



DME Reuse Program 2018 Annual Report

About Our Program:

REquipment refurbishes gently-used durable medical equipment (DME) and gives it a second life with people who need it. Donated devices are collected and delivered from a network of four reuse and refurbishment centers located in Canton, Worcester, Amherst and Pittsfield. People who request our equipment come from all over the state and use it to maintain their independence, keep their jobs, and stay safe in their homes and out of facilities.

Our program is made possible by public and private funding managed by REquipment, Inc., including support from the Massachusetts Rehabilitation Commission, the Department of Developmental Services, the Department of Public Health/Pappas Rehabilitation Hospital for Children (formerly the Massachusetts Hospital School), private foundations, and individuals. Since 2014, over \$5 million worth of equipment has been provided at no charge to families, seniors, and persons with disabilities.

Program Impact

Fiscal Year	# DME Items Reassigned	Value of Items Reassigned
2018	1,158	\$1,909,052
Since Launch (Jan. 2014)	2,776	\$5,166,403

Who Benefits?

- Adults and children with disabilities, including veterans.
- Elders who need increased safety at home and to get to community appointments and events.
- People with chronic and newly acquired mobility challenges.
- People with limited insurance coverage for DME.
- People with a temporary equipment need due to accident or illness.
- People whose primary wheelchairs are under repair and need to get to work, school or medical appointments.
- People newly discharged from hospitals or rehabilitation anxious to return home after costly stays in institutions.
- Families eager to see a deceased loved-ones equipment put to good use.
- Taxpayers and insurers, as the equipment gets a second life saving money, resources and landfills!
- Volunteers “paying it forward.”



Program Highlights:

REquipment is statewide! People browse and request available DME from our online inventory at dmeREquipment.org

Refurbished equipment includes manual and power wheelchairs, scooters, sling lifts, rollator walkers, shower chairs, portable ramps and other adapted devices.

Equipment is provided at no cost to individuals and families in Massachusetts who request devices.

Pickup and delivery—a vital service to our program users—is available.

REquipment is also reachable by phone. People who don't use computers can call us to arrange donations or to ask questions.

Contact REquipment:
1-800-261-9841 or email
info@dmeREquipment.org

REquipment Testimonials

"Ricky was so excited to be able to go on grass and dirt trails with such ease (with power wheelchair). He even kept up on a bike ride with his cousin yesterday!" Stephanie, Barre

"I am so grateful, mine (transport manual wheelchair) was falling apart and I could not afford a new one." Carol, Longmeadow

"My patient, who had no resources, got a tilt-In-space shower chair. This was huge for his independence at home." Lauren, Occupational Therapist



"I have received a manual chair and was loaned a power chair until my insurance came through for me. It made all the difference in adjusting to life as a blind wheelchair user. I also received a shower bench that has prevented several falls that used to send me rushing to the hospital. I'm so grateful to REquipment both as a consumer and as a future rehabilitation counselor!" Jae, South Boston

"Thanks so much for this program. I've gone from being able to only do errands with help of another person, to being able to go out by myself. I can actually go out for walks now, too, and get some much-needed exercise. God bless your program. It has literally given me my independence back." Tracey

"REquipment has a wide variety of power wheelchairs and they have excellent customer service. This helps me in my work because I know that my patient will be far more independent at a Skilled Nursing Facility with the power chair, which is not otherwise covered by insurance." Melissa, Physical Therapist



"Thank you for your kind help as we navigate our ALS journey. We both so appreciate it." Chris & Bill, Holliston

"Thank you so much! I don't know what we would have done without your help." Joyce, Fitchburg

"This program is amazing. Thank you," Bernadette, Amesbury



2018 Milestone: REquipment Doubles Device Donations

REquipment celebrated its 5th anniversary in fiscal year 2018 and crossed an important milestone with statewide outreach. We more than doubled device donations to the program!

In 2017, REquipment received gently-used DME from 369 individuals or entities, amounting to 453 devices. During 2018, we received 1,176 devices from 636 sources. This amounts to a 160% increase in device donations and a 72% increase in device donors.



Donation Measures	FY 2017	FY 2018	% Increase
Device Donors	369	636	72%
Devices Donated	453	1,176	160%

We have two reasons for such success. The first was a grant from the Christopher and Dana Reeve Foundation to help us conduct 4 donations drives. These were held in North Adams and Springfield in the fall of 2017 and Worcester and Cambridge in the spring of 2018. 150 pieces of DME were collected directly related to these events.

The benefit of these drives went far beyond what we anticipated, however, far beyond the DME we obtained from these days. Diligent outreach by our dedicated staff and volunteers informed the public of the drives, increased our overall visibility and spiked calls to our program moving forward overall. We utilized flyers, local newspaper ads, social media, and radio and cable spots. As result, staff logged a 130% increase in calls compared with 2017.

Outreach Impact	FY 2017	FY 2018	% Increase
Calls Logged	1,555	3,587	130%



Additional outreach in 2018 undoubtedly also paid off. REquipment staff members presented at 7 conferences, exhibited at 17 events, were guests on cable TV shows in Pittsfield and Worcester and a Hispanic radio program in Lawrence. We conducted 10 mass mailings to Assisted Living facilities, MRC-Vocational Rehabilitation offices, Independent Living Centers, hospitals, and Commissions on Disability and we continued to work closely with other reuse programs and organizations that provide us with bulk donations. Finally, we welcomed two new drop-off sites for device donations in Salem and New Bedford (thank you to the Independent Living Center of the North Shore and Cape Ann and the Southeast Center for Independent Living, respectively).

Moving forward, we are delighted to report expanded state funding to the program for fiscal year 2019. Among the improvements anticipated by the increase ... the capacity to refurbish more donated equipment!

REquipment Fiscal Year Comparisons

Funding Sources

Fiscal Year	TOTAL	MRC	DDS	Private Grant(s)	Individuals
2018	\$261,930	\$249,295	In-kind	\$ 9,043 Christopher and Dana Reeve Foundation	\$3,592
2017	\$241,728	\$238,625	In-kind	0	\$3,103
2016	\$252,300	\$ 247,300	In-kind	\$ 5,000 Spaulding Rehab Hospital	No data

REquipment Usage by Purpose

Fiscal Year	Community Living	Education	Work
2018	971 (84%)	170 (15%)	17 (1%)
2017	687 (79%)	177 (21%)	7 (<1%)
2016	400 (77%)	102 (20%)	13 (3%)

REquipment Usage by Age of Consumer

Fiscal Year	0-21	22-64	65+
2018	156 (13%)	665 (54%)	408 (33%)
2017	178 (18%)	459 (46%)	369 (37%)
2016	140 (22%)	301 (47%)	204 (32%)



REquipment Usage by Gender and Vet Status

Fiscal Year	Female	Male	Veterans
2018	710 (63%)	411 (37%)	75
2017	474 (58%)	350 (42%)	52
2016	275 (57%)	204 (43%)	24

REquipment Usage by Type of Disability

Type of Disability	FY18	FY17	FY16
ALS	11	6	4
Amputation	32	34	10
Arthritis	100	72	38
Brain Injury	41	30	19
Cerebral Palsy	103	91	62
Heart Disease	41	34	27
Lymphedema	2	1	1
Morbid Obesity	9	15	3
Multiple Sclerosis	29	33	8
Muscular Dystrophy	21	20	6
Neurological Disorder	111	106	62
Osteogenesis Imperfecta	4	3	2
Other	390	223	118
Parkinson's	22	13	6
Seizure Disorder	14	8	9
Spina Bifida	9	6	2
Spinal Cord Injury	68	37	43
Stroke	58	46	34
Surgery Related	52	42	26

Thank You to Our Donors of Bulk DME (4 or More Devices)

National Seating and Mobility

Conlins Pharmacy

Medford Dialysis

MBTA

Hutchinson Medical

Compassionate Care ALS

Mason's Hospital Equipment Loan Program

Willow Crossing

Sunrise of Weston

Seven Hills

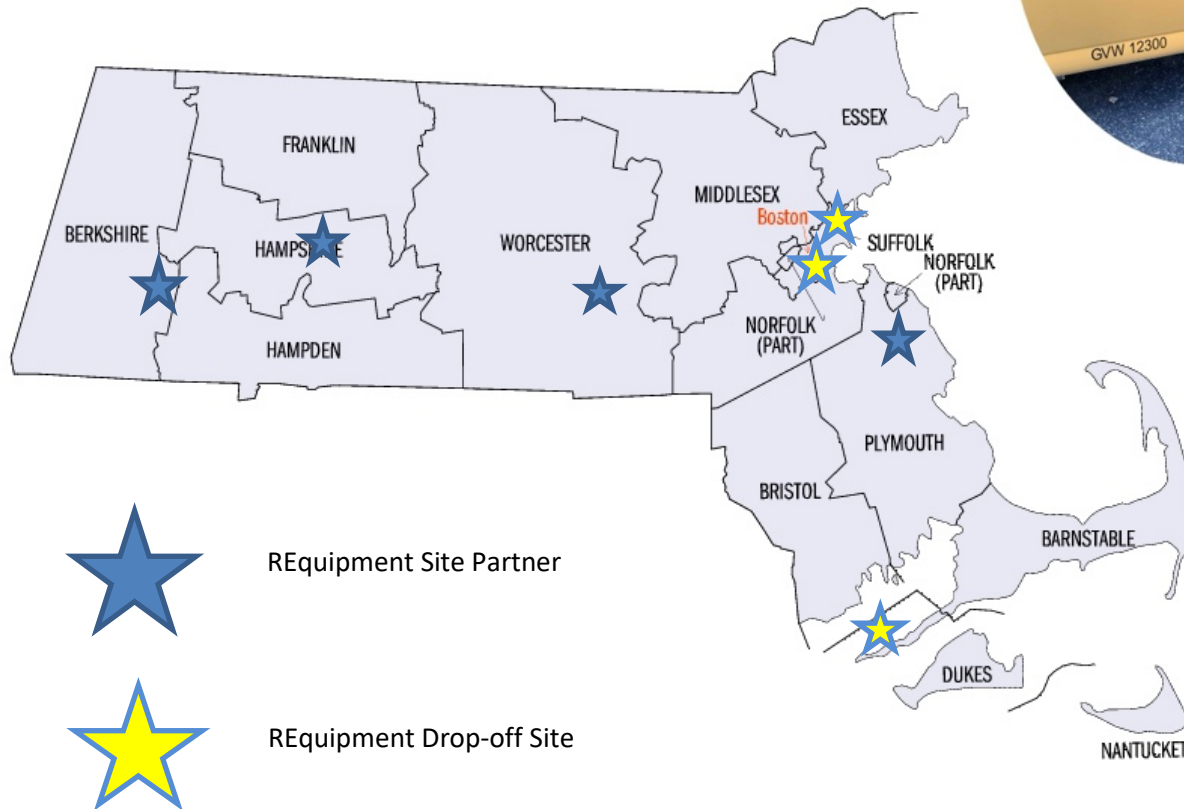
Kindred Clark House

Boston Home Infusion

Boston Children's Hospital

Home Care Express

DME Recipients by Region in 2018



Greater Boston	195
Northeast/No Shore	217
Southeast/So Shore	102
Central	325
Western	307
Cape	11
Islands	1



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