

BROTHER'S BROTHER

FOUNDATION

Connecting People's Resources with People's Needs



2014 Annual Report

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Officers and Trustees

Officers

Board Chair

B.J. Leber*

Treasurer

Joseph T. Senko*

Medical Director

Deborah K. McMahon, M.D.*

Vice Chair

Thomas L. Wentling, Jr.*

Secretary

Austin P. Henry, Esq.*

President

Luke L. Hingson

*- also a trustee

Other Trustees

Barry Byer, M.D.
Roy G. Dorrance, III
Alvin J. Harper
Drew N. Harvey
Ronald C. Miller

Gordon Moore
Les Pitton, Jr.
Linda Renninger
Frances Stephen
Charles J. Stout

Robert S. Verscharen
Robert J. Weber
James S. Wolf

Message from Chair and President



It is an honor to present to you the Annual Report of Brother's Brother Foundation (BBF) for the year 2014. The following pages outline the efforts of BBF to serve with the help of our many partners, donors, Trustees and staff. BBF's condensed financial statements are found on pages 4 and 5. BBF's latest full audited financial statements and Form 990 can be found on our website, www.brothersbrother.org. 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 had a very productive year in 2014. Shipments of medicines and medical supplies and textbooks went to 60 countries in need in 232 ocean-going containers and were valued at \$229,163,267. These donations included 2,663,092 units of pharmaceuticals and 2,604,779 books as well as supplies and medicine used in 270 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 and made a substantial effort to help with needs related to the outbreak of Ebola in Liberia and Sierra Leone.

BBF's Mission Trip Program works with hundreds of non-profit organizations across the country to provide pharmaceuticals and medical supplies for their overseas mission trips. Over the past few years, BBF has worked with an increasing number of chapters of Global Medical Brigade (GMB), the world's largest student-led global health and sustainability organization. In 2014, GMB groups received 10.8% of all BBF mission trip donations.

Each Global Medical Brigade chapter is organized at the university level and run by students. These students, who are studying to become medical professionals, are able to gain valuable experience on their trips as they work with trained doctors and nurses to help the communities they are visiting. In addition to hands-on experience, these students are also gaining an appreciation for service. Hopefully, they will be the next generation of doctors and nurses traveling around the world to serve those without access to basic healthcare.

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, 2014 & 2013

Assets	2014	2013
Cash and Equivalents	\$ 1,482,454	\$ 1,430,042
Accounts Receivable	99,854	107,115
Investments	4,959,022	5,194,177
Inventory	43,073,211	33,729,997
Prepaid Expenses	34,897	31,731
Property and Equipment, Net	<u>1,709,049</u>	<u>1,666,053</u>
TOTAL ASSETS	\$ 51,358,487	\$ 42,159,115

Liabilities and Net Assets

Accounts Payable and Accrued Liabilities	\$ 151,475	\$ 142,218
Net Assets	<u>51,207,012</u>	<u>42,016,897</u>
TOTAL LIABILITIES AND NET ASSETS	\$ 51,358,487	\$ 42,159,115



Schneider Downs & Co., Inc., Certified Public Accountants, has issued an unqualified opinion on the Foundation's financial statements for the years ended December 31, 2014 and 2013 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, 2014 & 2013

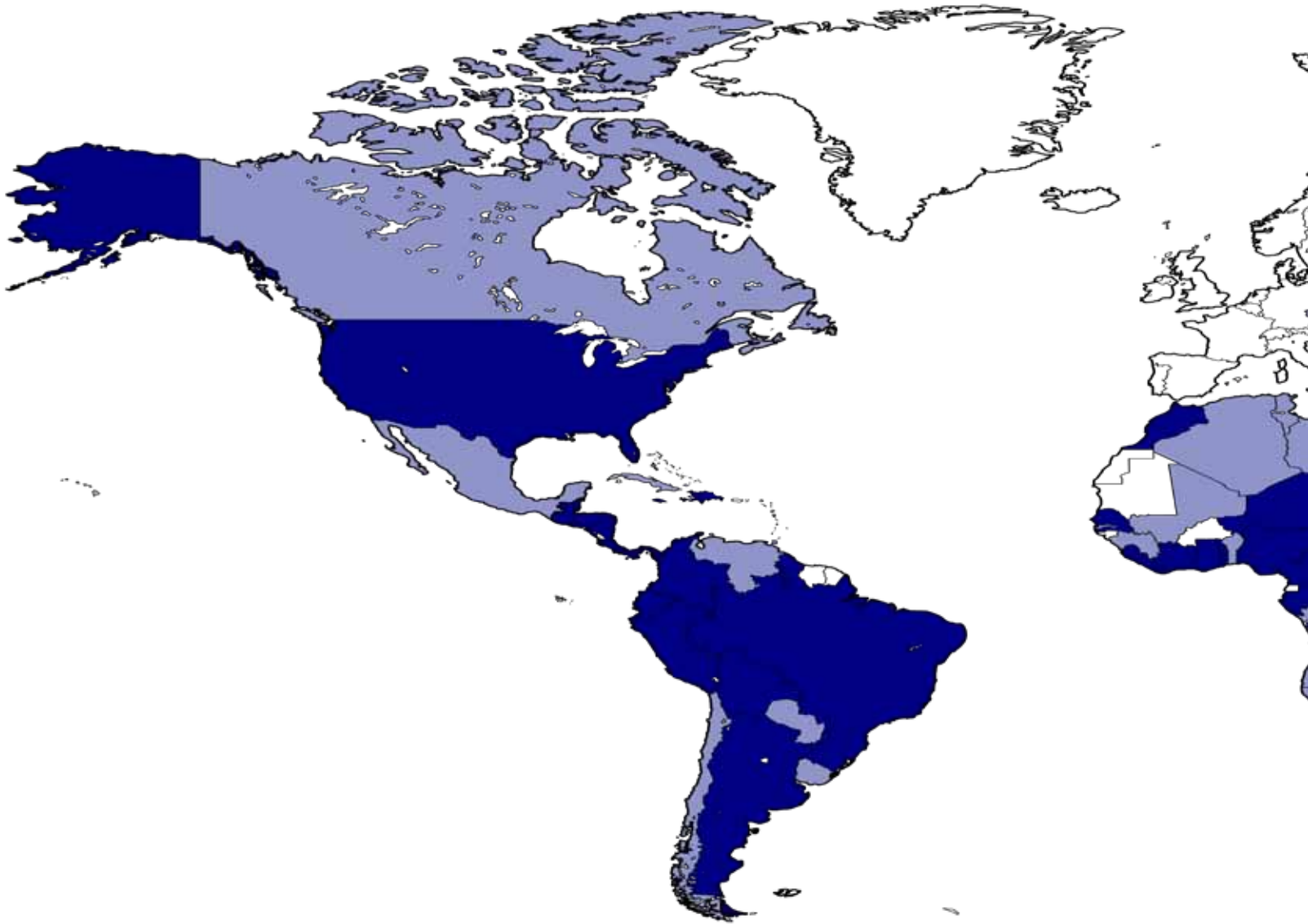
Revenue and Public Support

	2014	2013
Donated Materials and Supplies	\$ 241,751,012	\$ 240,691,215
Individuals	1,122,970	1,240,371
Foundations	535,829	369,206
Program Service Fees	676,391	694,732
Corporations	34,808	49,430
Civic and Social Clubs	18,622	55,819
Religious Organizations	<u>136,424</u>	<u>54,895</u>
Subtotal	244,276,056	243,155,668
Investment Income	124,844	474,295
Special Events	162,985	
Other Revenue	<u>39,714</u>	<u>38,850</u>
Total Revenue and Public Support	<u>244,603,599</u>	<u>243,668,813</u>

Functional Expenses

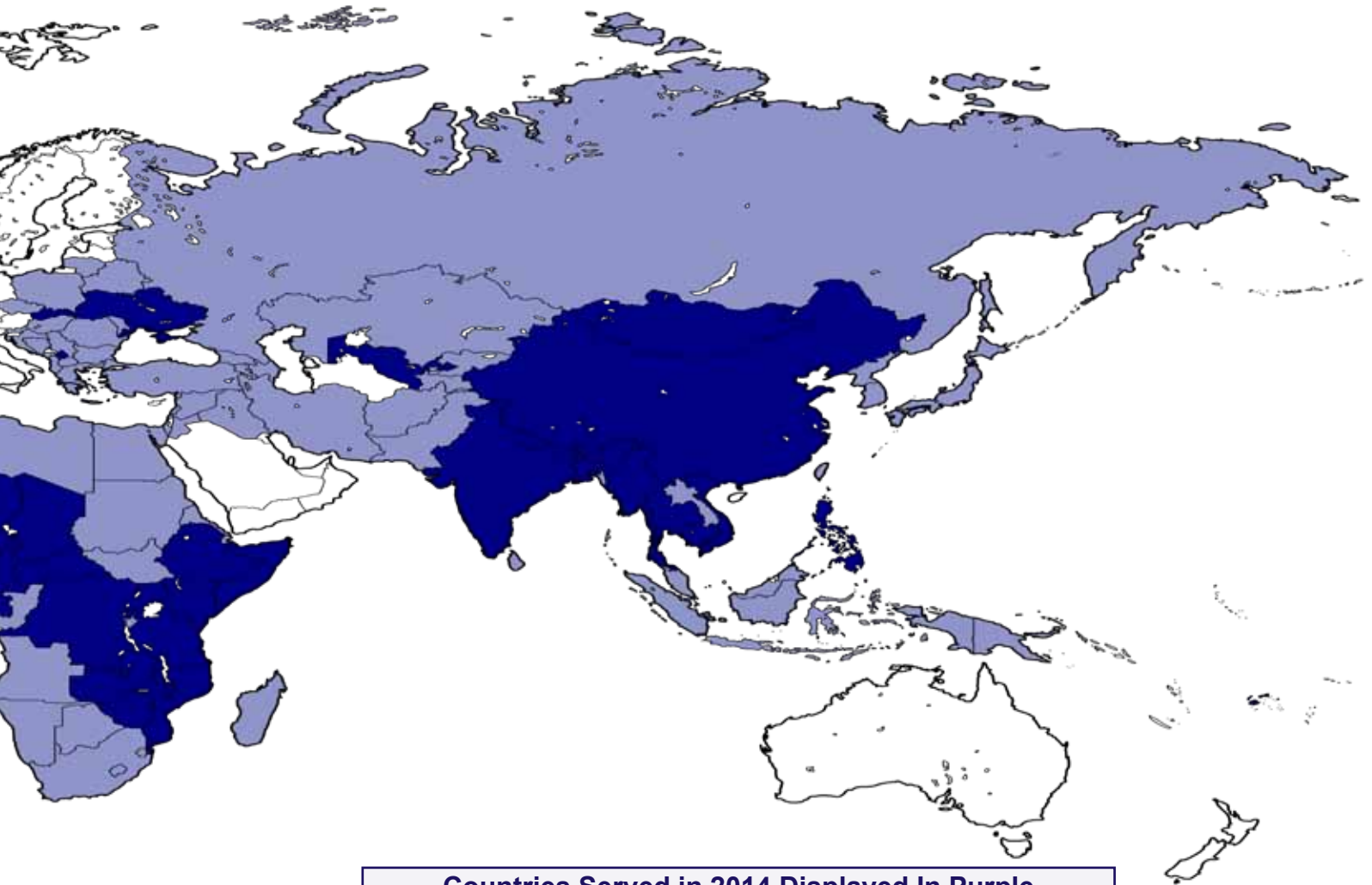
Program Expenses		
Medical	137,591,967	168,036,665
Educational	96,249,265	68,895,147
Humanitarian	<u>170,716</u>	<u>203,460</u>
Total Program Expenses	234,011,948	237,135,272
Support Services:		
Management and General	1,078,848	796,484
Fund Raising	291,119	261,788
Special Event(s)	<u>31,569</u>	<u>-</u>
Total Functional Expenses	235,413,484	238,193,544
Increase in Net Assets	9,190,115	5,475,269
NET ASSETS:		
Beginning of Year	<u>42,016,897</u>	<u>36,541,628</u>
End of Year	\$ <u>51,207,012</u>	\$ <u>42,016,897</u>

Countries Served



Countries Served in 2014

Antigua and Barbuda	Dominican Republic	Malawi	St. Kitts and Nevis
Argentina	Ecuador	Mongolia	St. Lucia
Belize	El Salvador	Morocco	Tanzania
Benin	Ethiopia	Mozambique	Thailand
Bhutan	Fiji	Myanmar	Togo
Bolivia	Gabon	Nepal	Uganda
Brazil	Ghana	Nicaragua	Ukraine
Cambodia	Guatemala	Niger	United States of America
Cameroon	Guyana	Nigeria	Vietnam
Central African Republic	Haiti	Panama	Zambia
Chad	Honduras	Peru	Zimbabwe
China	India	Philippines	
Colombia	Jamaica	Rwanda	
Costa Rica	Kenya	Senegal	
Cote d'Ivoire	Kosovo	Sierra Leone	
Democratic Republic of the Congo	Liberia	Slovakia	
		Somalia	



Countries Served in 2014 Displayed In Purple
Countries Served Before 2014 Displayed in Light Purple

Other Countries Served Since 1958

North America

Canada
Mexico

South America

Chile
Paraguay
Uruguay
Venezuela

Caribbean

Bahamas
Cuba
Dominica
Grenada
St. Vincent's Island
Trinidad
Turks Island
Virgin Islands

Middle East

Afghanistan
Egypt
Iran
Iraq
Israel
Jordan
Lebanon
Pakistan
Palestine
Syria
Turkey

Europe

Albania
Bosnia and Herzegovina
Belarus
Bulgaria
Croatia
Czech Republic
Greece

Africa

Hungary
Lithuania
Macedonia
Moldova
Montenegro
Poland
Romania
Russia
Serbia
Slovenia
Soviet Union
Yugoslavia

Africa

Algeria
Angola
Botswana
Burundi
Djibouti
Eritrea
Gambia
Guinea

Asia

Lesotho
Libya
Madagascar
Mali
Namibia
Republic of the Congo
South Africa
South Sudan
Sudan
Swaziland
Tunisia

Asia

Armenia
Azerbaijan
Bangladesh
Burma
Bhutan
East Timor
Georgia
Indonesia

Asia

Japan
Kazakhstan
Kyrgyzstan
Laos
Malaysia
North Korea
Papua New Guinea
South Korea
Sri Lanka
Taiwan
Tajikistan
Uzbekistan

Oceania

American Samoa
Kiribati
Mariana Islands
Samoa
Tonga

Major Gift-in-Kind Donors



Actavis Pharma Inc.

Breckenridge Pharmaceutical, Inc.

Camber Pharmaceuticals, Inc.

Gleaning for the World

Impax Laboratories, Inc.

McGraw-Hill

Mylan Pharmaceuticals, Inc.

Owens and Minor

Pearson Education

Providence Health International

Seton Pharmaceuticals

Teva Pharmaceuticals, USA

Upsher-Smith Laboratories, Inc.

Wockhardt USA LLC

Zydus Pharmaceuticals

*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 2014

Food for the Poor	\$ 173,069,485
Life for Relief and Development	15,705,954
Makati Rotary Club Foundation, Philippines	7,457,567
Adventist Development and Relief Agency	6,754,354
International Orthodox Christian Educational Development Center	4,057,793
International Book Project	3,020,968
Rotary Club of Tema, Ghana	2,986,594
Christian Appalachian Project	1,910,224
Room to Read	1,732,604
Other	1,452,770
Total	\$ 229,163,267

Thank You for Your Financial Support*

Individuals and Estates

Dr. & Mrs. Prabha & Surendra Bansal
 Dr. & Mrs. Barry Byer
 Ms. Ann B. Colby
 Mr. & Mrs. Jerry & Bunny Daltorio
 Mr. Virgil G. Deberry, Jr.
 Mr. & Mrs. Roy G. Dorrance, III
 Mr. Garry H. Flemings
 Ms. Jennifer E. Gould
 Mr. Paul Helmer
 Ms. Patricia L. Henninger
 Dr. Robert Hirt
 Mr. & Mrs. John & Teri LaChapelle
 Mr. & Mrs. G. H. Martin
 Mr. Hugh P. McCormick
 Mr. & Mrs. Thomas & Joan Mistler
 The Estate of Thomas Earl O'Neil
 Mr. & Mrs. Richard & Alice Patton
 Mr. & Mrs. Jerome & Cynthia Richey
 Mr. John A. Rogers
 Ms. Joan C. Schmitt
 Mr. David C. Schoen
 Mr. Andrew Seputis
 Mr. J. Knox Singleton
 Mr. Robert McColl & Ms. Gail Stanton
 Mr. & Mrs. Cameron V. Stokes
 Mr. Andrew G. Uram
 Mr. Tod C. Wilcock
 Ms. Megan Wolfram
 Mr. & Mrs. Caleb Wright

Organizations/Foundations

Alan Chinn Group
 Auto Data Direct, Inc.
 Ayers Foundation
 Baptist World Aid

Ladies of Bethany, Pittsburgh, Pennsylvania
 Community Partnership BNY Mellon
 Christ Church Fox Chapel, Pittsburgh, Pennsylvania
 Christ United Methodist Church, Bethel Park,
 Pennsylvania
 Concordia Lutheran Ministries, Cabot, Pennsylvania
 Dulin United Methodist Church, Falls Church, Virginia
 ExxonMobil Foundation
 Fox Chapel Presbyterian Church, Pittsburgh, Pennsylvania
 GE Foundation
 H.J. Heinz Company Foundation
 R. J. Hutton Charitable Trust
 Kathryn J. Dinardo Fund
 Liberian Communities of Florida
 Life for Relief and Development
 Trib Total Media
 Charles H. & Annetta R. Masland Foundation
 John R. & Margaret S. McCartan Charitable Fund
 of The Pittsburgh Foundation
 Peirce Family Foundation
 Merck Partnership for Giving
 Missionary Expeditors, Inc.
 MLJ Family Charitable Fund
 Northern Texas - Northern Louisiana Synod ELCA
 The O'Shea Family Foundation
 Shadyside Presbyterian Church, Pittsburgh, Pennsylvania
 RB & Twyla Sheldahl Foundation
 Southminster Presbyterian Church,
 Pittsburgh, Pennsylvania
 The Tippins Foundation
 The Idea Foundation
 Church of United Brethren In Christ, Huntington, Indiana
 Victory Primitive Methodist Church, Elizabeth,
 Pennsylvania

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

2014 Program Highlights

BBF Responds to Ebola Outbreak in Liberia & Sierra Leone



BBF donated medical supplies and equipment being distributed in Sierra Leone

The Ebola outbreak in west Africa was one of the largest Ebola outbreaks in history, impacting a number of countries including Guinea, Liberia, Nigeria and Sierra Leone. BBF has longstanding relationships with the two countries that experienced the highest burden of suspected and confirmed cases of Ebola, Liberia and Sierra Leone. Among the poorest countries in the world, their healthcare infrastructures were ill-equipped to deal with the outbreak. BBF is working to help fill some critical supply gaps in 70 hospitals and clinics based on requests for assistance from the Ministry of Health in Liberia and other BBF partners. Shipments of liquid soap, gloves, masks, gowns, IV poles and other general medical supplies were sent to our partners in these countries.

In 2014 BBF sent sixteen containers of medical donations to Liberia and Sierra Leone. This includes shipments sent in July 2014 to Connaught Hospital, the largest government hospital in Freetown, Sierra Leone, with the help of Hope for Lives in Sierra Leone. Also, in August 2014 BBF sent supplies to partner Christian Health Association of Sierra Leone that were distributed to 50 hospitals and clinics in that country. The risk of Ebola transmission is increased in healthcare settings and these supplies helped give healthcare workers the ability to avoid contact with blood or body fluid secretions of infected individuals. Up to 10% of the Ebola cases have occurred in healthcare workers. Of note, Liberia's minister for Gender and Development has indicated about three-quarters of those who were infected or died from Ebola were women because they are often the primary care givers at home, nurses, cleaners and laundry workers in the hospitals, and traders in the market places. When there is a death in the family, an aunt or older woman prepares the body.

The World Health Organization and Médecins Sans Frontières (MSF, Doctors Without Borders) both reported that the numbers of suspected and reported cases did not reflect the true scale of the crisis. In addition to the large quantity of donated medical supplies already shipped by BBF to these countries in critical need, BBF committed \$200,000 of its financial resources to assist international partners as they responded to the outbreak. Strong support from BBF's community of donors allowed us to continue to provide vital medical supplies to hospitals and clinics in west Africa.



Hope for Lives in Sierra Leone loaded in July in Dickerson, Maryland

2014 Program Statistics

Medical

BBF received approximately 2,663,000 bottles/tubes of pharmaceuticals.

Educational

BBF received approximately 2,604,700 textbooks and teaching aids.

Mission Trip

BBF provided donations for 270 medical mission trips.

Donated materials were shipped in the equivalent of 232 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 appropriate 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 value the common desire to help those in need. Over the last 56 years BBF has assisted people in 148 countries, working through and in partnership with local agencies that want to help their own people. Included in these partnerships are local government institutions, hospitals, universities, religious organizations, Rotary clubs, professional societies and others.

Together with partners in the United States and other countries, BBF has provided goods and services that included 102,336 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 in need. 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
Founder/Medical Director
1958-1988*

Staff

BBF - Pittsburgh

President

Luke L. Hingson

Vice President, Medical Programs and Strategic Initiatives

Liam Carstens

Vice President, Finance

William Davis

Vice President, Development

Karen Dempsey

Development Coordinator

Erin Belitskus

Administrative Assistant

Donna Engelhardt

Publications

Ryan Gindlesperger

Accounting and Inventory Clerk

Antonella Ferraro

Director of Finance

Ryan Kondrot

Medical Program Coordinator

Kevin Meszaros

Inventory Coordinator

Velmir Letoja

Mission Trip Coordinator

Kevin Meszaros/Sarah Boal

Warehouse Manager

Robert Miller

Educational Program Assistant

Jessica Capretti

Educational Program Coordinator

Carol Taylor/Emily Sikora

Warehouse Assistants

Devin Durham

Rabih Hawchar

Richard Hines

William Shaffer

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 Assistant

Richard Goddard

Warehouse Coordinator

Dinita Thomas

BROTHER'S BROTHER



FOUNDATION

Connecting People's Resources with People's Needs

BBF - Pittsburgh

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BBF - National Capital Area

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