

BROTHER'S  
BROTHER



FOUNDATION

*60<sup>th</sup> Anniversary*



**2018  
Annual  
Report**

*Celebrating 60 Years of Connecting People's Resources with People's Needs*



## 2018 Annual Report

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.

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[www.brothersbrother.org](http://www.brothersbrother.org)  
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*Cover image courtesy of Love of Christ Presbyterian Church of Bayside, New York from the team's medical trip to Costa Rica.*

## 2018 Board of Trustees

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## Message from the Board Chair

What a year it was! BBF celebrated sixty years with a Gala to thank our many contributors and to show our support for the many partner institutions who share our vision of a just world. Our contributors want to find some way to help and BBF lets them become part of our problem-solving acts of kindness through their generosity. Some of our partner organizations provide us with donated medicines, medical supplies, and educational materials, while others work in the field helping us to distribute the things that are so desperately wanted and needed in developing countries at all times, as well as in the United States in times of disaster. And indeed, BBF responded in 2018 to help people in need with the support they want and need to get themselves into a better situation for their families, children, and institutions. The education program is expanding, and our hand-carry medical mission support program continues to grow, with 363 supported trips in 2018.

The disastrous hurricanes in late 2017 and in 2018 created great needs that required an enormous effort throughout 2018 in Florida, South Carolina, Puerto Rico, and the U.S. Virgin Islands. BBF contributors donated money and materials that we organized through our partner network to package, ship, deliver, and distribute food, medical supplies, and educational materials to individuals and institutions. Of special note was the assistance offered to BBF in Puerto Rico by Luis Garraton, LLC and its affiliated Betances pharmaceutical company. This group, through its large warehouse operation, made it possible to distribute donated goods throughout the entire island of Puerto Rico.

In responding to these disasters, BBF dramatically expanded its capacity to handle the workload. Creating new disaster response capacity, through the E4 program, that will be used in the future to bring together organizations to focus initial efforts and facilitate implementation of comprehensive assistance.

The intense activities in 2018 brought to light the critical need to better predict project materials flows and financial cash flows. During the year, management created project modeling tools that support decisions during project management, as well as for predicting future results of overall operations. These management tools are being applied to all areas of BBF operations to make sure that unstated assumptions are tested to ensure all activities are beneficial to our long-term stability and growth.

The future of Brother's Brother Foundation is assured with a management succession plan in place so that longtime BBF President Luke Hingson is now acting as Executive Chair in a high-level management supporting role for our new President, Ozzy Samad. Ozzy has been with BBF as COO since 2017 and took over as President at the January 2019 board meeting.

Our financial statements are audited by outside auditors who regularly meet with management and with members of the audit committee of the Board of Trustees.

We are honored to present this annual report and related documents.



  
Phillip D. Jones  
Board Chair

  
Luke L. Hingson  
Executive Chair

## 2018 Program Statistics

### Medical Program

100 shipping containers of medical equipment, supplies, and pharmaceuticals shipped to 65 countries and territories.

### Education Program

24 shipping containers of textbooks, library books, and other teaching materials shipped to 13 countries and territories.

### Hand-Carry Medical Trip Program

BBF provided medical supplies and pharmaceuticals to 363 hand-carry medical trips serving 59 countries.

### Disaster Relief Program

In 2018, BBF responded to earthquakes, floods, hurricanes, landslides, tsunamis, volcanic eruptions, and wildfires. Disaster relief was distributed in seven states and around the globe.



## Condensed Statement of Financial Position, December 31, 2018 & 2017

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Assets	2018	2017
Cash and Cash Equivalents	\$ 1,570,025	\$ 2,580,285
Accounts Receivable	26,440	71,786
Investments	4,245,391	5,460,296
Inventory	15,679,555	22,787,189
Prepaid Expenses	52,185	40,748
Property and Equipment, Net	2,164,613	2,032,066
<b>TOTAL ASSETS</b>	<b>\$ 23,738,209</b>	<b>\$ 32,972,370</b>

### Liabilities and Net Assets

Accounts Payable and Accrued Liabilities	\$ 253,956	\$ 636,818
Net Assets	23,484,253	32,335,552
<b>TOTAL LIABILITIES AND NET ASSETS</b>	<b>\$ 23,738,209</b>	<b>\$ 32,972,370</b>



Schneider Downs & Co., Inc., Certified Public Accountants, has issued an unqualified opinion on the Foundation's financial statements for the years ended December 31, 2018 and 2017 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.

*Financials*

## Condensed Statement of Activities & Change in Net Assets Years Ended December 31, 2018 & 2017

Revenue and Public Support	2018	2017
Donated Materials and Supplies	\$ 92,071,032	\$ 90,077,966
Individuals	1,990,568	2,266,204
Foundations	853,875	1,591,546
Program Service Fees	366,375	433,014
Corporations	105,260	172,780
Civic and Social Clubs	20,453	20,540
Religious Organizations	65,648	79,516
	95,473,211	94,641,566
Subtotal	95,473,211	94,641,566
Investment (Loss) Income	(185,308)	772,956
Other Revenue	36,561	48,936
	95,324,464	95,463,458
<b>Functional Expenses</b>		
Program Expenses		
Health	82,096,927	106,182,386
Educational	19,448,550	5,207,828
Humanitarian	329,352	395,338
Total Program Expenses	101,874,829	111,785,552
Support Services:		
Management and General	1,900,688	1,660,936
Fund Raising	323,787	310,402
Special Events	76,459	-
	104,175,763	113,756,890
Total Functional Expenses	104,175,763	113,756,890
Decrease in Net Assets	8,851,299	18,293,432
<b>NET ASSETS:</b>		
Beginning of Year	32,335,552	50,628,984
End of Year	\$ 23,484,253	\$ 32,335,552

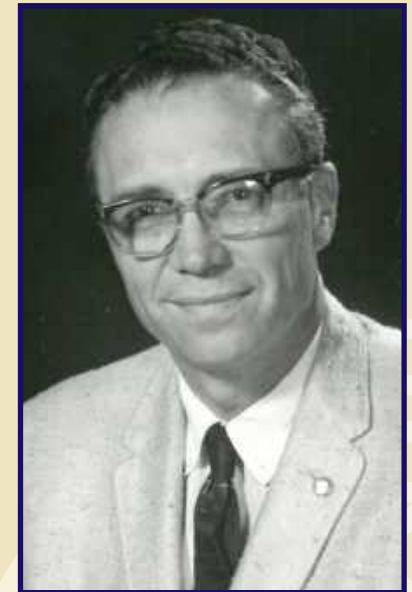
*Financials*

# 60 Years of Connecting People's Resources with People's Needs

Brother's Brother Foundation began in 1958 as a dream of a few to help the many around the world who lack adequate healthcare, education, and nutrition. From the beginning, its founder, Robert A. Hingson, 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 60 years BBF has assisted people in 151 countries, working through and in partnership with local agencies that want to improve health and educational outcomes. Included in these partnerships are local government institutions, hospitals, universities, religious organizations, Rotary clubs, and professional societies.



Together with partners in the United States and other countries, BBF has provided goods and services that included 107,476 tons of medical supplies, textbooks, seeds, and food that have touched tens of millions of people with better healthcare, education, nutrition, material security, and hope. It has been a journey 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.



BBF Founder  
Robert Hingson, M.D.



# 2018 Disaster Responses

## Hurricanes Florence and Michael

In the wake of hurricanes Florence and Michael, BBF continued working with reliable partners such as Gleaning For The World. As the hurricanes approached, BBF prepared two truckloads of relief supplies in anticipation of landfall and awaited destination instructions as the needs were assessed.

After Hurricane Florence passed, additional aid was arranged. BBF facilitated a truckload of food to be transferred from Philabundance in Philadelphia, Pennsylvania to the Food Bank of Central & Eastern North Carolina in Raleigh. In addition, BBF funded a donation from Riverbend Foods in Pittsburgh to the Lowcounty Food Bank in Charleston, South Carolina and provided a \$25,000 cash grant to assist with Lowcounty's distribution efforts and overall response.

Following Hurricane Michael, BBF continued its hurricane relief with an additional five tractor-trailer load transfers sent directly from Riverbend Foods in Pittsburgh to the America's Second Harvest of the Big Bend food bank in Tallahassee, Florida. BBF Board Chair Phil Jones, pictured below, verified the arrival of the food donation in Tallahassee.



Cathy Lemper, America's Second Harvest Director of Operations Dave Cox, America's Second Harvest Director of Philanthropy Mary Dekle, and BBF Board Chair Phil Jones in America's Second Harvest of the Big Bend's warehouse in Tallahassee, Florida



Hurricane Michael damage in Tallahassee, Florida

# Disaster Responses in 2018

## Earthquakes & Tsunamis

Anuk Krakatua,  
Indonesia Tsunami

Sulawesi, Indonesia Earthquake  
and Tsunami

## Floods

Allegheny County, Pennsylvania  
Flooding and Landslides

## Humanitarian Crisis

Venezuela  
Displacement Support

## Hurricanes

Maria - Puerto Rico, Florida,  
and U.S. Virgin Islands

Florence - The Carolinas

Michael - Florida and Georgia

## Volcanoes

Guatemala Volcán de Fuego  
Eruption

Hawaii Kilauea Eruption

## Wildfires

Butte County,  
California Camp Fire

# 2018 Disaster Responses

## Hurricane Maria in Puerto Rico



In 2018, Brother's Brother Foundation sent 17.7 containers of relief supplies in its ongoing support for Puerto Rico. These shipments, filled with medical supplies and vital equipment such as operating tables, birthing tables, and stretchers were dedicated to the ongoing recovery of medical facilities and schools across Puerto Rico. BBF facilitated the shipment of nearly 90 container-loads of relief to Puerto Rico in the wake of Hurricane Maria in the fall of 2017. These containers included, among other things, food, water, cleaning supplies, toiletries, school supplies, and 1.2 million pounds of medical supplies. These shipments have been distributed to more than twenty hospitals.



## Disaster Responses

## Earthquake and Tsunami in Indonesia

Following an earthquake and subsequent tsunami on the Indonesian island of Sulawesi, BBF partnered with members of the Indonesian community in Pittsburgh to form its response. With the help of these knowledgeable individuals, with direct connections and strong ties to the affected area, BBF can ensure that its response is both efficient and effective.



Executive Chairman Luke Hingson meets with Indonesian students to discuss potential avenues of support.

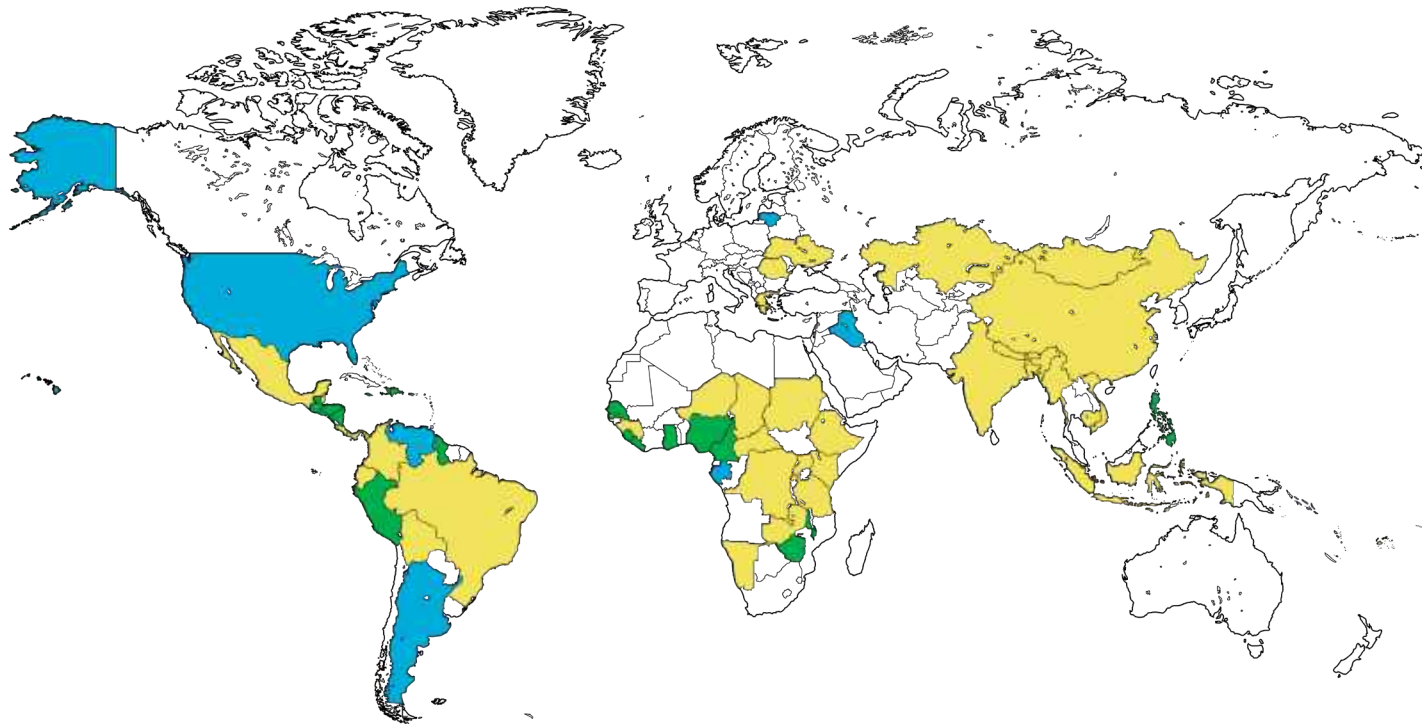
Medical professionals and Indonesian student associations at multiple universities in the Pittsburgh area are also providing communication support to organizations on the ground. Potential partners including local disaster response NGOs and a local hospital on the island of Sulawesi have been contacted with offers of support. Members of the Indonesian Young Health Professionals' Society have generously shared updates from the field.

*(BBF worked with partner agency ADRA in 2019 to respond to this disaster by providing funds to rebuild maternity clinics.)*



# Making a World of Difference

## Global Response



### Container Shipments

BBF's Medical, Educational, and Disaster Response programs provided container assistance to 27 countries.

### Hand-Carry Medical Trip Program

BBF provided medical supplies and pharmaceuticals to 363 hand-carry medical trips serving in 59 countries.

### Total Countries Served

Overall, BBF provided support that reached people in 65 countries.

## Countries and Territories Receiving Aid in 2018

Antigua and Barbuda	Dominican Republic	Iraq	Palestine	Sudan
Argentina	Ecuador	Jamaica	Panama	Tanzania
Bangladesh	El Salvador	Kazakhstan	Peru	Uganda
Belize	Ethiopia	Kenya	Philippines	Ukraine
Bhutan	Fiji	Lebanon	Puerto Rico	United States of America
Bolivia	Gabon	Liberia	Romania	U.S. Virgin Islands
Brazil	Gambia	Malawi	Rwanda	Venezuela
Cambodia	Ghana	Mexico	Saint Vincent and the Grenadines	Vietnam
Cameroon	Greece	Mongolia	Samoa	Zambia
Central African Republic	Guatemala	Myanmar	Senegal	Zimbabwe
Chad	Guinea	Namibia	Sierra Leone	
China	Guyana	Nepal		
Colombia	Haiti	Nicaragua		
Democratic Republic of the Congo	Honduras	Niger		
Costa Rica	India	Nigeria		
	Indonesia			

*Received:*

- Container shipment support
- Hand-carry medical trip support
- Both hand-carry and container support

## Thank You to Our Gift-In-Kind Donors

*BBF would like to thank the many gift-in-kind donors that make our work possible.  
Listed below are BBF's larger gift-in-kind donors.*

Allegheny County Jail  
Allegheny Health Network  
Amneal Pharmaceuticals, Inc.  
AVID Medical, Inc.  
AxisCare Health Logistics Inc.  
Bethel Park High School Interact Club  
Bionpharma, Inc.  
Carilion Clinic  
Charlesbridge Publishing, Inc.  
Chosen International Medical Assistance  
DaVita, Inc.  
Dorseyville Middle School,  
Pittsburgh, Pennsylvania  
DRE Medical  
Eli Lilly & Company  
Elizur Corporation  
Ellwood City Area School District,  
Ellwood, Pennsylvania  
Geisinger Health System  
Granard Pharmaceutical  
Heritage Valley Health System, Inc.  
IMA World Health  
Inova Health System  
The Johns Hopkins Health System

KMA Remarketing Corporation  
LifeBridge Health  
Little Sisters of the Poor  
Maurice's Valises Foundation  
McGraw-Hill Education  
MedCare Equipment Company  
MedStar Health  
MedWish International  
MSA Safety Incorporated  
Mylan Pharmaceuticals, Inc.  
Owens & Minor  
RestoringVision  
Riverbend Foods, LLC  
Siemens Energy, Inc.  
St. Teresa of Avila  
Teva Pharmaceutical Industries Ltd.  
University of Maryland Medical Center  
UPMC  
Valley Health  
Virginia Hospital & Healthcare Association  
Xttrium Laboratories, Inc.  
Zydus Pharmaceuticals



BBF's mission to connect life-changing resources to needs worldwide provides donors, individual and corporate, with an option for their excess materials. The quantity of quality surplus donations that were saved from landfills is a point of pride for us at BBF.

## *Largest Gift in Kind Corporate Donors*



# 60<sup>th</sup> Anniversary Gala Sponsors

## *Transformer*

Susan & Roy Dorrance

## *Visionary*

Highmark  
Blue Cross Blue Shield

Koppers, Inc.

UPMC Health Plan  
& UPMC Health Center for  
Engagement and Inclusion

## *Pioneer*

Vivian & Bill Benter  
Food For The Poor, Inc.  
Dr. Nancy Park & Luke Hingson  
Life for Relief and Development

MSA Safety Incorporated  
Robert Peirce & Associates, P.C.  
Pirates Charities  
Pittsburgh Steelers, LLC

Schneider Downs & Co., Inc.  
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Caroline & Tom Wentling  
Teva Pharmaceutical  
Industries Ltd.

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Alco Parking  
First National Bank  
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Glenn Bergmann  
Sharyn & Dr. Barry Byer  
Mary & Walt Fowler

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Gail & Phil Jones  
KraftHeinz  
Victoria & Terry Murphy

Mills & Henry,  
Attorneys at Law  
Novus Group  
Gayle & Bill Simpson  
Cynthia & Dr. William Swartz  
UBS Wealth Management, USA

## *Inventor*

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Kathy Cox  
Dee & Dan Delaney  
eSutures.com  
Dr. Jean Anne Hattler  
Marian & Brian Hays

Doug Heuck  
Dr. Joseph Imbriglia  
Kate & Dr. Chip Lambert  
Mark Mazak  
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MedExpress Urgent Care

Carol & Charles Moore  
Joni & Les Pitton  
The Circus Saints and Sinners Club  
of America - Bob Prince Tent  
Missy & John Unkovic  
Cathy White

## *Explorer*

Allegra Pittsburgh & Image 360  
Anna Brophy  
Annette Calgaro  
Nina & Tom Cooper  
Kristin DeAngelis

Carol & Lance Kann  
Cynthia & Steve Lackey  
Macrina Lelei  
Donna Lucas & Ronald Pellegrini  
Lisa & Dr. G. Daniel Martich  
Jen & Chris McCrady

Ronald Miller  
Shannopin United Methodist Church,  
South Heights, PA  
Surgical Product Solutions  
Dr. Barbara & Dr. David Swan

Thank You For  
Supporting BBF's  
60th Anniversary  
Gala

Over 400  
individuals joined in  
our celebration!



# Gala Committee Co-Chairs

BBF thanks 60th Anniversary Gala Committee Co-Chairs Roy and Susan Dorrance, III and Thomas and Caroline Wentling, Jr. for their tireless support for the work of BBF. A celebration was held on September 20, 2018 at the UPMC Club at Heinz Field in honor of sixty years of connecting people's resources with people's needs.



Roy & Susan Dorrance, III



Thomas & Caroline Wentling, Jr.



## Founder's Circle

*Donors whose gifts are \$25,000 or greater*

BNY Mellon  
 Connecticut Association of Schools  
 Susan & Roy Dorrance, III  
 Eden Hall Foundation  
 Jack Buncher Foundation  
 Myrtle Forsha Memorial Trust

O'Shea Family Foundation  
 Peirce Family Foundation  
 Richard A. Weilein Living Trust  
 Succop Family Charitable Trust  
 Tippins Foundation

## Chairman's Circle

*Donors whose gifts are between \$15,000 and \$24,999*

Bunny & Jerry Daltorio  
 Patricia L. Henninger  
 Highmark Blue Cross  
 Blue Shield

John Heher Family Fund  
 Mrs. & Dr. Morton Kane  
 Koppers, Inc.  
 Gerrish Milliken

Southminster Presbyterian Church,  
 Pittsburgh, PA  
 UPMC Health Plan and  
 UPMC Center for Engagement  
 and Inclusion

## President's Circle

*Donors whose gifts are between \$5,000 and \$14,999*

Dr. Surendra Bansal  
William Benter  
Dennis F. Carlin  
Madeline &  
Michael Carlson  
Carlson Family  
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Ann Colby  
Dayton Family Fund  
Robert G. Estok  
Food For The Poor  
Shirley Franck  
Fred Goldner  
Barbara &  
Steven Goldstein  
Sharon &  
Maynard Hansen  
Nancy Park &  
Luke Hingson  
John K. Hutchison  
Kelly Jones  
The Ladies of Bethany

Bernard & Muriel  
Lauren Foundation  
Saundra Lumish  
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Masland Foundation  
James Mauch  
John R. & Margaret S.  
McCartan Charitable Fund  
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MSA Safety Incorporated  
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Robert Pritchard  
Qualcomm Matching  
Gifts Program  
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Chetan Sanghvi  
Joan C. Schmitt

Schneider Downs & Co. Inc.  
Andrew Seputis  
Cameron V. Stokes  
Everett D. and Geneva V.  
Sugarbaker Foundation  
TEVA Pharmaceutical  
Industries Ltd.  
Estate of  
Donna Rea Thompson  
Nancy J. Thomas  
Treadway Foundation  
UPMC Corporate HR Services  
Valleyview Charitable  
Foundation  
VFW Guyasuta Post 709  
Estate of Joseph Wakin  
Edward Wallace  
Wells Fargo Advisors  
Financial Network, LLC  
Caroline & Thomas Wentling, Jr.  
Betty J. Wilson  
Marlene &  
Dave Wohleber  
Dr. Abel Rajesh Yarroz





# BBF Circle Society

*Donors whose gifts are between \$2,500 and \$4,999*

Laurie Adams  
Linda J. Anthony  
Arun and Rekha Ginde  
Charitable Fund  
Baum Family Fund  
Mirta Bekoe  
and family  
Benevity Community  
Impact Fund  
Emmanuelle and  
Glenn Bergmann  
Sandra A. Block  
BNY Mellon  
Community Partnership  
Alan Boarts  
Bernice Bollman  
Sharyn & Dr. Barry Byer  
Circus Saints and Sinners Club,  
Bob Prince Tent  
Hyuny & Will Clark-Shim  
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Falls Church, VA  
Marilyn & Robert Egan  
Ektefaie 2002 Living Trust  
The Extra Degree, LLC  
First National Bank  
of Pennsylvania  
Frances A. Fisher  
Janis & Jeffrey Fisher  
Mary & Walt Fowler  
Helen & John Habbert, III  
Amy Hammer

Dolores &  
Elwood Harding, Jr.  
H.J. Heinz  
Company Foundation  
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Kilimanjaro Mission  
of Hope and Outreach  
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Our Lady of Olives  
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Novus Group, LLC  
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Charles and Jean Stout  
Family Fund  
Silberman Family Fund  
St. Brendan's Episcopal Church,  
Franklin Park, PA  
Cynthia &  
Dr. William Swartz  
Trudy Foundation  
UBS Business  
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Kevin Meszaros

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Development Coordinator

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Bryn Laffey

Warehouse Manager

Robert Miller

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Rodney Merrill

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Program Consultant

Thaddeus Adkins

Warehouse & Supply  
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*60 Anniversary*



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*Connecting People's Resources with People's Needs*