2016 Annual Report

Connecting People’s Resources with People’s Needs
# Officers and Trustees

## Officers

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Charles J. Stout*

**Vice Chair**  
Phillip D. Jones*

**Treasurer**  
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**Secretary**  
Austin P. Henry, Esq.*

**Medical Director**  
Deborah K. McMahon, M.D.*

**President**  
Luke L. Hingson

* also a trustee

## Other Trustees

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- Graham F. Johnstone, M.D.
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- Macrina C. Lelei
- Chronis H. Manolis
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- David M. Swan, M.D.
- Lilla O. Swan
- William M. Swartz, M.D.
- Louann Tronsberg-Deihle
- John Tymitz
- John C. Unkovic, Esq.
- Robert S. Verscharen
It is an honor to present to you the Annual Report of Brother’s Brother Foundation (BBF) for the year 2016. The following pages outline the efforts of BBF’s service with the help of our many partners, donors, Trustees and staff. Condensed 2016 financial information for BBF can be found on pages 4 and 5. The 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 2016, with shipments of medicines, medical supplies and educational materials valued at $182,618,475 going to 59 countries in need. These shipments, principally via 174 ocean-going containers weighing a collective 1,564 tons, included 698 tons of textbooks and other educational supplies and 2,874,144 units of pharmaceuticals including supplies and medicines used in 350 hand-carried medical mission trips.

BBF, working with partner organizations Community Coalition for Haiti and the Presbyterian-based organization Medical Benevolence Foundation responded to needs in Haiti following Hurricane Matthew that struck in October 2016. More information on these efforts can be found on page 10.

BBF continued its commitment to Africa where the need is great and the challenges substantial. Requested medical equipment and supply donations were sent to hospitals in several parts of Africa including Malawi, Sierra Leone and Zimbabwe, and provided substantial help addressing the continued needs.

BBF’s Mission Trip Program works with hundreds of nonprofit organizations to provide pharmaceuticals and medical supplies for their overseas mission trips.

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.

Charles J. Stout  
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, 2016 & 2015**

<table>
<thead>
<tr>
<th>Assets</th>
<th>2016</th>
<th>2015</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash and Cash Equivalents</td>
<td>$1,110,341</td>
<td>$1,726,327</td>
</tr>
<tr>
<td>Accounts Receivable</td>
<td>102,311</td>
<td>104,669</td>
</tr>
<tr>
<td>Investments</td>
<td>5,520,875</td>
<td>5,357,711</td>
</tr>
<tr>
<td>Inventory</td>
<td>42,075,112</td>
<td>23,800,758</td>
</tr>
<tr>
<td>Prepaid Expenses</td>
<td>32,868</td>
<td>31,722</td>
</tr>
<tr>
<td>Property and Equipment, Net</td>
<td>1,947,128</td>
<td>1,799,786</td>
</tr>
<tr>
<td><strong>TOTAL ASSETS</strong></td>
<td>$50,788,635</td>
<td>$32,820,973</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Liabilities and Net Assets</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Accounts Payable and Accrued Liabilities</td>
<td>$159,651</td>
<td>$146,256</td>
</tr>
<tr>
<td><strong>Net Assets</strong></td>
<td>50,628,984</td>
<td>32,674,717</td>
</tr>
<tr>
<td><strong>TOTAL LIABILITIES AND NET ASSETS</strong></td>
<td>$50,788,635</td>
<td>$32,820,973</td>
</tr>
</tbody>
</table>
## Condensed Statement of Activities & Change in Net Assets
### Years Ended December 31, 2016 & 2015

### Revenue and Public Support

<table>
<thead>
<tr>
<th>Description</th>
<th>2016</th>
<th>2015</th>
</tr>
</thead>
<tbody>
<tr>
<td>Donated Materials and Supplies</td>
<td>$214,201,697</td>
<td>$234,162,007</td>
</tr>
<tr>
<td>Individuals</td>
<td>1,176,301</td>
<td>2,261,124</td>
</tr>
<tr>
<td>Foundations</td>
<td>583,711</td>
<td>500,126</td>
</tr>
<tr>
<td>Program Service Fees</td>
<td>712,184</td>
<td>709,248</td>
</tr>
<tr>
<td>Corporations</td>
<td>25,858</td>
<td>22,715</td>
</tr>
<tr>
<td>Civic and Social Clubs</td>
<td>17,430</td>
<td>41,578</td>
</tr>
<tr>
<td>Religious Organizations</td>
<td>50,409</td>
<td>101,575</td>
</tr>
<tr>
<td><strong>Subtotal</strong></td>
<td><strong>216,767,590</strong></td>
<td><strong>237,798,373</strong></td>
</tr>
<tr>
<td>Investment Income (Loss)</td>
<td>271,718</td>
<td>(71,750)</td>
</tr>
<tr>
<td>Special Events</td>
<td>40,500</td>
<td>68,632</td>
</tr>
<tr>
<td>Other Revenue</td>
<td>-</td>
<td>39,250</td>
</tr>
<tr>
<td><strong>Total Revenue and Public Support</strong></td>
<td><strong>217,079,808</strong></td>
<td><strong>237,834,505</strong></td>
</tr>
</tbody>
</table>

### Functional Expenses

<table>
<thead>
<tr>
<th>Description</th>
<th>2016</th>
<th>2015</th>
</tr>
</thead>
<tbody>
<tr>
<td>Program Expenses</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Medical</td>
<td>175,816,007</td>
<td>228,624,434</td>
</tr>
<tr>
<td>Educational</td>
<td>21,596,400</td>
<td>26,140,764</td>
</tr>
<tr>
<td>Humanitarian</td>
<td>56,146</td>
<td>79,662</td>
</tr>
<tr>
<td><strong>Total Program Expenses</strong></td>
<td><strong>197,468,553</strong></td>
<td><strong>254,844,860</strong></td>
</tr>
<tr>
<td>Support Services:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Management and General</td>
<td>1,377,327</td>
<td>1,187,215</td>
</tr>
<tr>
<td>Fund Raising</td>
<td>275,624</td>
<td>302,656</td>
</tr>
<tr>
<td>Special Events</td>
<td>4,037</td>
<td>32,069</td>
</tr>
<tr>
<td><strong>Total Functional Expenses</strong></td>
<td><strong>199,125,541</strong></td>
<td><strong>256,366,800</strong></td>
</tr>
<tr>
<td>Increase (Decrease) in Net Assets</td>
<td>17,954,267</td>
<td>(18,532,295)</td>
</tr>
<tr>
<td><strong>NET ASSETS:</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Beginning of Year</td>
<td>32,674,717</td>
<td>51,207,012</td>
</tr>
<tr>
<td>End of Year</td>
<td>$50,628,984</td>
<td>$32,674,717</td>
</tr>
</tbody>
</table>
Countries Served

Countries Served in 2016

Antigua and Barbuda  Ethiopia  Liberia  Saint Lucia
Argentina  Fiji  Madagascar  Saint Vincent and the Grenadines
Barbados  Gambia  Malawi  Samoa
Belize  Ghana  Mexico  Senegal
Bhutan  Greece  Mongolia  Sierra Leone
Burundi  Guatemala  Mozambique  Somalia
Cambodia  Guyana  Myanmar  South Africa
Cameroon  Haiti  Nepal  South Sudan
Central African Republic  Honduras  Nicaragua  Tanzania
China  India  Niger  Uganda
Democratic Republic of the Congo  Jamaica  Nigeria  Ukraine
Dominican Republic  Jordan  Panama  United States of America
Ecuador  Kenya  Peru  Vietnam
El Salvador  Kosovo  Philippines  Zambia

Lesotho  Rwanda  Zimbabwe
Countries Served in 2016 Displayed In Purple
Countries Served Before 2016 Displayed in Light Purple

Other Countries Served Since 1958

**North America**
- Canada

**South America**
- Bolivia
- Brazil
- Chile
- Columbia
- Paraguay
- Uruguay
- Venezuela

**Caribbean**
- Bahamas
- Costa Rica
- Cuba
- Dominica
- Grenada
- St. Kitts and Nevis
- Trinidad and Tobago
- Turks Island
- Virgin Islands

**Middle East**
- Afghanistan
- Egypt
- Georgia
- Iran
- Iraq
- Israel
- Lebanon
- Palestine
- Pakistan
- Syria
- Turkey

**Europe**
- Albania
- Bosnia and Herzegovina
- Belarus
- Bulgaria
- Croatia
- Czech Republic
- Hungary
- Lithuania

**Macedonia**
- Moldova
- Montenegro
- Poland
- Romania
- Russia
- Serbia
- Slovakia
- Slovenia
- Soviet Union
- Yugoslavia

**Africa**
- Algeria
- Angola
- Benin
- Botswana
- Chad
- Cote d’Ivoire
- Djibouti
- Eritrea
- Gabon

**Asia**
- Armenia
- Azerbaijan
- Bangladesh
- Burma
- East Timor
- Indonesia
- Japan
- Kazakhstan
- Kyrgyzstan
- Laos

**Oceania**
- American Samoa
- Kiribati
- Mariana Islands
- Solomon Islands
- Tonga

**Other Countries Served Since 1958**
- Malaysia
- North Korea
- Papua New Guinea
- South Korea
- Sri Lanka
- Taiwan
- Tajikistan
- Thailand
- Uzbekistan

**Other Countries Served Since 1958**
- Guinea
- Libya
- Mali
- Morocco
- Namibia
- Republic of the Congo
- Sudan
- Swaziland
- Togo
- Tunisia

**Other Countries Served Since 1958**
- Malaysia
- North Korea
- Papua New Guinea
- South Korea
- Sri Lanka
- Taiwan
- Tajikistan
- Thailand
- Uzbekistan

**Other Countries Served Since 1958**
- Algeria
- Angola
- Benin
- Botswana
- Chad
- Cote d’Ivoire
- Djibouti
- Eritrea
- Gabon

**Asia**
- Armenia
- Azerbaijan
- Bangladesh
- Burma
- East Timor
- Indonesia
- Japan
- Kazakhstan
- Kyrgyzstan
- Laos
Major Gift-in-Kind Donors

Actavis, Inc.
Advocates for World Health
Allegheny Health Network
Apotex Corp.
Apple Books
Aurobindo Pharma USA, Inc.
Baylor Scott & White Health
Bridgepoint Healthcare
Camber Pharmaceuticals, Inc.
Chosen, Inc.
Cipla USA, Inc.
Franciscan Mission Warehouse
Geisinger Health System
Highlights for Children
Impax Laboratories, Inc.
Infirst Healthcare, Inc.
Inova Health System
InvaGen Pharmaceuticals, Inc.
Joerns Healthcare
Johns Hopkins Health System Corporation
KMA Remarketing Corporation
Medstar Medical Group
Medwish International
Mylan Pharmaceuticals, Inc.
Owens & Minor
Pearson Education
Seton Pharmaceuticals LLC
Teva Pharmaceuticals USA
Upsher-Smith Laboratories Inc.
Vincentian Collaborative System
Virginia Hospital & Healthcare Association
Zydus Pharmaceuticals, Inc.
Distributions & Donation Recipients
Value of Goods Distributed in 2016

#1 Food
For The Poor
$154,123,370

Total
$182,618,475

#2 Iglesia Catolica Diocesis de Comayagua - $6,180,201
#3 Life for Relief and Development - $3,743,841
#4 ADRA International - $3,117,658
#5 International Orthodox Christian Charities - $1,528,017
#6 Secretaria de Salud de Honduras - $1,091,425
#7 Medical Benevolence Foundation - $985,774
#8 Haitian Health Foundation - $758,543
#9 Salvadoran American Humanitarian Foundation - $749,743
#10 Rotary Club of Tema - $578,236
Other - $9,761,667

Thank You for Your Financial Support*

Individuals and Estates
Dr. R. Appasamy
Robert & Patricia Arbogast
Dr. Surendra & Prabha Bansal
Jerry & Bunny Daltorio
Alan P. Dayton
Roy & Susan Dorrance, III
Robert G. Estok
Estate of Estelle M. Gold
Jennifer D. Gould
Dr. Robert & Patricia Hirt
John K. & Jean Hutchison
Kelly Jones
S. Glenn & Shirley R. Kerr
John & Teri LaChapelle
G.H. & Betty Martin
Estate of Laura E. Patchin
Robert McColl & Gail Stanton
Carole K. McLaughlin
Bradley & Jennifer Meeker
Michelle Merlo
Richard & Alice Patton
Joan C. Schmitt
David C. & Francine Schoen
Andrew Seputis
Cameron V. Stokes
Dr. Richard A. & Betty J. Wilson
Dr. Annand & Marjorie D. Yarrozu

* - Cash donations of $5,000 and more

Organizations/Foundations
Allegheny Foundation
B’nai B’rith International
Bel Air United Methodist Church, Bel Air, MD
The Ladies of Bethany Community
BNY Community Partnership
Jack Buncher Foundation
Circus Saints and Sinners Club of America,
Bob Prince Tent
Concordia Lutheran Ministries
Eden Hall Foundation
Fox Chapel Presbyterian Church of Pittsburgh, PA
GE Foundation
Goode Family Charitable Foundation
John Heher Family Fund
The Lauren Foundation
Charles H. & Annetta R. Masland Foundation
The O’Shea Family Foundation
The Peirce Family Foundation
Middleton Family Foundation
MLJ Family Charitable Fund
Muhlenkamp Charitable Fund
of The Pittsburgh Foundation
Richard King Mellon Foundation
T. Rowe Price Association Foundation, Inc.
The Pittsburgh Foundation
Tippin Foundation
University of Texas at Austin
Valleymont Charitable Foundation
Thomas & Caroline Wentling Fund
of The Pittsburgh Foundation
BBF’s Hurricane Matthew Response in Haiti

BBF continues to support organizations in Haiti as they work to rebuild in the aftermath of Hurricane Matthew. BBF has sent 32 hurricane response shipments to partners in Haiti. BBF expresses great thanks to two Pittsburgh-based foundations for their generous support. The Eden Hall Foundation and the Allegheny Foundation helped BBF provide five 40-foot shipping containers, a 20-foot shipping container and three air shipments to five major partners on the ground in Haiti. These shipments included 153,247 bottles of antibiotics, anti-inflammatories and other medications. Additionally, BBF provisioned 19 different organizations traveling to Haiti as hand-carry missions with medications and medical supplies. Several of these organizations have sent multiple teams to Haiti and have long established networks on the ground there.

It is clear that there is much work still to be done, and BBF will continue to support efforts throughout Sud and Grand’Anse provinces as well as across the country. Haiti’s Ministry of Planning and External Cooperation’s recent Post Disaster Needs Assessment indicates that there is $230 million of health sector infrastructure still needed across the impacted area. While disasters often quickly disappear from the evening news, the work of recovering from these incidents is the work of years, and BBF is committed for the duration.

In 2016:

**BBF Medical Program**
866 tons of medical materials shipped to 55 countries, including 2,874,144 units of medication.

**BBF Education Program**
698 tons of educational materials shipped to 18 countries, including 754,382 donated books.

**BBF Mission Trip Program**
350 medical mission trips supporting 55 countries worldwide.
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 59 years BBF has assisted people in 149 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 105,398 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 and 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.

Staff

**BBF - Pittsburgh**

President
Luke L. Hingson

Vice President, Finance
William Davis

Vice President, Development
Karen Dempsey

Director of Pharmaceuticals and Medical Supplies Program
Kevin Meszaros

Director of Medical Missions and Organizational Initiatives
Sarah Boal

Director of Publications
Ryan Gindlesperger

Director of Finance
Ryan Kondrot

Accounting and Inventory Clerk
Antonella Ferraro

Administrative Finance and Development Associate
Lars Peterson

Inventory Database Administrator
Velmir Letoja

Inventory Data Entry Specialist
Gina Pearlman

Assistant Director Medical & Programmatic Initiatives
Neal Walker

Mission Trip Coordinator, Pgh
Bryn Mesko

Warehouse Manager
Robert Miller

Warehouse Assistants
Julian Mascilli
William Shaffer
Dylan Witt

Warehouse Assistant & Education Program Coordinator
Frank Seanez

**BBF - National Capital Area**

Executive Director
David Holdsworth

Director of Medical Supply Program
Thaddeus Adkins

Accounting and Warehouse Coordinator
Debbie Baucom

Mission Trip & Warehouse Coordinator
Dinita Thomas

Mission Trip Assistant
Kameron Myles

Warehouse Assistant & Volunteer Coordinator
Richard Goddard

Warehouse Assistant and Truck Driver
Rodney Merrill

**History of BBF**

Dr. Robert A. Hingson
Founder/Medical Director
1958-1988