica Goettl  
Grace Church  
Louise Grant  
Anthony & Carol Grantz
Thank you to everyone who shared their photos and stories in this Annual Report.

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