Wahiawa Center for Community Health, located in Oahu, Hawaii, provides quality healthcare to the underserved population of Wahiawa. The clinic is an awardee of Direct Relief’s Health Equity Program. The clinic offers primary care services, pediatrics, behavioral health, and podiatry services.

(Courtesy photo)
An 80-ton airlift of aid prepped for pick-up from Direct Relief’s global distribution center on March 23, 2023. It arrived in Turkey shortly thereafter to bolster health facilities in communities recovering from devastating earthquakes.

(Lara Cooper/Direct Relief)
STANLEY C. HATCH
1934 - 2023

THIS REPORT is dedicated to former board chair Stanley ‘Stan’ Hatch, who exemplified the best of Direct Relief. Stan led Direct Relief during a time of substantial growth and investment in its critical technology infrastructure, which resulted in more expansive capacity to help more people. His extraordinary encouragement, guidance, and generosity has bettered the organization and the lives of those that it serves. He will be deeply missed.

BOARD OF DIRECTORS
2003-2007

BOARD CHAIR
2007-2009

CHAIR EMERITUS
2011-2023

BOARD COMMITTEE MEMBER
2003-2023
EXPANDING ACCESS TO QUALITY HEALTHCARE FOR PEOPLE AROUND THE WORLD

FISCAL YEAR 2023 IN REVIEW

LOCAL HEALTHCARE PROVIDERS in disadvantaged and medically underserved communities around the world rely on Direct Relief on an ongoing basis, during emergencies, and long after the immediate effects of disasters subside. In each circumstance, Direct Relief delivers requested resources to bolster stocks of medicines and supplies to solidify the healthcare infrastructure needed to receive and manage inventory and improve access to care for medically vulnerable populations.

In Fiscal Year 2023 (July 1, 2022, through June 30, 2023), Direct Relief distributed more than $1.8 billion (wholesale value) of medicines and supplies to more health workers providing services to more people in more communities around the world than ever before in its 74-year history.

Direct Relief once again demonstrated the effectiveness of its flexible approach across all of its programmatic priorities, simultaneously sustaining existing programs—such as pre-positioning emergency preparedness materials ahead of hurricane season as it does every year—while mobilizing large-scale responses to the war in Ukraine, earthquakes in Turkey and Syria, and economic crisis in Sri Lanka.

This report provides an overview of how Direct Relief leveraged contributions from generous individuals, companies, foundations, and organizations to improve the health and lives of people affected by poverty and emergencies in Fiscal Year 2023.
The Direct Relief-funded battery and solar power system at the Family Health Center in Arroyo, Puerto Rico. Direct Relief’s Power for Health program prioritizes clinics with the highest risk of power outages and high dependency among vulnerable patients – where loss of power has the most severe consequences. (Courtesy photo)

FY 2023 MATERIAL ASSISTANCE

$1,807,342,938 in specifically requested medicines and medical supplies

534,921,496 in Defined Daily Doses of medicine

4,629 tons of pharmaceuticals, medical supplies, and medical equipment delivered

21,488 deliveries to healthcare providers

88 countries

50 U.S. states | 4 U.S. territories
Pharmacist Robyn Hong at the Direct Relief-supported North East Medical Services in San Jose, California. (Ben Bishop for Direct Relief)
Charity Fund TAPS in Lviv, Ukraine used funds from Direct Relief to purchase a surgical X-ray transparent electro hydraulic table—the only one in the city. State-of-the-art arterial implantations have been carried out, and lives and limbs have been saved. During the first week of having the table, 100 operations were performed. (Courtesy photo)
The Direct Relief in support of the Vallarta Community program distributed 2,400 food kits to the communities of Cabo Corrientes, Jalisco, Mexico to support vulnerable families during the 2022 hurricane season. (Direct Relief)
A community health worker with Health Equity International administers a vaccine to a child in southern Haiti during medical outreach. The organization operates a health facility in Haiti that has been responding to cholera outbreaks, of particular concern in young children. (Photo courtesy of HEI)

HUMAN SCALE

534 MILLION DEFINED DAILY DOSES DISTRIBUTED

500+ NEW HEALTHCARE PROVIDERS SUPPORTED
4,629 TONS OF MEDICAL AID PROVIDED
$1 BILLION IN TOTAL AID TO UKRAINE SINCE THE WAR BEGAN

A delivery of a Direct Relief field hospital with 50 beds was inspected by Charity Fund TAPS in Lviv, Ukraine. (Courtesy photo)
RUSSIA’S INVASION of Ukraine on Feb. 24, 2022, unleashed a level of suffering upon the Ukrainian people that few thought would ever be seen again in Europe. Eight million people fled Ukraine, and an estimated 5 million more were internally displaced. Over one year later, the humanitarian crisis and human tragedy deepened as ongoing Russian attacks on civilian electricity infrastructure, homes, and health facilities continued to kill and injure people and cause widespread, enormous psychological trauma.

The onset of war fundamentally altered the status quo in Ukrainian society, creating an immediate gap in essential health services on which Direct Relief focuses. The need for health services spiked at the same moment the capacity to provide services was diminished as hospitals and other health facilities were targeted, millions of people fled their homes, and available resources were redirected from health services to defending Ukraine’s territory and people.

Direct Relief responded immediately and has continued an extensive, high-tempo, high-volume operation. The organization’s assistance to Ukraine has been the largest response in its 75-year history – all with private resources, made possible by the extraordinary participation of individuals, organizations, and businesses globally.

People from more than 83 countries – including Russia and Belarus – and all 50 U.S. states and five U.S. territories have contributed to Direct Relief’s humanitarian response in support of the Ukrainian people.

As the first and only U.S. nonprofit to become accredited to distribute prescription drugs in all 50 states that also works internationally, Direct Relief engages closely with the healthcare industry, encouraging companies to contribute the medicine and supplies they manufacture to people who cannot buy them. More than 69 companies have stepped up with contributions of their products that are needed by people in Ukraine.

The medical material provided has included hundreds of millions of defined daily doses of prescription medications and therapies for a broad range of common conditions and also specialized care, such as for cancers. Huge quantities of medical supplies ranging from battlefield tourniquets and body bags to prenatal vitamins also have been furnished.

Direct Relief also has committed millions in financial support to local healthcare organizations providing care in Ukraine and others in countries, including Poland and Slovakia, that have opened their doors to Ukrainian refugees.

That funding has covered medication costs for hundreds of thousands of Ukrainian refugees in Poland, provided mental health care for Ukrainian refugees in Slovakia, and funded rehabilitation programs focused on working with amputees, occupational therapy, speech therapy, and psychosocial support. Direct Relief has also provided funding to support Ukraine’s national system for distributing medicine around the country to the people who need it.

Despite unavoidable uncertainty about how future events will unfold, the long-term health consequences of the war are very clear. People who have sustained disabling injuries will require lifetime care, including children who have lost limbs and will require new prosthetic devices as they grow up. That’s why, among other things, Direct Relief is putting money, as well as material aid, into rehabilitation services, which is a priority for the Ukrainian government and health leaders.

As this tragic moment in history unfolds in Ukraine, Direct Relief will continue to serve the people whose lives have been upended, with deepest thanks to each person and organization that is part of this effort.

Thomas Tighe
President & CEO
Direct Relief
UKRAINE RELIEF

Photo courtesy of FedEx
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<th>FY 2023 UKRAINE RELIEF</th>
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IN ITS UKRAINE RESPONSE, Direct Relief continues offering two types of support: medicine and supplies to address disruptions in the medical supply chain, and financial assistance to increase access to health services, improve the supply of medications, and improve the health and well-being of the population.

Direct Relief has built within Ukraine an extensive and constantly expanding network of medical provider partners that include the Ministry of Health, the World Health Organization, regional health departments, public hospitals and clinics, select private hospitals providing services without charge, and local humanitarian foundations and associations.

Millions of units of prescription medications (e.g., bottles, vials, pre-filled syringes) have been provided, along with millions of units of non-pharmaceutical products such as pen needles, oxygen concentrators, generators, ambulances, medical consumables, and other healthcare technology.

“Whenever we are considering an impending donation in the most difficult of conditions and the question is raised internally ‘Who might be able to handle such a formidable task?’—the answer is always clear. For that reason, we feel proud and humbled to be working so closely with Direct Relief.”

– AMALIA ADLER-WAXMAN, SVP, GLOBAL HEAD, ESG AND HEAD OF CORPORATE AFFAIRS OF INTERNATIONAL MARKETS, TEVA PHARMACEUTICALS
HERE ARE 5 WAYS DIRECT RELIEF IS RESPONDING TO THE HUMANITARIAN CRISIS IN UKRAINE

DIRECT RELIEF is engaged in several different lines of activity to bolster primary health care in Ukraine. In areas where rural geography and the impact of war have curtailed access, support for mobile health care units expands capacity for early diagnosis, treatment, and prevention of disease. Where healthcare facilities have seen reduced ability to provide services due to loss of power, the installation of generators and fuel tanks ensures continuous electricity. At the same time, access to medicines is being ensured through a vetted network of non-governmental partners capable of providing regular distribution to primary health facilities and community pharmacies.

In many cases, primary health care can be an excellent place to provide rehabilitation services for those injured by war. Direct Relief is assessing the possibility that an expanded landscape of rehabilitation services can be developed through primary care networks. Likewise, primary care services are linked in Ukraine to the provision of emergency care. Direct Relief continues to support emergency services through provision of funding, ambulances, medicines, and supplies.

CANCER CARE
Ukraine has approximately 160,000 new cancer patients each year, with more than 1.3 million patients with cancer living in the country. At the start of the war, roughly 80 percent of oncologists in Ukraine fled the country. Cancer was the second leading cause of death behind cardiovascular disease. Up to 1,200 children were receiving cancer treatment.

Direct Relief has donated over four tons of oncology medicines worth over $25.5 million to Mission Kharkiv, which is coordinating requests for medicine from oncologists and patients in Kharkiv. Mission Kharkiv has had enough rituximab, for example, to treat all cancer patients in need of that therapy in Kharkiv.

Direct Relief’s cancer related donations have supported the national Ministry of Health, and groups including the International Union for Cancer Control, the European Cancer Organization, and the American Society of Clinical Oncology, to assess the chemotherapy and adjunctive cancer medicine needs of Ukraine’s hospitals.

Kateryna, a cancer patient at the Direct Relief-supported Mission Kharkiv. (Courtesy photo)
WHEN THE WAR BEGAN, Direct Relief had existing relationships with Ukrainian health providers and the Ukrainian Ministry of Health, but it quickly established a far more robust pipeline working closely with European pharmaceutical companies, warehouses, and logistics companies. Direct Relief has increased its agility and flexibility while deepening its relationships and capacity in Europe.

SUPPORTING THE HUMANITARIAN MEDICAL SUPPLY CHAIN
In a country with a government-led healthcare system, Ukraine’s Ministry of Health has played a central role in the medical supply chain, both pre-war and during the war. As humanitarian donations of medical supplies poured into Ukraine from around the world, the capacity of the MoH to handle the flow was strained.

Direct Relief stepped in to shore up Ukraine’s medical supply chain, ensuring that humanitarian medical supplies reached the people that needed them most.

DEPLOYING FROM EUROPE
While Direct Relief’s Santa Barbara, California, warehouse remains its global distribution hub, the outbreak of war drove Direct Relief to establish a very strong medical supply chain within Europe. More than 40% of pallets of product delivered to Ukraine in FY 2023 were fulfilled within Europe. Direct Relief more than doubled the number of healthcare companies donating medicine to the organization from within Europe.

Direct Relief achieved this significant increase in part by establishing exceptional pharmaceutical warehousing capacity in the Netherlands – fully
licensed, professionally staffed, with space for thousands of pallets, and experience in complex humanitarian product imports, exports, and customs clearance. Direct Relief also arranged large medicine donations drop-shipped directly from donor manufacturer facilities within Ukraine and elsewhere in Europe to its Ukrainian partner organizations.

COLD-CHAIN REQUIREMENTS

Many of the most important pharmaceutical products needed in Ukraine – such as insulins, cancer therapies, antibiotics, and immunotherapies – require cold-chain logistics (maintaining temperatures between 2° C and 8° C from factory to patient). Direct Relief has developed a very robust capacity for global cold-chain medicine delivery, using modern software to validate shipping lanes and properly pack the shipments, as well as extensively monitoring temperatures in real-time during the delivery process.

Direct Relief has delivered over 2.1 million units (vials/cartridges/prefilled syringes) of various types of insulin to its many partner organizations in Ukraine that treat diabetic patients, as well as over 320,000 additional units of cold-chain medicines to treat cancer, infections, immune conditions, blood disorders, and other serious conditions. Included in these figures were shipments to the WHO of donated insulin. Direct Relief also provided 40-foot refrigeration containers to help Ukraine address cold-chain storage capacity issues at key facilities such as the Ukrainian National Cancer Institute in Kyiv.

GENERIC INDUSTRY PROVIDES VITAL ESSENTIAL MEDICINES

With important coordination and support from the Association of Accessible Medicines (AAM), Medicines for Europe, and the International Generic and Biomedical Association (IGBA), Direct Relief worked closely with its generic pharmaceutical company donors to provide over 130 million defined daily doses of generic medicines to the impacted population of Ukraine.

The companies providing these prescription medicines, which fulfilled them to Direct Relief from both Europe and the United States, include Accord Healthcare, Ajanta Pharma, Alvogen, Apotex, Baxter, Edenbridge, Hikma, ICU Medical, Meitheal Pharmaceuticals, Perrigo, Teva, and Viatris. Their products have been vital to the success of Direct Relief’s humanitarian response in Ukraine. The medicines address therapeutic areas including infections, diabetes, cardiovascular disease, respiratory illness, mental health conditions, ulcers, pain, cancer, and other serious conditions.

Support from Pharmaceutical & Medical Technology Companies

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ACCORDING TO THE United Nations High Commissioner for Human Rights (UNHCR), Ukrainian civilians have suffered nearly 12,000 injuries since the start of the war, and Ukrainian soldiers many more. Many of these individuals require significant medical interventions to repair trauma and physically rehabilitate. Supporting rehabilitation and recovery from war injuries, both physical and psychological, has been a central tenet of Direct Relief’s financial support strategy in Ukraine since the war’s start.

MORE THAN 18.5 MILLION Ukrainians have fled their country since the war began, and more than 8 million of them remain outside Ukraine as refugees, according to the Centre for Research & Analysis of Migration. An estimated 90% of the refugees from Ukraine are women and children. Most have fled to Poland, but significant numbers have sought safety in Hungary, the Republic of Moldova, Romania, Slovakia, and other countries in the region.

Immediately following the invasion, Direct Relief offered support to Ministries of Health of the neighboring countries and has since established strong partnerships with nonprofit health organizations in Poland and Slovakia, working to increase access to healthcare for Ukrainian refugees abroad.

In Poland, to help meet the needs for medications and other health goods, Direct Relief teamed up with the Polish healthcare company Pelion and its fintech subsidiary, Epruf, to provide $15 million in funding to create and sustain the Health4Ukraine program. Through Health4Ukraine, over 266,000 Ukrainian refugees have received digital cash payment cards that cover 100% of prescription medication co-payments and 85% of non-prescription drug costs at pharmacies located in every region of Poland. These cards have been used in 57% of all nationwide pharmacies.

The partnership with Pelion has been a lifeline for hundreds of thousands, while reducing the burden of healthcare costs on the Polish government and leveraging the core expertise, resources, and systems of the private sector to move quickly and accurately to meet the specific and evolving health needs of Ukrainian refugees.
The World Health Organization estimates that more than 20% of individuals who directly experience war develop or have increased effects from mental health disorders, including depression and anxiety, PTSD (Post Traumatic Stress Disorder), schizophrenia, and many other issues. Based on these estimates, WHO places the number of Ukrainians needing mental health care for one or more conditions at nearly 10 million people.

Mental health is an integral part of Direct Relief’s Ukraine response, cutting across many categories of work: medicine donations, primary care, rehabilitation aid, care for refugees, and more.

Razom provides psychological help to war-impacted individuals, including children, at two centers in Lviv and Ivano-Frankivsk, where 10 experienced psychologists work with different age groups and specialize in different types of psychological trauma. In addition to individual therapy sessions, the specialists conduct group sessions at centers for displaced persons, hospitals, rehab facilities, geriatric institutions, and orphanages.

Direct Relief has provided $550,000 in funding to Razom for this program. Razom seeks to open eight additional counseling centers and begin offering online counseling, focusing on the people in de-occupied regions and those returning to their homes.

“The unprecedented support by Direct Relief is truly appreciated. In our experience, this is an exceptional case where support was provided when it was most needed and on a scale that can make a difference.” — ANDREJ VRSANSKY, CEO OF LEAGUE FOR MENTAL HEALTH SLOVAKIA
ON FEBRUARY 6, 2023, a 7.8-magnitude earthquake in Turkey and Syria left 100,000 people injured and destroyed hospitals and health clinics. Within 48 hours, Direct Relief began shipping requested supplies to help establish temporary medical facilities. In its continuing response to the disaster, Direct Relief has delivered $87.6 million (wholesale) in material assistance and granted $4.5 million in cash assistance.

Earthquake destruction in Antakya, Turkey. (Francesca Volpi for Direct Relief)
FY 2023 TURKEY & SYRIA EARTHQUAKE RELIEF

$87,304,546
in specifically requested medicines and medical supplies

61,852,506
in Defined Daily Doses of medicine

438
tons of pharmaceuticals, medical supplies, and medical equipment delivered

40
emergency shipments

$4,505,000
in cash assistance
MORE THAN 50,000 PEOPLE were confirmed killed, with the earthquake occurring in the middle of the night and impacting highly populated areas.

To help meet the urgent needs on the ground, Direct Relief immediately deployed medical supplies from its facilities in the U.S. and Europe for Turkey and Syria. Items included medication to treat people with injuries and pre-existing medical conditions, such as field medic packs, antibiotics, and other essential medicines, as well as oral rehydration solutions and hygiene items for those displaced from their homes.

The organization has also committed $100,000 of financial support to AKUT, the leading search and rescue team in Turkey, and $1.6 million to the Syrian American Medical Society, which operates health facilities in northwest Syria treating patients impacted by the quake.

AKUT has over 400 staff and volunteers and deployed its teams to the earthquake zone to begin search and rescue efforts. Southern Turkey is home to 3.6 million refugees, many of whom live in camps, at risk of the elements.

The Syrian American Medical Society, which has based its Syria and Turkey operations out of Gaziantep, near the epicenter, operates health facilities in northwest Syria, and immediately began receiving patients impacted by the earthquake. The region contains a large population of internally displaced people and refugees at particular risk of disaster and impacts from interrupted power, health services, food and water access, and limited shelter.
DIRECT RELIEF is working to mobilize medical aid deliveries to help address immediate and near-term medical needs in coordination with local officials and agencies to ensure efficiency and avoid bottlenecks that can occur when efforts to bring in personnel and material assistance converge in an area with damaged infrastructure.

The organization is focused on strengthening the health system as the recovery phase continues.

(T-B): Direct Relief arrived for the Istanbul Metropolitan Municipality (IBB) field hospital’s voluntary personnel in Iskenderun, Turkey, on May 6, 2023. (Francesca Volpi for Direct Relief); Direct Relief’s Dr. Hande Arpat delivering hygiene kits and emergency medical bags in Iskenderun, Turkey, on May 6, 2023. (Francesca Volpi for Direct Relief)
STRENGTHENING HEALTH SYSTEMS

DIRECT RELIEF WORKS TO IMPROVE the health of people living in high-need areas by strengthening fragile health systems and increasing access to quality health care. The organization’s medical assistance programs equip health professionals who serve vulnerable populations, and increase access to medicine for patients who would otherwise go without.

BROADENING ACCESS TO COLD CHAIN MEDICINES
Increasingly, new vaccines and medications for cancer, genetic diseases, diabetes, and other medical conditions require consistent cold temperatures (cold chain medicines) from the point of manufacture until dispersed to a patient. Communities that lack the infrastructure, power, and systems required to handle such medications properly, often go without these therapies.

Direct Relief improves cold chain infrastructure by providing cash grants, donations of refrigeration equipment, and expertise. In FY 2023 the organization delivered pharmaceutical-grade cold storage equipment to 72 healthcare facilities in low-resource communities. With this support, health workers can store and administer important temperature sensitive medicines for a range of conditions. In FY 2023 Direct Relief delivered:

- 72 deliveries containing an estimated $193 million (wholesale) of cancer treatments to 30 healthcare facilities in 22 countries
- Insulin to manage diabetes for more than 47,300 children and young people with type 1 diabetes in 35 countries – a 54% increase in the number served since the previous fiscal year
- Critical rare disease therapies to treat an estimated 600 patients in 17 countries

INCREASING ACCESS TO RESILIENT POWER
Modern healthcare relies on continuous power. Increasingly, record-setting emergencies result in extended power shut-offs. With healthcare systems’ growing dependence on power to provide treatment and maintain patient records, thousands of patients go without care when the power goes out.

Direct Relief’s Power for Health initiative promotes health equity by providing site-specific, reliable power to nonprofit community clinics and health centers serving the most vulnerable communities throughout the U.S. The initiative has already launched projects to provide energy solutions to 41 healthcare facilities in California, Florida, Louisiana, and North Carolina, benefitting 1.3 million low-income patients. These projects have created an estimated $4.3 million in annual cost savings for the participating health facilities.
IMPROVING CARE FOR MOTHERS & BABIES

COMPLICATIONS ARISING FROM PREGNANCY are significant causes of death and disability among mothers and babies in low-resource communities. Access to a trained, equipped midwife is one of the most effective ways to ensure healthy pregnancies and safe births.

This year, Direct Relief extended the range of resources available to midwives and health workers to provide care for mothers and babies in medically vulnerable communities. The organization began distribution of its newly-developed Perinatal Health Kit, designed to treat the most common causes of death and disability during and after pregnancy.

In FY 2023, Direct Relief’s Perinatal Health Kits were delivered to maternal healthcare facilities in Bangladesh, Malawi, and Somaliland to support care for 3,750 mothers and babies.
CANCER, CARDIOVASCULAR DISEASE, AND DIABETES have become responsible for the highest shares of death and disability globally. Cancer alone has become the leading cause of death worldwide, and approximately 70 percent of cancer deaths occur in low- and middle-income countries. Direct Relief has responded by increasing its delivery of medical products and financial assistance to bolster the treatment of these conditions.

Across the U.S., more than 30 million people who are uninsured or underinsured rely on nonprofit health centers and clinics. More than 60 percent of the patients served by these healthcare providers are members of racial or ethnic minority communities. The disproportionate disease burden shouldered by minority populations is the modern-day effect of a long history of discriminatory practices and policies. Direct Relief is working with local healthcare facilities deeply embedded in their communities to advance health equity and improve access to healthcare for underserved patients.

IN THE UNITED STATES...

Hispanic adults are 70% more likely to be diagnosed with diabetes*

In FY23, Direct Relief distributed medicines to treat Type 1 and Type 2 diabetes to 579 healthcare facilities in 472 U.S. cities

*A Source: U.S. Department of Health & Human Services

African American adults are 40% more likely to have high blood pressure and less likely to have their blood pressure under control*

In FY23, Direct Relief distributed medicines to treat cardiovascular diseases to 569 healthcare facilities in 470 U.S. cities

DELIVERING LIFESAVING MEDICATIONS TO CHILDREN WITH CANCER

Direct Relief is the principal logistics provider for Global HOPE, a collaborative initiative to improve the survival rates of children with cancer and blood disorders in Sub-Saharan Africa to bring them in line with those of wealthy countries. Currently, only 10 to 20 percent of these children survive the disease.

Since 2019, Global HOPE has treated 13,000 children and trained more than 5,600 healthcare professionals in cancer care protocols.

EXPANDING ACCESS TO CANCER CARE FOR CHILDREN IN MEXICO

In Mexico, specialized pediatric cancer care is available only in large cities. For low-income families who live in remote rural areas, the cost of transportation puts cancer care out of reach. Direct Relief and Casa de la Amistad (CDLA) ensure that hundreds of children from the country’s most resource-poor areas have access to cancer treatment in urban centers.

In FY 2023, CDLA supported the oncological treatment of 619 children.

*Source: U.S. Department of Health & Human Services
ON JUNE 14, 2023, Direct Relief met with top health officials from 15 Caribbean nations to discuss increased collaboration of emergency response activities and risk mitigation due to an increase in the frequency and intensity of disasters and emergencies across the region.

The summit brought more than 40 leaders from across the Caribbean together to hear from medical and industry experts on the increased risk of disasters and the threats such events pose to health infrastructure in hurricane-prone areas around the region.

As ocean temperatures continue to rise due to climate change, so has the severity of the hurricanes that batter the Caribbean region year after year. The Caribbean experienced 70 named tropical storms across 19 countries between 1980 and 2019.

In response, Direct Relief has provided support to Caribbean health initiatives, including medical refrigeration, solar power, and requested medical supplies. By providing aid and logistical assistance before, during, and after hurricanes and tropical storms, Direct Relief has responded in the contiguous U.S. and Puerto Rico, Haiti, the Dominican Republic, Dominica, St. Vincent and the Grenadines, Grenada, Barbados, Cuba, St. Maarten, the U.S. and British Virgin Islands, Anguilla, Turks and Caicos, Antigua, and Jamaica.

“We deeply appreciate these leaders being here to share their perspectives on how private philanthropy can assist them to better prepare and respond to disasters in the Caribbean.” - THOMAS TIGHE, DIRECT RELIEF PRESIDENT & CEO

Since establishing the Puerto Rico office in 2017 to support Hurricane Maria response, Direct Relief has facilitated the implementation of over 400 projects to strengthen Puerto Rico’s healthcare system through its health center network and other local nonprofit organizations. With an investment of more than $120 million, including grant funding and requested medical aid, the organization has expanded healthcare services for vulnerable communities across the island and bolstered emergency preparedness capacity at health facilities.

Now, Direct Relief has unveiled Puerto Rico as a hub for Caribbean emergency response, with over 25 tons of emergency medical supplies staged on the island and ready for deployment to neighboring Caribbean islands facing impacts from disasters and emergencies.

As part of Direct Relief’s efforts to support disaster response in the region, the Hurricane Preparedness Program features the deployment of large caches of the medical items most needed in the wake of a disaster, including trauma supplies, antibiotics, and wound care supplies, as well as medications for diabetes, hypertension, and respiratory, psychological, and gastrointestinal ailments. The Hurricane Preparedness Packs weigh 1,470 lbs. and are designed to provide enough medical supplies to care for 1,000 people for 30 days.

In FY 2023, 18 countries in the Northern Hemisphere, including Anguilla, Bahamas, Barbados, British Virgin Islands, Cuba, Dominica, Dominican Republic, El Salvador, Haiti, Honduras, Panama, and St. Lucia received Hurricane Preparedness Packs from Direct Relief.

Direct Relief CEO Thomas Tighe speaks with Mr. Félix Lizasuaín, Deputy Secretary of the Puerto Rico State Department at the Caribbean Resilient Summit in Puerto Rico. (Xavier Garcia/Direct Relief); Direct Relief CEO Thomas Tighe (center) speaks with healthcare officials and representatives of Caribbean nations at the Caribbean Resilient Summit in Puerto Rico. (Xavier Garcia/Direct Relief); Ivonne Rodriguez-Wiewall, Direct Relief’s Executive Advisor for Puerto Rico, and Thomas Tighe, Direct Relief President and CEO, talk with Dr. Carlos Mellado, Secretary of Health, Government of Puerto Rico, and Most Honourable Mrs. Juliet Holness, First Lady and Member of Parliament, Government of Jamaica. (Xavier Garcia/Direct Relief)
DIRECT RELIEF established its Fund for Health Equity to mobilize financial resources for community health centers, free and charitable clinics, and other nonprofit organizations focused on non-clinical interventions that affect health. Commonly known as the social determinants of health, these factors include a person’s physical, social, cultural, and economic environments.

Awardees received support for a wide range of initiatives, including a campaign to overcome anti-Asian hostility and its effects on wellbeing; an initiative to develop more active lifestyles among members of the Yurok Tribe; a center supporting Black women’s wellness; and an organization focused on improving birth outcomes for refugee populations, primarily from African and Asian countries.

“This round of funding honors organizations on the front lines of their communities that are already working tirelessly to eliminate health disparities,” said Byron Scott, MD, MBA, co-chair of the Fund for Health Equity and board director of Direct Relief and chair of its Medical Advisory Council. “These funds will allow these exemplary organizations to continue innovation as they improve health outcomes for vulnerable populations across various communities in our country.”

Lilly seeded the fund with a $5 million donation as a part of its Racial Justice Commitment, an endeavor to deliver resources like education, health care, economic stability and jobs within the communities where Lilly operates. Funding from Lilly will directly support four of the forty-nine organizations listed below.

“Lilly applauds Direct Relief’s efforts to identify and contribute to worthy organizations that are working to enhance health equity,” said Leigh Ann Pusey, senior vice president of corporate affairs and communications at Lilly. “Lilly is committed to advancing racial justice and doing what we can to enhance access to quality, affordable health care.”

“This round of funding honors organizations on the front lines of their communities that are already working tirelessly to eliminate health disparities.”

– BYRON SCOTT, MD, MBA, CO-CHAIR OF THE FUND FOR HEALTH EQUITY AND BOARD DIRECTOR OF DIRECT RELIEF AND CHAIR OF ITS MEDICAL ADVISORY COUNCIL
2.5 MILLION DOSES

of Narcan nasal spray to 1,200 organizations in 53 states to combat the opioid epidemic since 2017

Narcan nasal spray can reverse an opioid overdose. Direct Relief has offered naloxone, free-of-charge, to health centers and free clinics, community organizations, harm reduction groups, and now schools in the U.S. (Lara Cooper/Direct Relief)

88,000 FREE PRESCRIPTIONS PROVIDED

to 23,000 patients across the nation through Direct Relief’s predictable medication supply program, ReplenishRx

A pharmacist prepares prescriptions at North East Medical Services, a nonprofit community health center serving the San Francisco Bay Area. (Ben Bishop for Direct Relief)

SEARCH & RESCUE FUND

rallies support for volunteer-based Santa Barbara County Search and Rescue

Santa Barbara County Sheriff Bill Brown and members of the Santa Barbara County Search and Rescue Team unveil the new search and rescue truck at Direct Relief headquarters. The truck was purchased through the support of Direct Relief’s Search and Rescue Fund. (Lara Cooper/Direct Relief)

LAUNCHED “COMMUNITY ROUTES” ACCESS TO MENTAL HEALTH CARE

Direct Relief’s first funding and donation program, along with Teva and the National Association of Free & Charitable Clinics, aimed at improving mental health care

$5 MILLION TO 11 U.S. HEALTH CENTERS

through the Direct Relief and Pfizer Foundation’s Innovation Awards in Community Health—addressing infectious disease in underserved communities

A young patient is treated by Innovation Awards in Community Health-recipient Chiricahua Health Center. (Courtesy photo)

OTHER FY 2023 HIGHLIGHTS FROM THE U.S.

88,000 FREE PRESCRIPTIONS PROVIDED

to 23,000 patients across the nation through Direct Relief’s predictable medication supply program, ReplenishRx

A pharmacist prepares prescriptions at North East Medical Services, a non-profit community health center serving the San Francisco Bay Area. (Ben Bishop for Direct Relief)

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Santa Barbara County Sheriff Bill Brown and members of the Santa Barbara County Search and Rescue Team unveil the new search and rescue truck at Direct Relief headquarters. The truck was purchased through the support of Direct Relief’s Search and Rescue Fund. (Lara Cooper/Direct Relief)
A midwife with the Uganda Nurses and Midwife Union in Kampala, Uganda, with a Direct Relief Midwife Kit. (David Uttley for Direct Relief)
HOW DIRECT RELIEF WAS FUNDED

[ FY 2023 ]

Nongovernmental, nonsectarian, and not-for-profit, Direct Relief provides assistance to people and communities without regard to politics, religious beliefs, or ethnic identities. Direct Relief relies entirely on private contributions.

In Fiscal Year 2023 (July 1, 2022, through June 30, 2023), individuals, companies, and foundations gave in-kind and cash contributions to Direct Relief. Businesses and organizations provided products and expertise needed and leveraged for humanitarian purposes, and generous cash donations helped keep Direct Relief independent from external interests, maintaining the flexibility of its work.
CASH AND IN-KIND CONTRIBUTIONS

To fulfill its mission and program objectives, Direct Relief has long sought partnerships with, participation of, and contributions of in-kind goods and services from businesses and organizations with particular expertise that is needed and can be leveraged for humanitarian activities. In-kind contributions typically represent more than 90 percent of the organization’s total annual revenue and also entail other significant benefits.

Direct Relief’s core activities revolve around its functional role of medical distributor. It was the first nonprofit organization in the U.S. to obtain the highest accreditation and licensing in all 50 states to distribute Rx medications. Consistent with this role, the majority of in-kind contributions typically include substantial inventories of prescription medications, vaccines, and medical supplies from manufacturers that Direct Relief, in turn, provides at no charge to qualified healthcare organizations for patients who need and cannot afford them and during emergencies.

Other in-kind contributions include extensive transportation and logistics services, a broad array of software applications and technology platforms, and expertise in numerous specific functional areas inherent in managing a global medical supply chain that must meet stringent regulatory standards, which exist even in emergency situations to which Direct Relief frequently is asked to respond and does.

The longstanding approach of inviting direct support for needed goods and services has benefits far beyond merely receiving donated goods and services. It has allowed broader public participation in humanitarian efforts by commercial businesses in many industries and both far more and higher quality goods and services than could be achieved by seeking only financial support from the public to purchase them.

In addition, the extensive contribution of goods and services allows for financial contributions entrusted to Direct Relief to be leveraged significantly.

Direct Relief also seeks and receives cash contributions, which are used to cover internal costs and for goods and services that cannot be obtained through in-kind donations and are needed to advance the organization’s mission.

Direct Relief’s financial statements must account for both cash and in-kind contributions that are entrusted to the organization to fulfill its humanitarian mission. In Fiscal Year 2023, over 95 percent of its total public support of nearly $2.3 billion was received in the form of in-kind medical products and certain other donated goods and services (such as transportation services from FedEx, online advertising from Google).

Merging cash and in-kind contributions in accordance with Generally Accepted Accounting Principles (GAAP) can be confusing to non-accountants. These notes, in addition to the financial statements on page 23, are to assist you in understanding how Direct Relief’s program model is financed and works, to explain the state of the organization’s financial health, and to inform you about how the money generously donated to Direct Relief in FY 2023 by individuals, businesses, organizations, and foundations was spent.

Direct Relief’s activities are planned and executed on an operating (or cash) budget that is approved by the Board of Directors prior to the onset of the fiscal CONT’D ▶
year. The cash budget is not directly affected by the value of in-kind medical product contributions. Cash support—as distinct from the value of contributed products—is used to pay for the logistics, warehousing, transportation, program oversight, program and administrative staff salaries, purchasing of essential medical products, acquisition of donated medical products, and all other program expenses.

**TIMING OF REVENUE RECOGNITION & EXPENSES**

When taking an annual snapshot at the end of a fiscal year, several factors can distort a realistic picture of Direct Relief’s (or any nonprofit organization’s) financial health and activities. One is the timing of donations being received and the expenditure of those donations, whether in the form of cash or in-kind medical products.

Donations—including those received to conduct specific activities—are recorded as revenue when they are received or promised, even if the activities are to be conducted in a future year. The in-kind product donations are also recorded in inventory upon receipt. Direct Relief’s policy is to distribute products at the earliest practicable date, consistent with sound programmatic principles. While the distribution often occurs in the same fiscal year of receipt, it may occur in the following fiscal year. An expense is recorded and inventory is reduced when the products are shipped to partners.

In FY 2023, Direct Relief received more in contributions and earnings than was used to support its partner network and run operations. When the fiscal year ended, the Organization reported an increase in net assets (or net operating “surplus”). In FY 2022, the opposite was true, and the Organization recorded a decrease in net assets (or net operating “deficit”).

In FY 2023, Direct Relief received public support and revenue of $2.1 billion in product donations, $121 million in cash donations. The Organization had an unrealized gain (fair market value increase) on investments of $3 million and $9.6 million in interest and investment income. During the same period, Direct Relief incurred program service costs including pharmaceuticals, medical supplies, equipment and related expenses of $2.1 billion, administrative support services of $9.5 million and fundraising costs of $3 million. For FY 2023, the change in net assets was a $206 million net operating “surplus.” A fiscal year end net operating “surplus or “deficit” is often due to the timing difference of when public support is received and recorded (current fiscal year) compared to when humanitarian aid or cash is granted (subsequent fiscal years).

**POLICY ON DESIGNATED CONTRIBUTIONS**

Direct Relief has adopted a strict policy to ensure that 100 percent of all designated contributions for a specific program or emergency response are used only on expenses related to supporting that program or response. This includes earnings that may accrue on restricted contributions. By longstanding internal policy and practice, any such earnings are deemed to retain the same restriction as the contribution. This is not required under Generally Accepted Accounting Principles but Direct Relief believes it right and proper to do so to ensure that the intended purpose of a donor’s restricted fund is honored.

Direct Relief has used similar policies for all disaster responses in the last few years, including responses to the crisis in Ukraine, Covid19 pandemic, wildfires in the U.S., and Turkey/Syria earthquake.

This approach is appropriate for honoring precisely the clear intent of generous donors who responded to these tragedies and to preserve the maximum benefit for the survivors for whose benefit the funds were entrusted to Direct Relief.

**VALUATION OF IN-KIND RESOURCES**

Direct Relief was the first nonprofit organization in the United States to receive accreditation from the National Association of Boards of Pharmacy as an Accredited Drug Distributor (formerly known as Verified-Accredited Wholesale Distributor or VAWD) licensed to distribute pharmaceutical products in all 50 U.S. states and is among the largest-volume providers of medical donations to its partners worldwide. Direct Relief’s programs involve a wide range of functions, several of which require specialized expertise and licensing. Among these functions are identifying key local providers of health services in such areas; working to identify the unmet needs of people in the areas; mobilizing essential medicines, supplies, and equipment that are requested and appropriate for the circumstances; and managing the many details inherent in storing, transporting, and distributing such goods to the partner organizations in the most efficient manner possible.

When Direct Relief receives an in-kind donation, accounting standards require a “fair market value” to be assigned to the donation. Donations of medicines, medical equipment, and medical supplies have long been an integral part of Direct Relief’s humanitarian assistance programs. In assigning a fair market value to the in-kind medical donations received, Direct Relief uses a careful, conservative approach that complies with the relevant accounting standards, and the spirit and purpose of disclosure, transparency, and accountability to the public.

Direct Relief uses the following methodology in determining the fair market value of in-kind medical donations: U.S. Food and Drug Administration approved pharmaceuticals, branded and generic, are recorded at estimated wholesale value, which approximates fair value, on the date received, based on the Wholesale Acquisition Cost (WAC) as in the RED BOOK™ published by Truven Health Analytics/IBM Watson Health. The RED BOOK® is an industry recognized drug and pricing reference guide for pharmaceuticals in the United States. The organization uses monthly pricing information available from the RED BOOK™ online service provided by Truven Health Analytics, to ensure the most accurate and current valuation of pharmaceuticals donated to the organization.

WAC is the standard used by many U.S. states as the Federal Upper Limit pricing for drugs purchased under the Medicaid program. Alternative methods of valuing a drug donation would result in a higher valuation. For example, the commonly cited Average Wholesale Price (AWP), which also is published in the RED BOOK®, is approximately twenty-five percent higher than WAC for a particular product according to the RED BOOK®. Direct Relief determined that WAC is the more appropriate measure. Because pricing differences exist for generic and branded products, it is important to note Direct Relief applies WAC value to each specific product’s National Drug Code, which relates to the specific manufacturer.
In Ukraine, sculptor and prosthetics trainee Lyubomyr measures a plaster mold of a limb stump prior to pouring a plastic socket attachment. (Nick Allen/Direct Relief)
The outsourcing and off-shoring phenomena reflect water is free from a public tap but can be several dollars if also exist for other commodities and services beyond accounting and reporting of contributions. Such differences must be considered and reflected in the U.S. Because Direct Relief operates on a global scale, formulation even within the same market, including the specific differences that exist between a branded drug and a generic equivalent also exist for other commodities and services beyond pharmaceuticals, for example, products manufactured for use in non-U.S. markets, the organization uses independent pricing guides to determine the fair market value of the particular manufacturer’s specific formulation. As is the case with FDA-approved formulations, the value relates to the specific product from the specific manufacturer. The sources of such pricing information vary, but relevant information may include the price paid by wholesalers or other third-party buyers, a favorable price negotiated by an organization for a particular drug, or other such reasonable bases.

For medical supplies and equipment, the organization determines wholesale value by reviewing the pricing information on the specific item listed for sale in trade publications, through online pricing, and through its own procurement history when purchasing. Such valuations are lower typically than published retail prices.

Different prices for similar products or services in different geographic areas can cause confusion. The specifics of Direct Relief’s valuation methodology are noted here in recognition of the confusion that can arise with the value of contributed goods and services. One source of confusion stems from the significant pricing (and therefore valuation) differences that exist in different parts of the world for similar products. With regard to pharmaceuticals, significant differences exist between a branded drug and a generic equivalent formulation even within the same market, including the U.S. Because Direct Relief operates on a global scale, such differences must be considered and reflected in the accounting and reporting of contributions.

Of course, similar pricing and valuation differences also exist for other commodities and services beyond pharmaceuticals. In the U.S., for example, 12 ounces of water is free from a public tap but can be several dollars if it comes in a branded bottle.

Similar pricing differences exist for services as well. The outsourcing and off-shoring phenomena reflect that even highly skilled services—surgery, computer programming, research conducted by Ph.Ds.—are done at vastly different prices in different countries.

Direct Relief’s internal processes, information systems, and public disclosures ensure that these distinctions are clearly documented, and that the organization’s financial reporting precisely and accurately reflects the fair market value of the specific items received through donation.

If a low-cost generic medication is received through donation, its value is properly recorded as that of the generic medication. Similarly, if a more expensive branded product is received through donation, its value is registered as that of a branded product.

As noted above, Direct Relief has long sought the contribution of needed goods and services to use for humanitarian purposes because of the efficiencies and other benefits that result. The organization, and (more importantly) the people it serves, benefit from the lowest-cost, most efficient use of resources. Financial contributors benefit also, since their financial contributions are not being used to purchase goods or services that can be obtained directly through donations. Therefore, when it comes to accounting for, documenting, and reporting any contributions it is very important to get it right.

A strong incentive exists to use higher valuation sources, such as retail prices, or use branded product values for generic donations. However, a conservative approach provides the most accurate, easy-to-understand basis and is best to instill public confidence in Direct Relief’s financial reporting.

**Direct Relief Foundation and the Board-Restricted Investment Fund**

In 1998, Direct Relief’s Board of Directors established a Board-Restricted Investment Fund (“BRIF”) to help secure the organization’s financial future and provide a reserve for future operations. The BRIF, established with assets valued at $774 thousand, draws resources from Board-designated unrestricted bequests and gifts, and returns on portfolio assets.

In October 2006, the Direct Relief Foundation was formed and incorporated in the State of California as a separate, wholly controlled, supporting organization of Direct Relief. Effective April 1, 2007, assets in the BRIF were transferred to the Foundation. The Foundation’s investments are managed by SEI Private Trust Company, an investment firm under the direction of the Foundation’s Investment Committee, which meets quarterly and oversees investment policy and performance.

The Board has adopted investment and spending policies for the BRIF assets that attempt to provide a predictable stream of funding to Direct Relief while seeking to maintain the purchasing power of these assets. Under this policy, as approved by the Trustees of the Foundation, the BRIF assets are invested in a manner that is intended to produce results that provide a reasonable balance between the quest for growth and the need to protect principal. The Foundation expects its BRIF funds, over time, to provide an average rate of return of approximately five percent annually. Actual returns in any given year may vary from this amount.

The Foundation, to satisfy its long-term rate-of-return objectives, relies on a total return strategy in which investment returns are achieved through both capital appreciation (realized and unrealized) and current yield (interest and dividends). The organization targets a diversified asset allocation balanced between equity and fixed income investments to achieve its short-term spending needs as well as long-term objectives within prudent risk constraints.

The Foundation has a policy of appropriating for distribution each year an amount up to five percent of the assets of the BRIF. In some instances, the Board may decide to appropriate an amount greater than its stated policy if it is specifically deemed prudent to do so. The BRIF is authorized to distribute its portfolio assets to pay for Direct Relief’s fundraising expenses and the salary of the President and CEO as well as advance emergency relief funding as determined by the President and CEO.

For the Fiscal Year 2022, the Foundation Trustees approved a distribution of $3.6 million to pay for Direct Relief’s fundraising expenses and the salary of the President and CEO. The Foundation also distributed $3.2 million to Direct Relief that had been approved in prior years for the same purpose. Upon a majority vote by the Board, the BRIF may also be utilized to meet other general operational costs and extraordinary capital expenses.
Thanks to your participation, Direct Relief helped more people in more places than ever before in its 74-year history in FY 2023. The organization received $2.38 billion in public support and provided $2.1 billion in assistance around the world (including $771 million in financial assistance).
Material Assistance

Advancing its mission to improve the health and lives of people affected by poverty or emergencies—without regard to politics, religious beliefs, or ethnic identities—Direct Relief delivered 21,560 shipments of humanitarian material aid in FY 2023 to 88 countries and all 50 U.S. states and 5 U.S. territories.

The medical aid contained in these shipments was sufficient to provide 534.9 million Defined Daily Doses (DDD) for people who may have otherwise lacked access to quality health care.

The 2,800 tons (over 5.8 million pounds) of pharmaceuticals, medical supplies, and medical equipment that were furnished to local health programs had a combined wholesale value of $1.8 billion.

DDD is a measure of drug utilization developed by the World Health Organization (WHO) and maintained by the WHO Collaborating Center for Drug Statistics methodology at the University of Norway in Oslo. Direct Relief uses this as a measure of pharmaceutical aid provided.
FINANCIAL ASSISTANCE

In addition to providing more essential medical material resources than ever before, Direct Relief furnished $77.1 million in critically needed funding in FY 2023 to support the efforts of locally-run, non-governmental health facilities in the U.S. and internationally as they responded to crises, rebuilt damaged facilities, trained frontline health workers, and extended care to more patients.

Grant recipients included community-based groups responding to or recovering from emergencies, including the crisis in Ukraine ($21.5m), Covid19 Pandemic ($7.4m), Turky/Syria Earthquake ($3.1m), Hurricane Ian ($1.5m), the earthquake in Haiti ($461k), Australian wildfires ($300k), and Hurricane Fiona ($160k).

Additional funding supported the innovative care and treatment programs of community health centers, free clinics, and charitable pharmacies in the U.S. (11.6m), and the on-going efforts of numerous other partners to address the chronic health needs of vulnerable people in their communities.

STAFFING & EXECUTIVE COMPENSATION

The $2.1 billion in humanitarian assistance Direct Relief provided in FY 2023 across the U.S. and around the world was done with a staff which, as of June 30, 2023, comprised 137 positions (132 full-time, 5 part-time). Measured on a full-time equivalent (FTE) basis, the total staffing over the course of the year was 135.2. This figure is derived by dividing the total hours worked by 2,080, the number of work hours of a full-time employee in one year. Two persons each working half-time, for example, would count as one FTE.

In general, staff functions relate to three basic business functions: programmatic activity, fundraising, and general administration. The following sections describe the financial cost Direct Relief’s activities and how resources are spent to provide assistance to people in need throughout the world.

The President and CEO’s compensation is paid from funds provided by Direct Relief Foundation. His compensation is allocated 50 percent to administration and 50 percent to fundraising.
To implement its humanitarian programs ($1.8 billion in medical material aid), Direct Relief spent $37.1 million (excluding $77.1 million in cash grants) in FY 2023, $11.5 million of which paid for salaries, related benefits (health, dental, long-term disability insurance, and retirement-plan matching contributions), and mandatory employer paid taxes (Social Security, Medicare, workers’ compensation, and state unemployment insurance) for XX full-time and XXX part-time employees engaged in programmatic functions.

PROGRAM EXPENSES ALSO INCLUDE >>

- Ocean/air freight and trucking for outbound shipments to partners, in-country transportation and inbound product donations ($13.3 million total, of which $2.1 million was donated)
- Travel for oversight and evaluation ($1.3 million); contract services ($5.1 million); packing materials and supplies ($1 million) and disposal costs for expired pharmaceuticals ($658 thousand)
- The value of expired products disposed of ($131.3 million)
- A pro-rata portion of other allocable costs (see page 35)
A nurse examines a patient at CoRSU Rehabilitation Hospital, Kisubi, Uganda.
(David Utley for Direct Relief)
FUNDRAISING EXPENSES

Direct Relief’s FY 2023 fundraising expenses totaled $2.9 million, of which $237,000 (or 8 percent) was the value of donated goods and services (such as donated advertising from Google) that were noncash expenditures. Such donated goods and services of an equal amount are also reported as revenue, as explained on page 24.

FY 2023 cash expenditures for fundraising totaled $2.7 million, which were paid by the Direct Relief Foundation – not from donors’ contributions – as explained on page 27. The majority of these cash expenditures, $1.7 million or 57 percent of the total $2.9 million, were used to pay the salaries, related benefits, and payroll taxes for 11 full-time employees. The other cash expenditures for fundraising activities are detailed in the list and chart below by type of activity, amount, and percentage of total expenditures for fundraising.

Direct Relief’s longstanding emphasis on efficiency extends to its fundraising efforts. Although not paid with donor funds, Direct Relief notes for comparative purposes that its total fundraising expenses for FY 2023 of $2.9 million (which includes noncash expenditures) equals 2.44 percent of the $120.8 million of the cash support the organization received; cash expenditures for fundraising of $2.7 million equals 2.24 percent of cash received.

Direct Relief believes that this ratio of cash expended on fundraising to charitable cash donations received is the most appropriate measure to consider because it is most common and allows for a fair comparison with other charitable organizations that rely on charitable support.

Also, unlike Direct Relief, most charitable organizations do not receive the majority of their contributions in the form of noncash donations, which represented 95 percent of the $2.3 billion in total revenue received by Direct Relief in FY 2023. Presenting fundraising expenses as a percentage of total revenue that includes extensive in-kind contributions provides a misleading picture of how much of its or its donors’ money is being spent on fundraising.

In Direct Relief’s case, the already exceptionally low ratio of 2.24 percent of cash received being devoted to fundraising would become statistically zero (less than two-tenths of one percent) with the inclusion of the substantial amount of in-kind contributions reflected in the total $2.3 billion revenue figure for FY 2023.
Direct Relief provided Emergency Medical Backpacks for first responders in Michoacán, Mexico, as they responded to the impacts of the 7.6-magnitude earthquake that rattled the area on September 19, 2022. FedEx provided transportation for the shipment, free of charge. (Direct Relief)
MANAGEMENT & GENERAL EXPENSES

Direct Relief spent $9.5 million on administration in FY 2023. Administration expenses are those that relate to financial and human resource management, information technology, communications, public relations, and general office management. A total of $4 million was for salaries, related benefits, and taxes for 25 full-time employees and two part-time employees engaged in administration and financial management.

MANAGEMENT & GENERAL EXPENSES ALSO INCLUDE >>

- $561 thousand in credit card and banking fees
- $448 thousand for travel, meetings and conferences
- $1.8 million in contract services ($237 thousand of which were donated services)
- $237 thousand in accounting fees for the annual CPA audit, payroll processing and reporting, and other financial services
- $194 thousand in legal fees
- $102 thousand in press releases and online advertising
- $70 thousand in taxes, licenses, and permits (Direct Relief is registered as an exempt organization in each U.S. state requiring such registration)
- A pro-rata portion of other allocable costs (see below)

OTHER ALLOCABLE COSTS

Direct Relief owns and operates a 155,000-square-foot warehouse facility that serves as its headquarters. Costs to maintain this facility includes interest on a line of credit, depreciation, utilities, insurance, maintenance, and supplies. These costs are allocated based on the square footage devoted to respective functions (e.g., fundraising expenses described earlier include the proportional share of these costs associated with the space occupied by fundraising staff). The cost of information technology services is primarily related to the activities of the respective functions described above. These costs are allocated based on the headcount devoted to the respective functions.
A patient is shown diagnostic information at Asian Health Services in Oakland, California.
(Ben Bishop for Direct Relief)
## COMBINED STATEMENT OF FINANCIAL POSITION

For the fiscal year ended June 30, 2023 with summarized totals for FY 2022. Amounts are presented in the thousands.

### FY 2023

<table>
<thead>
<tr>
<th></th>
<th>Direct Relief</th>
<th>Direct Relief Foundation</th>
<th>Direct Relief Mexico*</th>
<th>Direct Relief South Africa**</th>
<th>Direct Relief Property 1, LLC</th>
<th>Inter-Organization Transaction Eliminations</th>
<th>Consolidated Total</th>
<th>Consolidated Total</th>
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<tr>
<td><strong>ASSETS</strong></td>
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<td>(41,816)</td>
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<td>Other assets</td>
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<td>-</td>
<td>-</td>
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<td><strong>Total assets</strong></td>
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<td>$37,185</td>
<td>$(47,760)</td>
<td>$1,242,420</td>
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### FY 2022

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<td>$279</td>
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<td>$1,242,420</td>
<td>$1,019,742</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Investments</td>
<td>25,154</td>
<td>5,130</td>
<td>45</td>
<td>1</td>
<td>$(5,944)</td>
<td>24,385</td>
<td>9,936</td>
<td></td>
</tr>
<tr>
<td>Contributions and other receivables, net</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td></td>
</tr>
<tr>
<td>Inventories, net</td>
<td>864,078</td>
<td>-</td>
<td>106</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>1,040,700</td>
<td>815,980</td>
</tr>
<tr>
<td>Prepaid expenses</td>
<td>7,371</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>7,371</td>
<td>8,385</td>
</tr>
<tr>
<td>Property and equipment, net</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>109,008</td>
<td>-</td>
<td>169,008</td>
<td>187,512</td>
</tr>
<tr>
<td>Investment in subsidiary</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Other assets</td>
<td>329</td>
<td>229</td>
<td></td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td></td>
</tr>
<tr>
<td><strong>Total liabilities</strong></td>
<td>$33,480</td>
<td>$5,130</td>
<td>45</td>
<td>1</td>
<td>$(5,944)</td>
<td>32,712</td>
<td>16,250</td>
<td></td>
</tr>
</tbody>
</table>

### LIABILITIES

|                      |               |                          |                       |                             |                                |                                          |                   |                   |
|----------------------|---------------|--------------------------|                       |                             |                                |                                          |                   |                   |
| Accounts payable     | $8,327        | $327                     | $12                   | $37,185                     | $(48,760)                       | $1,242,420                              | $1,019,742        |                   |
| Accrued liabilities  | 25,154        | 5,130                    | 45                    | 1                           | $(5,944)                        | 24,385                                  | 9,936             |                   |
| Long-term debt       | -             | -                        | -                     | -                           | -                              | -                                        | -                 |                   |
| **Total liabilities**| $33,480       | $5,130                   | 45                    | 1                           | $(5,944)                        | 32,712                                  | 16,250            |                   |

### NET ASSETS

|                      |               |                          |                       |                             |                                |                                          |                   |                   |
|----------------------|---------------|--------------------------|                       |                             |                                |                                          |                   |                   |
| Without donor restrictions | 976,211    | 68,976                   | 132                   | 11                          | 37,185                         | (48,760)                                | 1,040,700         | 815,980           |
| With donor restrictions | 165,467   | 3,070                    | 471                   | -                           | -                              | -                                        | 169,008           | 187,512           |
| **Total net assets** | $1,141,678   | $72,046                  | 603                   | 11                          | 37,185                         | (48,760)                                | 1,209,708         | 1,003,492         |

|                      |               |                          |                       |                             |                                |                                          |                   |                   |
|----------------------|---------------|--------------------------|                       |                             |                                |                                          |                   |                   |
| **Total liabilities and net assets** | $1,175,159 | $77,176                  | $649                  | $12                         | $37,185                        | $(48,760)                                | $1,242,420        | $1,019,742        |

* Direct Relief Mexico is a wholly owned subsidiary of Direct Relief and commenced operations in Mexico on August 1, 2014.
Direct Relief-Mexico was registered in Mexico as a public benefit corporation in July 2014.

** Direct Relief-South Africa is a wholly owned subsidiary of Direct Relief and commenced operations in the Republic of South Africa on July 1, 2009.
Direct Relief South Africa was registered in South Africa as a public benefit corporation in October 2007.
## Combined Statement of Activities

For the fiscal year ended June 30, 2023 with summarized totals for FY 2022. Amounts are presented in the thousands.

### Part 1: Public Support and Revenue

#### In cash and securities:

<table>
<thead>
<tr>
<th>Item</th>
<th>FY 2022</th>
<th>FY 2023</th>
</tr>
</thead>
<tbody>
<tr>
<td>Contributions</td>
<td>7,300</td>
<td>53</td>
</tr>
<tr>
<td>Business and foundation grants</td>
<td>2,661</td>
<td>2</td>
</tr>
<tr>
<td>Workplace giving campaigns</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Special events</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td><strong>Total public support from cash + securities</strong></td>
<td>120,864</td>
<td>168,770</td>
</tr>
</tbody>
</table>

#### From contributed goods and services:

<table>
<thead>
<tr>
<th>Item</th>
<th>FY 2022</th>
<th>FY 2023</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pharmaceuticals, medical supplies and equipment</td>
<td>2,661</td>
<td>-</td>
</tr>
<tr>
<td>Contributed freight</td>
<td>2,074</td>
<td>-</td>
</tr>
<tr>
<td>Contributed goods - other</td>
<td>3</td>
<td>-</td>
</tr>
<tr>
<td>Professional services received</td>
<td>474</td>
<td>-</td>
</tr>
<tr>
<td><strong>Total from contributed goods and services</strong></td>
<td>2,141,963</td>
<td>2,049,101</td>
</tr>
</tbody>
</table>

### Part 2: Revenue

<table>
<thead>
<tr>
<th>Income source</th>
<th>FY 2022</th>
<th>FY 2023</th>
</tr>
</thead>
<tbody>
<tr>
<td>Investment income</td>
<td>1,848</td>
<td>1,153</td>
</tr>
<tr>
<td>Realized gain on sale of investments</td>
<td>1,507</td>
<td>-</td>
</tr>
<tr>
<td>Unrealized (loss) gain on investments</td>
<td>1,153</td>
<td>-</td>
</tr>
<tr>
<td>Realized gain on other assets</td>
<td>3</td>
<td>-</td>
</tr>
<tr>
<td><strong>Total revenue</strong></td>
<td>12,697</td>
<td></td>
</tr>
</tbody>
</table>

### Part 3: Program Services

<table>
<thead>
<tr>
<th>Item</th>
<th>FY 2022</th>
<th>FY 2023</th>
</tr>
</thead>
<tbody>
<tr>
<td>Program related expenses</td>
<td>3,032</td>
<td>3,311</td>
</tr>
<tr>
<td><strong>Total program services</strong></td>
<td>2,565,810</td>
<td>2,243,248</td>
</tr>
</tbody>
</table>

### Part 4: Supporting Services:

<table>
<thead>
<tr>
<th>Item</th>
<th>FY 2022</th>
<th>FY 2023</th>
</tr>
</thead>
<tbody>
<tr>
<td>Administration</td>
<td>363</td>
<td>244</td>
</tr>
<tr>
<td>Fundraising</td>
<td>-</td>
<td>23</td>
</tr>
<tr>
<td><strong>Total supporting services</strong></td>
<td>9,548</td>
<td>3,464</td>
</tr>
</tbody>
</table>

### Change in Net Assets

<table>
<thead>
<tr>
<th>FY 2022</th>
<th>FY 2023</th>
</tr>
</thead>
<tbody>
<tr>
<td>206,217</td>
<td></td>
</tr>
</tbody>
</table>
## COMBINED STATEMENT OF FUNCTIONAL EXPENSES

For the fiscal year ended June 30, 2022

with summarized totals for FY 2021.

Amounts are presented in the thousands.

<table>
<thead>
<tr>
<th>PROGRAM SERVICES: Pharmaceuticals, Medical Supplies, Equipment &amp; Related Expenses</th>
<th>SUPPORTING SERVICES</th>
<th>TOTAL PROGRAM &amp; SUPPORTING SERVICES</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>USA</td>
<td>International</td>
</tr>
<tr>
<td><strong>COMPENSATION AND RELATED BENEFITS</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash and cash equivalents</td>
<td>$ 1,745</td>
<td>$ 7,630</td>
</tr>
<tr>
<td>Investments</td>
<td>120</td>
<td>527</td>
</tr>
<tr>
<td>Contributions and other receivables, net</td>
<td>285</td>
<td>1,177</td>
</tr>
<tr>
<td><strong>Total compensation and related benefits</strong></td>
<td>2,150</td>
<td>9,334</td>
</tr>
<tr>
<td><strong>OTHER EXPENSES</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Pharmaceuticals, medical equipment and supplies distributed - donated</td>
<td>305,713</td>
<td>1,496,989</td>
</tr>
<tr>
<td>Pharmaceuticals, medical equipment and supplies distributed - procured</td>
<td>2,538</td>
<td>6,062</td>
</tr>
<tr>
<td>Inventory adjustment (expired pharmaceuticals)</td>
<td>7,420</td>
<td>123,905</td>
</tr>
<tr>
<td>Accounting and legal fees</td>
<td>6</td>
<td>69</td>
</tr>
<tr>
<td>Advertising</td>
<td>502</td>
<td>0</td>
</tr>
<tr>
<td>Bank charges</td>
<td>0</td>
<td>2</td>
</tr>
<tr>
<td>Contract services</td>
<td>2,212</td>
<td>2,848</td>
</tr>
<tr>
<td>Contributed services</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Contributed freight</td>
<td>117</td>
<td>1,958</td>
</tr>
<tr>
<td>Contributed goods</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Disposal costs (expired pharmaceuticals)</td>
<td>422</td>
<td>236</td>
</tr>
<tr>
<td>Dues and subscriptions</td>
<td>122</td>
<td>228</td>
</tr>
<tr>
<td>Duplicating and printing</td>
<td>21</td>
<td>50</td>
</tr>
<tr>
<td>Equipment and software maintenance</td>
<td>62</td>
<td>291</td>
</tr>
<tr>
<td>Equipment rental</td>
<td>18</td>
<td>119</td>
</tr>
<tr>
<td>Freight and transportation</td>
<td>2,144</td>
<td>9,080</td>
</tr>
<tr>
<td>Grants and stipends</td>
<td>37,919</td>
<td>39,176</td>
</tr>
<tr>
<td>Insurance</td>
<td>11</td>
<td>77</td>
</tr>
<tr>
<td>Interest</td>
<td>1</td>
<td>14</td>
</tr>
<tr>
<td>Meetings, conferences, special events</td>
<td>259</td>
<td>74</td>
</tr>
<tr>
<td>Miscellaneous</td>
<td>13</td>
<td>11</td>
</tr>
<tr>
<td>Outside computer services</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Postage and mailing services</td>
<td>18</td>
<td>13</td>
</tr>
<tr>
<td>Rent and other occupancy</td>
<td>46</td>
<td>387</td>
</tr>
<tr>
<td>Supplies, furniture and fixtures</td>
<td>135</td>
<td>856</td>
</tr>
<tr>
<td>Taxes, licenses and fees</td>
<td>7</td>
<td>55</td>
</tr>
<tr>
<td>Training and education</td>
<td>3</td>
<td>30</td>
</tr>
<tr>
<td>Travel and automobile</td>
<td>250</td>
<td>761</td>
</tr>
<tr>
<td>Utilities and telephone</td>
<td>34</td>
<td>351</td>
</tr>
<tr>
<td>Web hosting</td>
<td>116</td>
<td>359</td>
</tr>
<tr>
<td><strong>Total expenses before depreciation</strong></td>
<td>360,109</td>
<td>1,684,001</td>
</tr>
<tr>
<td><strong>Depreciation and amortization</strong></td>
<td>75</td>
<td>1,142</td>
</tr>
<tr>
<td><strong>Total functional expenses June 30, 2022</strong></td>
<td>$ 362,333</td>
<td>$ 1,694,477</td>
</tr>
<tr>
<td><strong>Total functional expenses June 30, 2021</strong></td>
<td>$ 253,529</td>
<td>$ 1,989,719</td>
</tr>
</tbody>
</table>
To fulfill its mission, Direct Relief has long sought partnerships with businesses and organizations with particular expertise that is needed and can be leveraged for humanitarian purposes. This approach has led to 200+ healthcare manufacturers and other corporations, in sectors ranging from technology to transportation, providing in-kind contributions in the form of needed goods (primarily medical products) and services that would otherwise have to be purchased.
CORPORATE PARTNERSHIPS

MANUFACTURERS & DISTRIBUTORS PROVIDING MEDICAL MATERIAL DONATIONS

- 3M
- Abbott
- AbbVie
- Accord Healthcare
- Alvogen
- Amgen
- Apotex
- Ascensia
- AstraZeneca
- Baxter International
- Bayer
- BD
- Belmora
- Biogen
- Bionime
- Boehringer Ingelheim
- Boston Scientific de México
- CAIRE

- Carlsbad Technology
- Chartwell Pharmaceuticals
- Coherus Bioscience
- Edenbridge Pharmaceuticals
- Edwards Lifesciences
- Eli Lilly & Company
- Embrace
- Emergent BioSolutions
- Genentech
- Genomma Lab Internacional
- Grifols
- GSK
- GSMS
- Haleon
- Henry Schein
- Hikma Pharmaceuticals
- ICU Medical
- Johnson & Johnson
- Kaleo
- Kenvue
- Kirk Humanitarian
- LifeScan
- Liquid IV
- McKesson Medical-Surgical
- Medicines360
- Medline Industries
- Merck & Co. / MSD
- Merck KGaA
- Neptune Medical Supply
- Nikkiso America
- Novartis Farmacéutica
- Novo Nordisk
- Organon
- Perrigo Pharmaceuticals
- Pfizer
- Row Pharma
- Sandoz
- Sanofi
- Siegfried Rhein S.A.
- Takeda Pharmaceuticals
- Teva Pharmaceuticals
- The Clorox Company
- Trifecta Pharmaceuticals
- Unilever
- Unite to Light
- Vertex
- Vesync
- Viatris
- ViV Healthcare
- Westminster Pharmaceuticals
- Zydus Pharmaceuticals

COMPANIES PROVIDING SERVICES, VISIBILITY, AND OTHER IN-KIND SUPPORT

- Balcony Lab, Inc.
- Convergence Point Media
- Cuebiq Inc.
- Dataminr
- Esri

- Ezoic
- FedEx
- Google
- Lavin Media
- Mapbox

- Media Matters Worldwide
- Meta Platforms
- Narrative Sciences
- Qlik Technologies Inc.
- SAP

- Sonos
- TikTok
- Twitch.tv
- Veynovich Holdings
- VidMob
Direct Relief was able to provide more help to more people than ever before this fiscal year due in part to coordinated efforts with these leading foundations that share commitments to improve health and lives across the U.S. and around the world.
## STRATEGIC FOUNDATION PARTNERSHIPS

A diabetes patient gets their blood tested with Direct Relief-donated LifeScan products in Mexico. (Direct Relief)
Jose Perez (left), a licensed marriage and family therapist at Samaritan Free Clinic in San Mateo, California, speaks to Dr. Lu Echeverria. (Ben Bishop for Direct Relief)
The Legacy Society exclusively recognizes those caring individuals who have included Direct Relief in their estate plans. Their commitment and dedication are shining examples of generosity that will help Direct Relief continue its efforts to improve the health and lives of people affected by poverty or emergency situations by mobilizing and providing essential medical resources needed for their care.
LET YOUR LEGACY BE ONE OF HOPE, HEALING, & HUMANITY

DIRECT RELIEF’S LEGACY SOCIETY is more than a commitment; it’s a testament to the profound belief that together, we can forge a healthier, better world for generations to come.

The Legacy Society honors that ideal by sustaining Direct Relief’s mission of delivering humanitarian aid to under-resourced communities worldwide, helping ensure more people—now and long into the future—can experience a healthy, productive life with all the wonders it affords.

A baby is held by a midwife in Dadu, Pakistan. (Janet Jarman)
RAISED IN A MIDDLE-CLASS blue-collar suburb of Detroit, Suzanne dreamed of becoming a doctor. Upon graduating college and then working as a data analyst in her early 30s, she received a devastating diagnosis of a rare bone marrow cancer. Suzanne would undergo a stem-cell transplant in 2015 and eventually succumb to cancer in 2021—precisely 30 years after receiving the diagnosis.

When Suzanne passed the fifth anniversary of her diagnosis, she took stock of her life and decided she was tired of waiting to get sick and die, and was determined to live a meaningful life. She went back to school and earned a Master of Public Health with a concentration in epidemiology; as an epidemiologist, she worked on projects related to capacity building with ministries of health, always with a connection to maternal and child health.

Suzanne was adventurous and fearless. Over her lifetime, she would try skydiving, walking on hot coals, riding elephants and camels, petting cheetahs, and swimming with sharks. She traveled extensively throughout Africa, Mexico, South America, and Alaska. She truly embraced life at every opportunity.

Throughout her life, she gave generously to over forty charitable organizations. When preparing for her death, she carefully selected fourteen charities as beneficiaries of her estate based on where she felt her money would make the most significant difference. Direct Relief was near and dear to her heart and among the first charities she chose. She was drawn to the global nature of the work and the programs addressing health equity—one of her professional interests.

As extraordinary as Suzanne was, at the end of her life she still wondered if there was more she could have done and hoped that the money she left would continue to improve the lives of those in need and inspire others to join the Legacy Society.
INVESTORS

[ FY 2023 ]

Our deepest thanks to Direct Relief’s investors, whose generosity has enabled service to millions of people throughout the world. >>
FY 2023 INVESTORS Contributors to Direct Relief from July 1, 2022, to June 30, 2023

$5,000,000 +
- Gilead Sciences
- LetterOne

$2,500,000 +
- The Bisbay Foundation
- Ms. Doreen Miao
- Pfizer, Inc. and the Pfizer Foundation

$1,000,000 +
- AbbVie and the AbbVie Foundation
- Micky and Madeleine Arison Family Foundation
- AstraZeneca
- BD
- Eli Lilly and Company & the Eli Lilly and Company Foundation
- FedEx
- Halycon
- Conrad N. Hilton Foundation
- Humble Bundle
- King Salman Humanitarian Aid & Relief Centre
- McKesson Corporation and the McKesson Foundation
- Microsoft Corporation
- Takeda Pharmaceuticals North America, Inc.
- Teva Pharmaceuticals USA
- Unilever-Vaseline
- Oknam Yu

$500,000 +
- Anonymous (2)
- Amgen Foundation
- Baxter International Foundation
- BMO
- Carnegie Hall
- The Crown Family Discovery Land Company Foundation
- Give Lively Foundation, Inc.
- The Holland America Line Foundation
- Otis and Bettina Chandler Foundation
- Vertex Pharmaceuticals and the Vertex Foundation
- Viatris
- Vital Impacts

$250,000 +
- 3M and the 3M Foundation, Inc.
- AbbVie and the AbbVie Fund
- Adobe Systems, Inc.
- AmerisourceBergen Foundation
- Bayer Healthcare
- Mr. Lester E. Bower, Jr.
- Elaine P. Derwiler
- Mr. and Mrs. Bruce Duff
- Louis K. Dupre
- Carroll Francis Hamill, MD
- The Hearst Foundations
- HP Foundation
- Jazz Pharmaceuticals
- Stephen Johnson
- GlobalGiving, in partnership with KPMG US Foundation
- Miss Cornelia J. Kyle
- Meta
- Patricia McNulty Mitchell
- Organon
- Yard Systems

$100,000 +
- Anonymous (3)
- Farouq Ahmed, MD and Mrs. Shahnaz Ahmed
- All Within My Hands
- Mr. and Mrs. David H. Anderson
- Angelion Group
- Aratani Foundation
- Barbara J. Barr
- Joy A. Best
- Boehringer Ingelheim Cares Foundation
- The Bunjee Foundation
- The Cabana Fund of Oregon Community Foundation
- Li-Jung Cheng, PhD
- Dodge & Cox
- Elevance Health
- ExxonMobil Corporation
- Farvule Foundation, Inc.
- First Republic Bank now part of JP Morgan Chase
- The Errett Fisher Foundation
- Genmab
- Global Impact
- GlobalGiving
- The Goodman Family Foundation
- Betry and Stan Hatch
- Mr. and Mrs. Donald Jackson
- The Jana Foundation, Inc.
- Mr. Jon R. Jensen
- Johnson & Johnson Family of Companies
- Laureen Kaizawa
- The Khachaturian Foundation
- Peter and Anna Kolchinsky Foundation, Inc.
- Lam Research Corporation
- Jennifer Lawrence and Cooke Maroney
- Lemonade
- Mr. Richard E. Lunquist
- Ms. Laurie A. Marine
- Merck & Co.
- Mark Mitterstadt
- MKM Foundation
- Ms. Rita Moya / The M Fund
- NBA Cares
- The Amir J. & Vicky L. Patel Foundation
- The Pearle and Glen Foundation
- Principal Financial Group
- Allen and Evelyn Reitz
- Sanofi US Foundation
- Santa Barbara Vintners Foundation
- Tencent
- The Bristol-Myers Squibb Company
- Thomsen Trust W
- TikTok
- Mr. Henry O. Timnick
- The Tolkien Trust
- Aegon Transamerica Foundation
- Twitch Interactive
- UKG
- United Health Foundation
- Carolyn Vegliante
- VSP Vision
- The Walsby Family Foundation
- The Weissman Family Foundation
- Diane M. Wolniewicz
- Workday, Inc.
- Zegar Family Foundation

$50,000 +
- Anonymous (3)
- The Aall Foundation
- Activision Blizzard
- The Adrian Family Foundation
- The Ahlsten Foundation
- Anthony & Jeanne Pritzker Family Foundation
- AstraZeneca
- The Ayudar Foundation
- Biella Foundation
- Biogen Idec Foundation
- Bluebird Legacy, Inc.
- Mr. Robert Beaudry
- The Brigid Flanigan Gift Fund
- Bundle of Holding, LLC
- CBRE
- Cedars-Sinai Health System
- Coach Foundation
- Ms. Louise Cortright
- The Corwin D. Denney Foundation
- Roy R. and Laurie M. Cummins Fund of Oregon Community Foundation
- Dola Hamilton Stemberg Charitable Foundation
- Edison International
- Donald Ellis
- Mr. and Mrs. Robert L. Emery
- Dr. and Mrs. Tom Everhart
- Rebecca Gaples
- Dr. Elizabeth R. Gerstner
- Google
- The Green Foundation
- Hart Giving Fund
- The Hexberg Family Foundation
- The Hyman Levine Family Foundation: L’Dor V’Dor
- Irfan Foundation
- Kirti and Buck Jones
- Joan Hood Jones Charitable Fund
- Kay Family Foundation
- The Kemmerer Family Foundation
- Sheldon and Adrianne Kimber
- The Kind World Foundation
- James McKae Knott
- Julie Konigsberg
- Mr. Steven Landsberg
- James McRae Knott
- The Kind World Foundation
- Jonathan Wheeler
- The Wildbasil Fund

$25,000 +
- Anonymous (1)
- Abercrombie Family Fund
- Mr. Michael T. Alexander
- Justin Alexander Charitable Fund
- Simin N. Allison
- Mr. and Mrs. Tim Armour
- Ms. Andrea B. Baxter
- Brian Armstrong
- Automatic Data Processing, Inc.
- Alexandre Rodriguez Axtmayer
- B1G1 Giving, Inc.
- Bain Capital
- Ms. Andrea B. Baxter
- Joseph M. Beck
- Mr. and Mrs. William P. Becker
- AugustOne Foundation
- The Boston Foundation, Inc.
- Phillip and Valerie Brown
- Brown Advisory

- Mr. Peter Muller
- Mrs. Jillian Muller
- Netflix
- Mr. and Mrs. Henry Nevin
- James Nicoll
- Novartis Pharmaceutical Corporation
- Mary M. O’Malley Charitable Fund
- One Voice Charitable Fund
- The PKG Fund of The Greater Cincinnati Foundation
- Precision Medicine Group
- Pura Vida
- Qatalyst Partners
- Mr. Steven W. Rapp
- Mr. and Mrs. Charlie Rikel
- Rock Paper Scissors Foundation
- Cliff R. Scholle
- Smith Family Foundation
- Mr. Richard K. Squier
- Supercell
- The Ten Fingers Foundation
- Thatcher Foundation
- Together Rising
- David Tweed
- VeriSign, Inc.
- Mr. and Mrs. Diane Curtis
- The Wenden Foundation
- Jonathan Wheeler
- The Wildbasil Fund

- Mr. Peter Muller
- Mrs. Jillian Muller
- Netflix
- Mr. and Mrs. Henry Nevin
- James Nicoll
- Novartis Pharmaceutical Corporation
- Mary M. O’Malley Charitable Fund
- One Voice Charitable Fund
- The PKG Fund of The Greater Cincinnati Foundation
- Precision Medicine Group
- Pura Vida
- Qatalyst Partners
- Mr. Steven W. Rapp
- Mr. and Mrs. Charlie Rikel
- Rock Paper Scissors Foundation
- Cliff R. Scholle
- Smith Family Foundation
- Mr. Richard K. Squier
- Supercell
- The Ten Fingers Foundation
- Thatcher Foundation
- Together Rising
- David Tweed
- VeriSign, Inc.
- Ms. Candace E. Walker
- Mr. Christopher Welch
- Mr. and Mrs. Diane Curtis
- The Wenden Foundation
- Jonathan Wheeler
- The Wildbasil Fund

- Mr. Peter Muller
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- One Voice Charitable Fund
- The PKG Fund of The Greater Cincinnati Foundation
- Precision Medicine Group
- Pura Vida
- Qatalyst Partners
- Mr. Steven W. Rapp
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- Smith Family Foundation
- Mr. Richard K. Squier
- Supercell
- The Ten Fingers Foundation
- Thatcher Foundation
- Together Rising
- David Tweed
- VeriSign, Inc.
- Ms. Candace E. Walker
- Mr. Christopher Welch
- Mr. and Mrs. Diane Curtis
- The Wenden Foundation
- Jonathan Wheeler
- The Wildbasil Fund
A patient receives free medication at Neighborhood Health Center in Naples, Florida.

(Zack Wittman for Direct Relief)
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The Cantacuzene Family Charitable Fund
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Catalent Pharma Solutions
Cedar Street Charitable Foundation
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Janet Cragg
Carol and Grant Davidson
John R. & M. Margrite Davis Foundation
Judith H. Debow
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Dell Technologies
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Marie and John Foley
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Patrick Thomas Garside
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Gail Hessol
Hickey Family Foundation
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Issa Family Foundation
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Kinnier Family Foundation
Kirby-Jones Foundation
Jeannette and H. Peter Kiendler
Charitable Trust
The Lamb Foundation
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Bjorn and Michele Liencres
Shrimad R. Love
Love For Humanity
Margaret Lundquist
Mantou Fund
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Foundation
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Roland B. Ninomiya Giving Fund
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Edward and Susan Palmer
Parker-Hannifin Corporation
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Vaso Pertsoglou
Janice A. Casazza-Piatak
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Raintree Foundation
Random Acts of Kindness Fund
The Reuter Foundation
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Sherril Smith-Scharf
Sonos
Sony Corporation of America
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The James M. and Margaret V. Stine Foundation
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Dr. Jitendra K. Trivedi and Mrs. Nivedita Trivedi
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VMware
W. W. Grainger, Inc.
Mr. and Mrs. David Waltz
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Wisconsin Evangelical Lutheran Synod - WELS
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DJF Charitable Account
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Donley Family Giving Fund
Mark and Mari Donnelly
Mr. and Mrs. James Drasdo
DTE Energy Foundation
Martha K. Durham
The Echlin Foundation
FY 2023 INVESTORS CONTINUED
FISCAL YEAR 2023 | ANNUAL REPORT
A Direct Relief-supported physician conducts a round of visits to community members in Hormigueros, Puerto Rico affected by Hurricane Fiona. (Direct Relief)
Shipments of essential medical aid for Sri Lanka are packed and labeled at Direct Relief’s warehouse on Sept. 6, 2022. The aid supported the country’s medical system in the wake of shortages. (Brea Burkholz/Direct Relief)
Mr. Joel Paston
Patagonia
PepsiCo
Percent Pledge
Mr. David J. Perez
Perel Family Charitable Fund
Marion G. Peters and Eric Brown
Magdalene Phillips
Pierre Fabre USA
Piong Giving Fund
Pizzada Family Foundation
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The Progress Family Foundation
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Michael Quintus
Quod Humanum Fund
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Rakuten
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Ryan Stutz
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Sulentic Family Foundation
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Thigpen Hill Family Fund
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Arlen and Margit Thomason
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The Susan and John Thompson Family Fund
The Joseph R. Thornton Charitable Gifts Fund
TIF Foundation Fund
Donald and Denise Timmons Fund
Tomchin Family Foundation
The Tomeo Family Charitable Fund
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Ukraine Crisis Relief Fund
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Unilever UK Central Resources Ltd.
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Lance Van Dam
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Dr. Olen & Martha Wilson Charitable Fund
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Norman Wolk
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Barbara Zotz
Mr. Bob Zuckerman
Medical staff inspect a new Direct Relief Emergency Medical Backpack on October 7, 2022, at the Virginia B. Andes Volunteer Health Clinic in Port Charlotte, Florida.
(Zack Wittman for Direct Relief)
IN MEMORIAM

For their extraordinary generosity, personal kindness, passionate guidance, and bountiful energy, and for their dedication to the health and welfare of people everywhere. They will be greatly missed.

Shirley Appleton  Lorena G. Dunlap  Gene S. Leisch  Linda M. Saltzer
Maurine Bagwell  Neil W. Elliott  Helmut Lewis  Cheryl C. Searls
Margaret A. Baker  William H. Forthman  Edith N. MacMullen  Kenneth Serkes
Peter Beck  Floyd D. Geist  Jesse Magdaloyo  Shailendri Shetty
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Edward M. Cronin  Robert Kalter  George D. Riemer  Clare Zens
G. Reginald Daniel  Rajat Kaul  Deborah Rubin
Robert M. Dudley  Barry A. Kitnick  John F. Ruffalo
GUIDING PRINCIPLES

SERVE PEOPLE
Improve the health of people living in high-need areas by strengthening fragile health systems and increasing access to quality health care.

LIFT FROM THE BOTTOM, PULL FROM THE TOP
Focus on serving the most medically underserved communities in the U.S. and abroad, working with the world’s leading companies, greatest thinkers, and best institutions.

BUILD UPON WHAT EXISTS
Identify, qualify, and support existing healthcare providers over the long-term and serve as a catalyst for other resources.

REMOVE BARRIERS
Create transparent, reliable, and cost-effective channels to enable medically underserved communities access to essential medical resources (particularly medicines, supplies, and equipment).

PLAY TO STRENGTHS, PARTNER FOR OTHER NEEDS
Engage in activities that address a compelling need and align with our core competencies and areas of excellence. Ally with an expanded network of strategic partners who are working on related causes and complementary interventions to leverage resources.

ENSURE VALUE FOR MONEY
Generate efficiencies, leverage resources, and maximize health improvement for people with every dollar spent. Maintain modest fundraising and administrative expenses.

BE A GOOD PARTNER & ADVOCATE
Give credit where due, listen carefully, and respect those served and those contributing resources.

RESPOND FAST WHILE LOOKING AHEAD
Support the immediate needs of survivors by working with local partners best situated to assess, respond, and prepare for the long-term recovery.

DO NOT DISCRIMINATE
Deliver aid without regard to race, ethnicity, political or religious affiliation, gender, sexual orientation, or ability to pay.

AIM HIGH
Combine the best of business, technology, and public policy approaches for the benefit of people in need.