

BROTHER'S BROTHER

FOUNDATION

Connecting People's Resources with People's Needs



2013 Annual Report

Table of Contents

Officers and Trustees	Page 2
Message from Chair and President	Page 3
Mission	Page 3
Financial Information	Pages 4 & 5
Countries Served	Pages 6 & 7
Major Gift-in-Kind Donors	Page 8
Distributions and Donation Recipients	Page 9
Thank You For Your Financial Support	Page 9
Program Highlights	Page 10
History of BBF	Page 11
BBF Staff	Page 11

Officers and Trustees

Officer-Trustees

Board Chair
B.J. Leber

Vice Chair
Walter B. Fowler

Treasurer
Joseph T. Senko

Secretary
Austin P. Henry, Esq.

Medical Director
Deborah K. McMahon, M.D.

President
Luke L. Hingson

Other Trustees

Linda M. Allen
Rachel Lorey Allen, Esq.
Barry Byer, M.D.
Roy G. Dorrance, III
Michael R. Foster
Mariann K. Geyer
Alvin J. Harper
Drew N. Harvey
Graham F. Johnstone, M.D.
Ralph J. Martin
Ronald C. Miller

Gordon Moore
Linda Renninger
Frances Stephen
David M. Swan, M.D.
John P. Tymitz
Robert S. Verscharen
Robert Weber
Thomas L. Wentling, Jr.
John S. Wilson, M.D.
James S. Wolf

Message from Chair and President



BBF Board Chair
B.J. Leber

It is an honor to present to you the Annual Report of Brother's Brother Foundation (BBF) for the year 2013. The following pages outline the efforts of BBF to serve with the help of our many partners, donors, Trustees and staff. BBF would like to thank the members of our dedicated Board of Trustees and our wonderful staff for all the work they do to ensure that all donations are put to the most efficient use possible.



BBF President
Luke L. Hingson

BBF had a very productive year in 2013. Shipments of medicines

and medical supplies, textbooks, etc. went to 64 countries in need in 252 ocean-going containers and were valued at \$234,427,046. In addition, BBF provided donations for 321 hand-carried medical mission trips.

BBF continued its commitment to Africa where the needs are so great and the challenge to help is substantial. BBF sent requested medical equipment and supply donations to hospitals in several parts of Africa. To help with the Africa Initiative and other parts of the world, BBF opened a warehouse in the Washington D.C. area.

In 2013, Drs. Olen and Danae Netteburg who are working in Chad, Africa at the Bere Adventist Hospital and Moundou Adventist Surgical Center visited BBF and said they "hit the jackpot" with surgical instruments. Bere Adventist Hospital serves over 10,000 patients per year, performing roughly 1,200 operations. It welcomes patients from all nearby countries including Cameroon, Central African Republic, Nigeria, Niger, Sudan, Libya, Egypt, Tunisia and Dubai.

Chad has been named the worst country in the world for a child to fall ill, the worst country for women, carries the highest maternal mortality rate, the highest infant mortality rate and the highest under-five mortality rate. The instruments that the Netteburgs received from Brother's Brother Foundation will supply their hospital for years to come. They will be life-saving instruments. Typically, the surgical instruments they receive are very old or broken. "To receive these high-quality tools, some still in their original packaging, is mind-blowing," said Dr. Olen Netteburg.

This is just one example of the impact BBF is able to have because of the support and commitment of so many people.

Again, we wish to thank BBF's contributors, staff, Trustees and overseas partners for their tireless efforts to make the work of BBF efficient and responsive to needs around the world.

B.J. Leber
BBF Board Chair

Luke L. Hingson
BBF President

Mission

The mission of Brother's Brother Foundation is to promote international health and education through the efficient and effective distribution and provision of donated medical, educational, agricultural and other resources.

All BBF programs are designed to fulfill its mission by connecting people's resources with people's needs.

Condensed Statement of Financial Position

December 31, 2013 & 2012

Assets	2013	2012
Cash and Equivalents	\$ 1,430,042	\$ 863,358
Accounts Receivable	107,115	146,218
Investments	5,194,177	6,539,085
Inventory	33,729,997	27,961,369
Prepaid Expenses	31,731	27,028
Property and Equipment, Net	<u>1,666,053</u>	<u>1,153,567</u>
TOTAL ASSETS	\$ 42,159,115	\$ 36,690,625

Liabilities and Net Assets

Accounts Payable and Accrued Liabilities	\$ 142,218	\$ 148,997
Net Assets	<u>42,016,897</u>	<u>36,541,628</u>
TOTAL LIABILITIES AND NET ASSETS	\$ 42,159,115	\$ 36,690,625



Schneider Downs & Co., Inc., Certified Public Accountants, has issued an unqualified opinion on the Foundation's financial statements for the years ended December 31, 2013 and 2012 based on that firm's audits of those financial statements conducted in accordance with auditing standards generally accepted in the United States of America. The official registration and financial information of the Foundation may be obtained from the Pennsylvania Department of State by calling toll free within Pennsylvania at (800) 732-0999. BBF's full audited statement can be found online at <http://www.brothersbrother.org>.

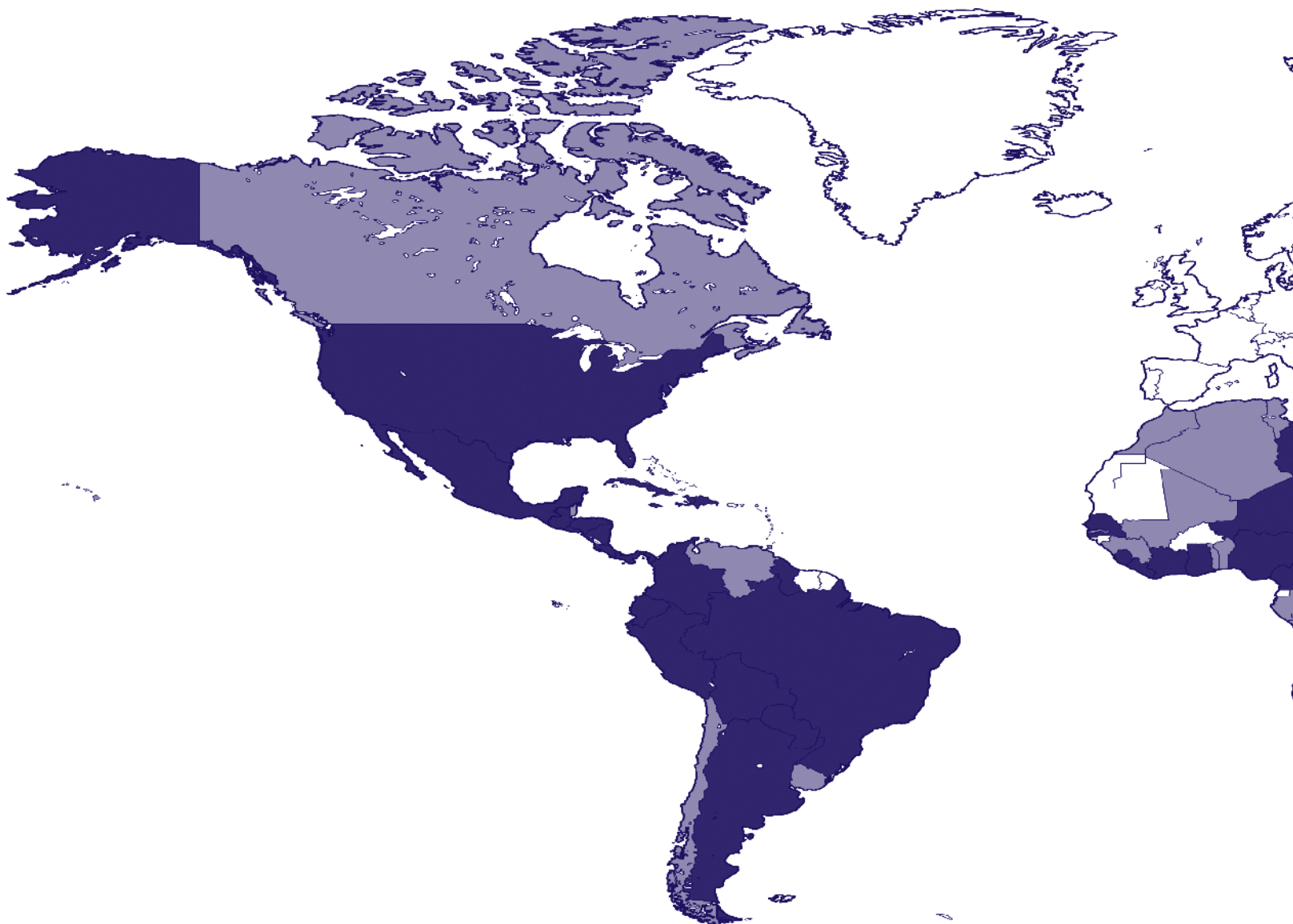
Condensed Statement of Activities & Change in Net Assets Years Ended December 31, 2013 & 2012

Revenue and Public Support	2013	2012
Donated Materials and Supplies	\$ 240,691,215	\$ 292,616,288
Individuals	1,240,371	1,732,246
Foundations	369,206	299,004
Program Service Fees	694,732	775,226
Corporations	49,430	32,599
Civic and Social Clubs	55,819	12,665
Religious Organizations	54,895	35,292
	<u>243,155,668</u>	<u>295,503,320</u>
Subtotal	243,155,668	295,503,320
Investment Income	474,295	487,780
Other Revenue	<u>38,850</u>	<u>42,503</u>
Total Revenue and Public Support	<u>243,668,813</u>	<u>296,033,603</u>

Functional Expenses

Program Expenses		
Medical	168,036,665	158,448,316
Educational	68,895,147	125,381,877
Humanitarian	<u>203,460</u>	<u>313,129</u>
Total Program Expenses	<u>237,135,272</u>	<u>284,143,322</u>
Support Services:		
Management and General	796,484	682,921
Fund Raising	<u>261,788</u>	<u>207,532</u>
Total Functional Expenses	<u>238,193,544</u>	<u>285,033,775</u>
Increase in Net Assets	5,475,269	10,999,828
NET ASSETS:		
Beginning of Year	<u>36,541,628</u>	<u>25,541,800</u>
End of Year	\$ <u>42,016,897</u>	\$ <u>36,541,628</u>

Countries Served



Countries Served in 2013

Antigua and Barbuda	Fiji	Niger	Swaziland
Argentina	Gabon	Nigeria	Syria
Belarus	Ghana	Panama	Tanzania
Belize	Guatemala	Papua New Guinea	Thailand
Bolivia	Guyana	Paraguay	Togo
Brazil	Haiti	Peru	Turkey
Cambodia	Honduras	Philippines	Uganda
Cameroon	India	Romania	Ukraine
Chad	Israel	Rwanda	United States of America
China	Jamaica	Senegal	Vietnam
Colombia	Kenya	Sierra Leone	Zambia
Costa Rica	Lebanon	Somalia	Zimbabwe
Cuba	Liberia	South Africa	
Dominican Republic	Malawi	South Sudan	
Ecuador	Mexico	Sri Lanka	
Egypt	Mongolia	St. Vincent's Island	
El Salvador	Mozambique		
Ethiopia	Nicaragua		

North America

Canada

Central America

Dominica

South America

Chile

Uruguay

Venezuela

Caribbean

Bahamas

Grenada

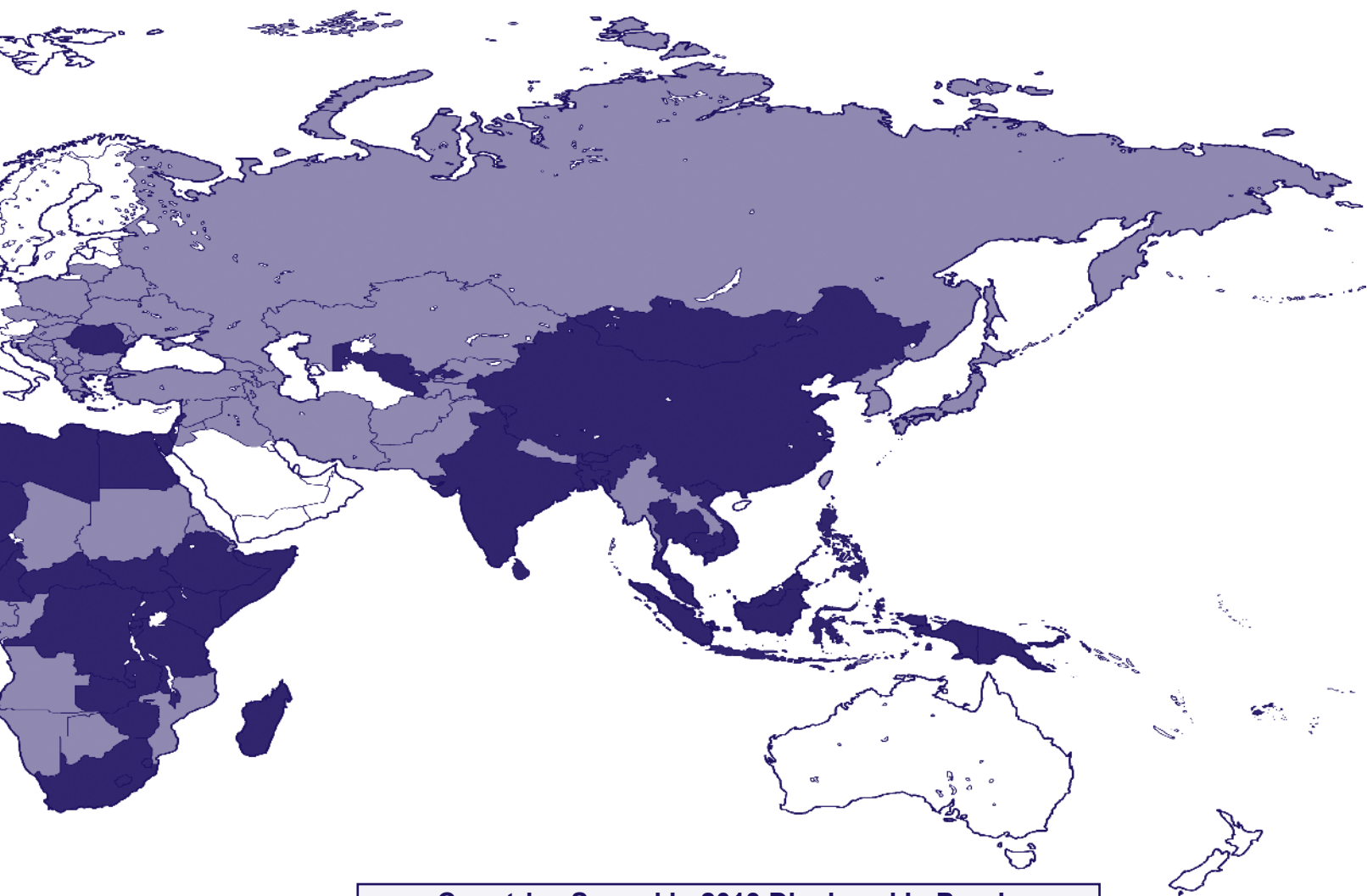
Saint Lucia

St. Kitts and Nevis

Trinidad

Turks Island

Virgin Islands



Countries Served in 2013 Displayed In Purple
 Countries Served Before 2013 Displayed in Light Purple

Other Countries Served Since 1958

Middle East

Afghanistan
 Iran
 Iraq
 Jordan
 Pakistan
 Palestine

Europe

Albania
 Bosnia and Herzegovina
 Bulgaria
 Croatia
 Czech Republic
 Greece
 Hungary
 Kosovo
 Lithuania
 Macedonia
 Moldova

Montenegro
 Poland
 Russia
 Serbia
 Slovakia
 Slovenia
 Soviet Union
 Yugoslavia

Africa

Algeria
 Angola
 Benin
 Botswana
 Burundi
 Central African Republic
 Cote d'Ivoire
 Democratic Republic of the Congo

Djibouti
 Eritrea
 Gambia
 Guinea
 Lesotho
 Libya
 Madagascar
 Mali
 Morocco
 Namibia
 Republic of the Congo
 Sudan
 Tunisia

Asia

Armenia
 Azerbaijan
 Bangladesh
 Burma
 Bhutan
 East Timor
 Georgia
 Indonesia
 Japan
 Kazakhstan
 Kyrgyzstan
 Laos
 Malaysia
 Nepal
 North Korea
 South Korea
 Taiwan
 Tajikistan
 Uzbekistan

Oceania

American Samoa
 Kiribati
 Mariana Islands
 Samoa
 Tonga

Major Gift-in-Kind Donors



CHUMA International



Actavis Pharma, Inc.

Apotex Corp.

Camber Pharmaceuticals, Inc.

Chuma International

Epic Pharma, LLC

Gavis Pharmaceuticals

Gleaning for the World

Impax Laboratories, Inc.

InvaGen Pharmaceuticals, Inc.

Kadmon Pharmaceuticals, Inc.

McGraw-Hill

Medwish International

Mylan Pharmaceuticals, Inc.

Ohiopyle Prints, Inc.

Pamlab, LLC

Pearson Education

Seton Pharmaceuticals

Teva Pharmaceuticals, USA

Upsher-Smith Laboratories, Inc.

Watson Pharmaceuticals, Inc.

Wockhardt USA LLC

*Many thanks to the
University of Pittsburgh Medical Center
and Heritage Valley Health System for
their frequent and generous support.*



Distributions & Donation Recipients

Value of Goods Distributed in 2013

Food for the Poor	\$ 142,883,799
Philippine American Medical Society of Western Pennsylvania	24,397,740
Life for Relief and Development	16,965,453
International Book Project	8,792,680
Makati Rotary Club Foundation, Philippines	8,562,447
Adventist Development and Relief Agency	4,258,199
Room to Read	3,567,238
Rotary Club of Tema, Ghana	3,151,987
Educational Development Center	3,097,427
Global Literacy Project	3,010,302
Other	15,739,774
Total	\$ 234,427,046

Thank You for Your Financial Support*

Individuals and Estates

Mr. & Mrs. Craig and Dawn Andersson
 Dr. & Mrs. Abdulrab Aziz
 Drs. Prabha & Surendra Bansal
 Dr. & Mrs. Barry & Sharyn Byer
 Mr. Dennis F. Carlin
 Mr. & Mrs. Michael S. Carlson
 Ms. Ann B. Colby
 Mr. & Mrs. Jerry & Bunny Daltorio
 Mr. & Mrs. Matthew & Lori Fenton
 Estate of Mr. Harry M. Fouts
 Ms. Charlotte E. Hall
 Ms. Patricia L. Henninger
 Ms. Brittaney Kimmel
 Estate of Mr. Joseph Knoerdel
 Mr. & Mrs. John & Teri LaChapelle
 Dr. & Mrs. Robert & Judith Madder
 Mr. Hugh P. McCormick
 Mr. & Mrs. Thomas & Joan Mistler
 Ms. Gail L. Noden
 Mr. & Mrs. Richard & Alice Patton
 Mr. Sam Rockwell
 Mr. John A. Rogers
 Ms. Joan C. Schmitt
 Mr. David C. Schoen
 Mr. Andrew Seputis
 Mr. & Mrs. Cameron V. Stokes
 Ms. Carolyn H. Tippins
 Mr. Tod C. Wilcock
 Dr. & Mrs. Richard A. Wilson
 Mr. & Mrs. Caleb Wright
 Dr. Abel Rajesh Yarroz

Organizations/Foundations

Alan Chinn Group
 Auto Data Direct, Inc.
 Bethany Foundation
 Christ United Methodist Church, Bethel Park, Pa.
 Chuck Sanders Charities
 Circus Saints and Sinners Club, Bob Prince Tent
 Fox Chapel Presbyterian Church, Fox Chapel, Pa.
 GE Foundation
 Grand Gedeh Association in the Americas
 H.J. Heinz Company Foundation
 Life for Relief and Development
 Charles H. & Anetta R. Masland Foundation
 John R. & Margaret S. McCartan Charitable Fund
 William B. McLaughlin Charitable Trust
 MLJ Family Charitable Fund
 Philippine American Medical Society of Western Pennsylvania
 The Pierce Family Foundation
 Snee-Reinhardt Charitable Foundation
 Southminster Presbyterian Church of Pittsburgh Pa.
 Tippins Foundation
 The Trudy Foundation
 Valleyview Charitable Foundation

* - Cash donations of \$5,000 and more

2013 Program Highlights

Grand Opening of BBF Medical Supply Warehouse in Fairfax, Virginia

On July 27, 2013 BBF celebrated the grand opening of a medical supply warehouse at 2730 Prosperity Ave. in Fairfax, Va. Three former staff members of recently-closed CrossLink International in Falls Church, Va. have joined BBF in this expansion of its mission to provide medical supplies to those in need throughout the world. Founded in 1993 by Dr. Barry Byer, CrossLink was an ecumenical humanitarian nonprofit organization that annually supplied medicine, medical equipment and supplies to approximately 350 mission teams and hospitals worldwide.

Dr. Byer has been elected as a BBF Trustee, with former CrossLink Board members Cynthia Kilgore and Amy Hammer joining the BBF Advisory Board.

BBF Staff and Trustees met with representatives of five large Virginia and Maryland health systems to discuss future medical equipment and supply donations. Multiple shipments have been processed through the new BBF facility.



From left: BBF Trustee Drew Harvey, BBF Advisory Trustees Charles Stout and Amy Hammer, BBF Secretary Austin Henry, BBF Chair B.J. Leber, BBF President Luke Hingson, BBF Trustee Dr. Barry Byer, BBF Advisory Trustee Cindy Kilgore, BBF Trustee John Tymitz, BBF Treasurer Joseph Senko, BBF Vice Chair Walter Fowler and BBF Advisory Trustee Lance Kann.

BBF Staff Visits Projects in Africa

BBF Vice President of Medical Programs and Strategic Initiatives Liam Carstens visited Zambia in 2013 where he attended a meeting of the African Christian Hospital Association Platform. The meeting was attended by representatives of 20 African-based health associations, U.S.-based groups and international nongovernmental organizations.

While in Zambia, Mr. Carstens also toured Beit Cure Hospital in Lusaka, which is run by CURE International. BBF has provided support to CURE International not only in Zambia but also in Ethiopia, Honduras and many other countries.

The last stop for Mr. Carstens was in Zimbabwe where he reviewed BBF's relationship with Zimbabwe Association of Church-related Hospitals (ZACH) and visited Howard, Nhowe Mission, Morgenster and Nyadire Hospitals. The trip has advanced BBF's relationship with ZACH and opened the door for more BBF involvement in Zambia.



From left: ZACH member Howard Chakuchichi, BBF Vice President of Medical Programs and Strategic Initiatives Liam Carstens and Nhowe Hospital Head of Operating Theatre L.S. Chiganga examine an operating table recently donated by BBF.

2013 Program Statistics

Medical BBF received 2,534,831 bottles/tubes of pharmaceuticals.

Educational BBF received 1,786,788 textbooks and teaching aids.

Mission Trip BBF provided donations for 321 medical mission trips.

2,471 tons of donated materials were shipped in the equivalent of 252 ocean-going containers.

History of BBF

Brother's Brother Foundation began in 1958 as a dream of a few to help the many around the world who lack good healthcare, education and nutrition. From the beginning, its founder and leading spirit, Robert A. Hingson, M.D., urged that BBF's resources be shared with local counterpart organizations in developing countries who shared the common desire to help those in need. Over the last 55 years BBF has helped people in 146 countries, working through and in partnership with local agencies that want to help their own people. Included in this partnership are local government institutions, hospitals, universities, religious organizations, Rotary clubs, professional societies and many others.

Together with partners in the United States and other countries, BBF has provided goods and services that included 99,925 tons of medical supplies, text books, seeds and food that have touched tens of millions of people with better healthcare, education, nutrition, material security and hope. It has been an odyssey of love shared by thousands of individuals, foundations, corporations and the U.S. government, as well as civic, social and religious organizations. Supporters such as doctors, teachers, builders, truckers and warehouse laborers have carefully distributed the donations BBF has made to those who could use them most. A gift to Brother's Brother is never singular. It is always multiplied by gifts from individuals, corporations, faith groups, Rotary clubs, ethnic associations and campaigns such as the Combined Federal Campaign, local United Ways and by government grants. Donations are managed by BBF staff, with oversight provided by the Board of Trustees, all of whom work hard to keep BBF's administration and operating costs below 1% of the value of received donations.



Dr. Robert A. Hingson

Staff

BBF - Pittsburgh

President

Luke Hingson

Vice President, Medical Programs and Strategic Initiatives

Liam Carstens

Vice President, Finance

William Davis

Vice President, Development

Karen Dempsey

Administrative Assistant

Donna Engelhardt

Publications

Ryan Gindlesperger

Accounting and Inventory Clerk

Antonella Hawchar

Accounting Associate

Richard Kasujja

Director of Finance

Ryan Kondrot

Medical Program Coordinator

Ilva Letoja

Inventory Coordinator

Velmir Letoja

Mission Trip Coordinator

Kevin Meszaros

Warehouse Manager

Robert Miller

Educational Program Assistant

Emily Sikora

Educational Program Coordinator

Carol Taylor

Warehouse Assistants

Rabih Hawchar

Richard Hines

Devin Durham

BBF - National Capital Area

Program Coordinator, Supply Program

Thaddeus Adkins

Director of Hospital Supply Program

Ruth Anderson

Accounting & Inventory Director of Hospital Supply Program

Debbie Baucom

Warehouse Coordinator

Dinita Thomas

Brother's Brother Foundation

**1200 Galveston Avenue,
Pittsburgh, PA 15233
412-321-3160**

**2730 Prosperity Avenue,
Suite 110 Dock #5
Fairfax, VA 22031
703-992-9210**

**www.brothersbrother.org
mail@brothersbrother.org
www.facebook.com/BrothersBrother**