



2022 Annual Report

SIGN by the *Numbers*

29 New SIGN Programs

28,279 Patients Healed in 2022

397,206 Patients Healed since 1999

Programs reporting the most SIGN Surgeries in **2022**

- 1,006** **Cambodia:** Kossamak Hospital
- 753** **Tanzania:** Dodoma Regional Referral Hospital
- 745** **Tanzania:** Muhimbili Orthopaedic Institute
- 425** **Malawi:** Kamuzu Central Hospital
- 389** **Pakistan:** Gilani Hospital Complex
- 353** **Burundi:** Kibuye Hope Hospital
- 331** **Ethiopia:** Black Lion Hospital
- 300** **Kenya:** St. Orsola Hospital Matiri
- 277** **Ethiopia:** Soddo Christian Hospital
- 276** **Ethiopia:** Alert Hospital



Rahim has recovered from a fractured tibia after SIGN Surgery at Muhimbili Orthopaedic Institute in Tanzania.

Our Vision

To create equality of fracture care throughout the world.

Our Mission

To give the injured poor in low- and middle-income countries access to effective orthopaedic care by donating education and implants to surgeons who work in low-resource hospitals.

SIGN 2022



Achievements & Highlights

Ukraine Response

Following the outbreak of war in Ukraine, we started new SIGN Programs at 12 hospitals throughout the country, enabling surgeons to care for people with trauma injuries in the midst of conflict and uncertainty. We sent SIGN Instruments and Implants to treat 100 patients, and additional equipment as needed to each hospital, and we have been continuing support with resupply shipments as surgeons request them.



A SIGN Surgeon in Ukraine receives their first shipment of SIGN Instruments and Implants.

Dr. Zirkle Lifetime Achievement Award

Lewis G. Zirkle, SIGN's President and Founder, received the inaugural Lifetime Achievement Award from the Orthopaedic Trauma Association. Dr. Zirkle was honored to receive this award on behalf of the

global network of SIGN Surgeons. "The OTA Board agreed unanimously it would be difficult to find someone more deserving of this honor," said Dr. Michael Archdeacon, OTA President.



SIGN Surgeons and Board Members accept the OTA Lifetime Achievement Award on behalf of Dr. Zirkle.

Continued Growth

We started or restarted SIGN Programs at 29 hospitals and expanded operations into three new countries — Ukraine, Lesotho, and Burkina Faso.

Our production team added two new machines to produce SIGN Screws, and improvements to other machines and procedures enabled our machinists to produce more screws and significantly improve rejection rates.

We have been developing an Enterprise Resource Planning system to help streamline our business processes. This system will replace multiple older systems, enable more direct communication, and provide greater security.

SIGN Conference Returns

In October, we held a small SIGN Conference focused on mentor surgeons. Each of the 30 surgeons participated in lectures, engineering workshops, and hands-on procedures in the new SIGN Bioskills Lab.



SIGN Mentors gained hands-on experience at the conference, so they can return home and provide further training for their colleagues.



SIGN Spine Surgeon Training

The day before the SIGN Conference, eight SIGN Surgeons gathered with spine experts from North America to learn and practice spine surgeries in the Bioskills Lab. The pilot project

for SIGN Spine will be launching soon, with plans to train spine surgeons and provide affordable and effective care for people with critical spine injuries.



The SIGN Spine team practiced procedures using simulated bones and human tissue in the SIGN Bioskills Lab.



CEO Message

The successes of 2022 and the plans we have made for 2023 and beyond are only made possible because of the generous and continuous support of our donors, the commitment of our board and our staff, and the tireless and talented SIGN Surgeons who go to work every day ready and equipped to treat the injured poor. We are grateful to all of you for joining our journey of healing.

The SIGN Conference returned in 2022, after COVID restrictions were lifted and international travel was possible again. This conference, though small in size, re-affirmed the value of providing hands-on training for surgeons. We look forward to resuming more in-person events in 2023, including conferences in Richland and Dar es Salaam, Tanzania, as well as a donor and volunteer appreciation event in April and Tri-Cities fundraising event in October.

The SIGN Nail is our core product and main source of orthopaedic healing. As we grow to provide healing surgery

in more communities, we are also growing to help surgeons treat injuries in more areas of the body. After years of discussion and significant preparation in 2022, the first SIGN Spine programs will be launching in Tanzania and Kenya, with more to follow in the coming years.

We will be celebrating our 25th anniversary in 2024. Many SIGN Surgeons and our employees have been with us since the early years. We will continue to work on building up leadership amongst the SIGN Surgeons and within the walls of SIGN HQ. These leaders will take us into SIGN's future. They are eager to enhance our model of combining education with implants to provide equality of fracture care so that hundreds of thousands more patients can be healed.

With respect,



Jeanne Dillner, CEO



The orthopaedic team at Queen Mamohato Memorial Hospital in Lesotho, a new SIGN Program in 2022.

SIGN Financial Info

Note: Audited Financial Info

2022 TOTAL REVENUE **\$ 7,838,244**

Program Services **\$ 7,645,076**

Management & General **353,899**

Fundraising **535,399**

TOTAL EXPENSES **\$ 8,534,374**

ENDING NET ASSETS **\$14,960,275**

90% of expenses directly supported SIGN Programs.

SIGN Officers & Board of Directors

Lewis G. Zirkle, MD
President & Founder,
Chairman of the Board

David Shearer, MD
Vice President

Jeanne Dillner, CEO
Secretary/Treasurer

Michael Coscia, MD

Richard Gellman, MD

Randall Huebner

Ann Penner

Ben Rivera

Stephen Schwartz

Carla Smith, MD, PhD

John Staeheli, MD

Patrick Yoon, MD

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