

# WONDERFUL THINGS HAVE HAPPENED THIS YEAR

## FY2022 YEAR END REPORT

By Margot Newcomb, Chair Mobility  
Worldwide Board of Trustees

### VISION

End immobility in the world

### MISSION

Mobility Worldwide seeks to reflect the love of God by bringing mobility & dignity to those in developing countries who are unable to walk.



Welcome to the “New Normal.” I am not sure if or when we will ever get back to the “Old Normal.” Challenges abound for Mobility Worldwide: supply chain issues, skyrocketing costs, dwindling donations and volunteers who have faded away during the months of Covid. However, I am confident we will persevere.

None of us started Mobility shops because we thought it was an easy volunteer job. We work in the heat and cold, struggle to raise funds, spend hours tracking down materials and making fixtures. We have grease under our fingernails, sawdust in our hair and those nasty metal splinters in our hands.

The wonderful people ordering supplies, doing the books, and fundraising spend countless hours on the phone, put up with frustrating software, endless customer service calls and books that just will not balance. We are a tough bunch. We do not have to volunteer at

MW, we want to because we feel called to help people we will never meet, so they may gain mobility and dignity.

A pandemic and near recession will not stop us! **We keep working and wonderful things have happened this year** - thanks to our super talented volunteers. New mobility device partners, software updates, overseas shop expansion and Strategic Planning accomplishments mark last year as a success.

Last fall we had our first International Mobility Device conference. It was a dream of Mel West, one of MW’s Founders, to hold this conference and form an association with other non-profits who help people with mobility in the undeveloped world. The conference was a massive



*Dozens of mobility device providers attended Mobility Worldwide’s international conference.*





*Previously, Liberians had to wait under shade trees as their Mobility Carts were assembled.*



*Wayne Beare, Global Logistics Director*



*Today, Liberians in need of mobility will receive their Mobility Cart from a newly refurbished shop.*



*An updated, computerized inventory management system will help ensure the efficient transportation of Mobility Carts throughout the world.*

success and Scott Walters, executive director, who led the initiative, is now meeting with a task force of mobility device organizations to cooperate on a shipment to Sierra Leone and continue to develop these vital relationships into permanent partnerships.

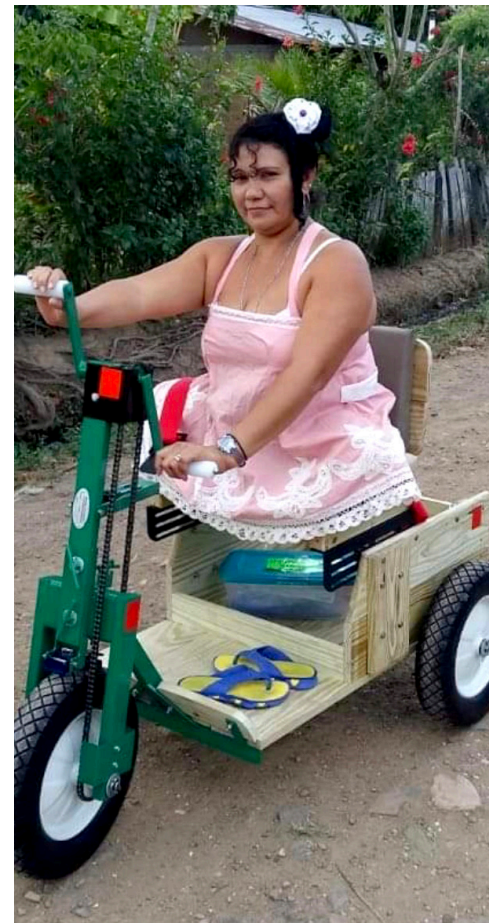
Christine Roberto, our Board V.P., has done an incredible job this year updating some of our software. She spent weeks, not just hours, transferring and cleaning up our donor database to new software. Christine, Lori Leeper, executive assistant and Scott have brought our donor software into a new, online millennium. Christine has also been working closely with Wayne Beare, logistics coordinator, to update his inventory management system. Shops can now easily complete a monthly report online in less than 5 minutes. This will give Wayne very current information to help him plan shipments.

Lastly, Christine has mastered and taught us in the use of google docs.

With Christine's google doc. knowledge we were able to distribute our survey and R&D is using the online forms Christine helped create to evaluate our molded cart in the field.

Our dream of overseas shops is coming true. We are working with Engineers Without Borders to plan and build a new shop in Sierra Leone. Zambia continues plans to build another shop in Livingston. The shop in Liberia is nearly complete and a mission team will be visiting in February to distribute carts and complete some projects with our partner, the United Methodist Church of Liberia.

We have signed a MOU with BrightStart, and they are actively planning a new



*Christine Roberto, Board Member*



Mobility shop in Cambodia. They are working closely with the Stow, OH shop to build a welding school in Cambodia that will manufacture the steel parts for the molded cart.

We held a Strategic Planning meeting in April. Craig Anderson, president of the Stow, OH Affiliate, led us in a great session where we carefully read the survey results and came up with 3 Big Ideas to help MW grow. We are determined to ship more carts, find new distribution partners, and nurture relationships with current vendors while seeking relationships with new ones.

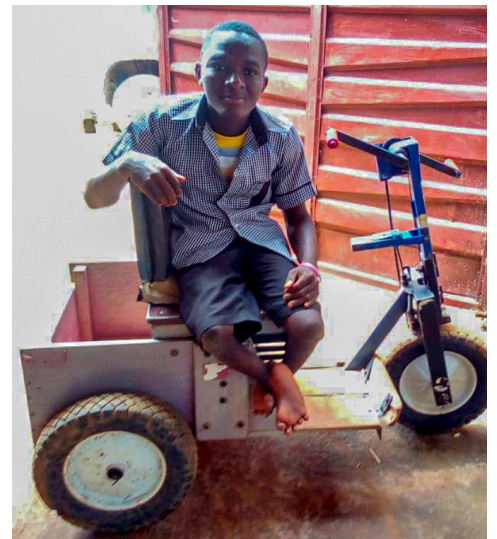
After the Planning meeting the Board unanimously voted to make Wayne Bear full time to help us with these goals. Scott, with the help of John Rudd, immediate past board chair, has already established a new partnership with Dow Chemical to supply resin for the molded resin carts.

The second Big Idea is to hire a half time Digital Marketing staff member. Again, the Board voted unanimously to fund this new position. Chuck Sauer, advisor to the board of trustees, has done a fantastic job with our online presence. The new person will focus on digital fundraising and marketing, keeping our online platforms current and insure consistent branding.

The digital marketing specialist will also develop a database of pictures and stories that can easily be accessed and downloaded by shops for their marketing materials and newsletters.



*BrightStart Learning, Cambodia is already distributing Mobility Carts to those in need in rural Cambodia.*



The last Big Idea is to focus on diversity. With the additional staff, Scott will be able to concentrate on helping us diversify our Board, donors, and volunteers. He will have time to use his amazing skills for traditional fundraising and marketing. We want Mobility Worldwide to be a household name. With consistent branding and a real push on marketing we can raise more funds and have a diverse group of volunteers and donors.

It may have been a one step back year, but we have taken two steps forward and will soon break into a run. Thank you to all the volunteers who build carts, run the shops, manage shop offices, sit on boards and committees and of course our outstanding staff.

Warm Wishes,

*Margot Newcomb*

Margot Newcomb

## BOARD OF TRUSTEES

- Margot Newcomb, Chair, retired classroom teacher
- John Rudd, Chair, immediate Past Chair & President of NuSoft Technologies
- Christine Roberto, vice chair & retired software sales
- Dale Dykema, MD, retired physician
- Roger Hofmeister, MD, retired physician
- Rodger Keene, Treasurer, retired auditor for the US Army
- Mel Toellner, retired business executive
- Lori Leeper, Secretary, retired Missouri state retirement fund
- Scott Walters, Ex Officio, Executive Director, Mobility Worldwide

## BOARD OF ADVISORS

- Steve Baima Farmer and rancher, retired USDA
- Robert Fleming, Legal Consultant, Senior Assistant MO State Public Defender
- Walt Hays, retired minister, and non-profit development officer
- Charles Hunter, human resources management
- Mike Rannow, retired business manager and accountant
- Charles Sauer, Director of Information Technology, software architecture consultant
- Ray Truhn, retired engineer

## STAFF

- Scott Walters, Executive Director
- Wayne Beare, Logistics Coordinator
- Lori Leeper, Executive Assistant

## 2022 BY THE NUMBERS



**4,858**

Mobility Carts Produced

LARGE



**3,495**

SMALL



**904**

PULL



**456**

**\$400**

Average Cost to Build a  
Mobility Cart



**23**

Distribution  
Partners



**106**

Number of Countries  
Receiving Mobility Carts  
since our founding



**\$1.9**

Million Approximate Value  
of Carts Made in 2022



**20**

Affiliates Based  
in USA



**3**

Affiliates Based in Africa  
(Zambia, Sierra Leone  
& Liberia)



**70**

Million People worldwide  
need a Wheelchair but less  
than 15% have access to one



**500**

Volunteers Donating  
60,000+ hours



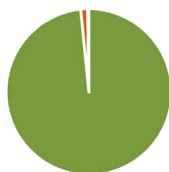
**80%**

of People who are Disabled  
live in Developing Countries



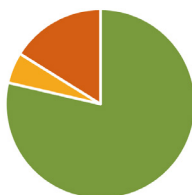
## OFFICIAL FINANCIAL REPORT

### REVENUE - \$515,191



■ Contributions & Grants - \$506,985  
■ Program Service Revenue - \$6,981  
■ Investment Income - \$14  
■ Other - \$1,211

### EXPENSE - \$439,315



■ Program Expense - \$345,377  
■ Fundraising Expense - \$23,079  
■ Management & General - \$70,859

- Program expense includes purchase of parts, shipping, & trainings.
- Fundraising expense includes solicitations, newsletters, & brochures.
- Management and general expense include CPA work, office support, phone, etc.

The Foundation Center and GuideStar, the two largest data and information nonprofit organizations in the US merged to rebrand as Candid. Candid has a worldwide reach, possessing data on nonprofits to help donors make informed decisions when it comes to contributions. Mobility Worldwide is proud to report that we have earned a 2022 Platinum Seal of Transparency with Candid. Donors can support our work with trust and confidence. View our profile at [Candid.org](https://www.candid.org/profile/mobility-worldwide)

Platinum  
Transparency  
2022

Candid.

### CONTACT INFO



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