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

Board Chair
Charles J. Stout*

Vice Chair
Phillip D. Jones*

Treasurer
Joseph T. Senko*

Secretary
Austin P. Henry, Esq.*

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

President
Luke L. Hingson

* also a trustee

Other Trustees

Barry Byer, M.D.
Daniel R. Delaney, Esq.
Walt Fowler
Garry L. Garrison
Drew N. Harvey
Amy R. Hammer
Joseph E. Imbrigia, M.D.
Graham F. Johnstone, M.D.

Macrina C. Lelei
Chronis H. Manolis
Richard L. McGough, III, M.D.
Ronald Miller
Gordon B. Moore
Les H. Pitton, Jr.
John D. Reba
Linda Renninger
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
Thomas L. Wentling
James Wolf
It is an honor to present to you the Annual Report of Brother’s Brother Foundation (BBF) for the year 2017. The following pages outline the efforts of BBF’s service with the help of our many partners, donors, Trustees and staff. Condensed 2017 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 2017, with shipments of medicines, medical supplies and educational materials valued at $94,378,732 going to 59 countries in need. These shipments, principally via 113 ocean-going containers weighing a collective 1,004 tons, included 121 tons of textbooks and other educational supplies and 1,376,832 units of pharmaceuticals including supplies and medicines used in 350 hand-carried medical mission trips.

BBF worked with Allegheny Health Network, Feeding America, Food for Others, Gleaning for the World, the Greater Cleveland Food Bank, the Houston Food Bank, the Pittsburgh Pirates, Puerto Rico Rises, Riverbend Foods and Unidos Philadelphia to respond to needs in Florida, Puerto Rico and Texas following Hurricanes Harvey, Irma and Maria. 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 there.

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.

Charl 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, 2017 & 2016

<table>
<thead>
<tr>
<th>Assets</th>
<th>2017</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash and Cash Equivalents</td>
<td>$2,580,285</td>
<td>$1,110,341</td>
</tr>
<tr>
<td>Accounts Receivable</td>
<td>71,786</td>
<td>102,311</td>
</tr>
<tr>
<td>Investments</td>
<td>5,460,296</td>
<td>5,520,875</td>
</tr>
<tr>
<td>Inventory</td>
<td>22,787,189</td>
<td>42,075,112</td>
</tr>
<tr>
<td>Prepaid Expenses</td>
<td>40,748</td>
<td>32,868</td>
</tr>
<tr>
<td>Property and Equipment, Net</td>
<td>2,032,066</td>
<td>1,947,128</td>
</tr>
<tr>
<td><strong>TOTAL ASSETS</strong></td>
<td><strong>$32,972,370</strong></td>
<td><strong>$50,788,635</strong></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>$636,818</td>
<td>$159,651</td>
</tr>
<tr>
<td><strong>Net Assets</strong></td>
<td>32,335,552</td>
<td>50,628,984</td>
</tr>
<tr>
<td><strong>TOTAL LIABILITIES AND NET ASSETS</strong></td>
<td><strong>$32,972,370</strong></td>
<td><strong>$50,788,635</strong></td>
</tr>
</tbody>
</table>
### Condensed Statement of Activities & Change in Net Assets
#### Years Ended December 31, 2017 & 2016

<table>
<thead>
<tr>
<th>Revenue and Public Support</th>
<th>2017</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Donated Materials and Supplies</td>
<td>$ 90,077,966</td>
<td>$ 214,201,697</td>
</tr>
<tr>
<td>Individuals</td>
<td>2,266,204</td>
<td>1,176,301</td>
</tr>
<tr>
<td>Foundations</td>
<td>1,591,546</td>
<td>583,711</td>
</tr>
<tr>
<td>Program Service Fees</td>
<td>433,014</td>
<td>712,184</td>
</tr>
<tr>
<td>Corporations</td>
<td>172,780</td>
<td>25,858</td>
</tr>
<tr>
<td>Civic and Social Clubs</td>
<td>20,540</td>
<td>17,430</td>
</tr>
<tr>
<td>Religious Organizations</td>
<td>79,516</td>
<td>50,409</td>
</tr>
<tr>
<td><strong>Subtotal</strong></td>
<td><strong>94,641,566</strong></td>
<td><strong>216,767,590</strong></td>
</tr>
<tr>
<td>Investment Income</td>
<td>772,956</td>
<td>271,718</td>
</tr>
<tr>
<td>Other Revenue</td>
<td>48,936</td>
<td>40,500</td>
</tr>
<tr>
<td><strong>Total Revenue and Public Support</strong></td>
<td><strong>95,463,458</strong></td>
<td><strong>217,079,808</strong></td>
</tr>
</tbody>
</table>

#### Functional Expenses

<table>
<thead>
<tr>
<th>Program Expenses</th>
<th>2017</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Medical</td>
<td>106,182,386</td>
<td>175,816,007</td>
</tr>
<tr>
<td>Educational</td>
<td>5,207,828</td>
<td>21,596,400</td>
</tr>
<tr>
<td>Humanitarian</td>
<td>395,338</td>
<td>56,146</td>
</tr>
<tr>
<td><strong>Total Program Expenses</strong></td>
<td><strong>111,785,552</strong></td>
<td><strong>197,468,553</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Management and General</td>
<td>1,660,936</td>
<td>1,377,327</td>
</tr>
<tr>
<td>Fund Raising</td>
<td>310,402</td>
<td>275,624</td>
</tr>
<tr>
<td>Special Events</td>
<td>-</td>
<td>4,037</td>
</tr>
<tr>
<td><strong>Total Functional Expenses</strong></td>
<td><strong>113,756,890</strong></td>
<td><strong>199,125,541</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>(Decrease) Increase in Net Assets</th>
<th>2017</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>(Decrease) Increase in Net Assets</strong></td>
<td><strong>(18,293,432)</strong></td>
<td><strong>17,954,267</strong></td>
</tr>
</tbody>
</table>

#### NET ASSETS:

<table>
<thead>
<tr>
<th></th>
<th>2017</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Beginning of Year</td>
<td>$50,628,984</td>
<td>$32,674,717</td>
</tr>
<tr>
<td>End of Year</td>
<td>$32,335,552</td>
<td>$50,628,984</td>
</tr>
</tbody>
</table>
Countries Served

Argentina
Bangladesh
Belize
Bhutan
Bolivia
Cambodia
Cameroon
Central African Republic
China
Costa Rica
Democratic Republic of the Congo
Dominican Republic
Ecuador
El Salvador

Ethiopia
Fiji
Gambia
Georgia
Ghana
Guatemala
Guinea
Guyana
Haiti
Honduras
India
Jamaica
Jordan
Kazakhstan
Kenya

Kosovo
Lesotho
Liberia
Malawi
Mexico
Mongolia
Mozambique
Myanmar
Nepal
Nicaragua
Niger
Nigeria
Panama
Papua New Guinea
Peru

Philippines
Rwanda
Saint Lucia
Saint Vincent and the Grenadines
Senegal
Sierra Leone
South Africa
United Republic of Tanzania
Thailand
Uganda
Ukraine
United States of America
Vietnam
Zambia
Zimbabwe

Countries Served in 2017
Other Countries Served Since 1958

North America
Canada

South America
Bolivia
Brazil
Chile
Columbia
Paraguay
Uruguay
Venezuela

Caribbean
Antigua and Barbuda
Bahamas
Barbados
Cuba
Dominica
Grenada
St. Kitts and Nevis
Trinidad and Tobago

Middle East
Afghanistan
Egypt
Iraq
Israel
Lebanon
Palestine
Pakistan
Syria
Turkey

Europe
Albania
Bosnia and Herzegovina
Belarus
Bulgaria
Croatia
Czech Republic

Africa
Algeria
Angola
Benin
Botswana
Burundi
Chad

Asia
Armenia
Azerbaijan
Burma

Countries Served in 2017 Displayed in Purple
Countries Served Before 2017 Displayed in Light Purple

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

Cote d'Ivoire
Djibouti
Eritrea
Gabon
Lesotho
Libya
Madagascar
Mali
Morocco
Namibia
Republic of the Congo
Somalia
South Sudan
Sudan
Swaziland
Togo
Tunisia

East Timor
Indonesia
Japan
Kyrgyzstan
Laos
Malaysia
North Korea
South Korea
Sri Lanka
Taiwan
Tajikistan
Uzbekistan

Oceania
American Samoa
Kiribati
Mariana Islands
Samoa
Solomon Islands
Tonga
Major Gift-in-Kind Donors

Actavis Generics
Allegheny Health Network
Aurobindo Pharma USA, Inc.
Baylor Scott & White Health
Charlesbridge Publishing, Inc.
Cipla USA Inc
Community Health Clinic of Butler County
Franciscan Mission Warehouse
Geisinger Health System
Gleaning for the World
Heritage Valley Health System, Inc.
Inova Health System
Johns Hopkins Health System
KMA Remarketing Corporation
McGraw-Hill Education
MedStar Health
Mylan Pharmaceuticals, Inc.
Owens & Minor
Sarstedt AG & Co.
Seton Pharmaceuticals LLC
Teva Pharmaceutical Industries, Ltd.
University of Pittsburgh Medical Center
University of Maryland Medical Center
Upsher-Smith Laboratories, LLC
West-Ward Pharmaceuticals Corp.
Distributions & Donation Recipients
Value of Goods Distributed in 2017

#1
Food For
The Poor
$48,285,990

#2 Medical Benevolence Foundation - $17,172,669
#3 Healey International Relief Foundation - $5,631,465
#4 Childfund International - $5,560,643
#5 Centro Merdico San Benito Jose - $2,424,177
#6 Christian Health Association of Liberia - $1,690,109
#7 B’nai B’rith Argentina - $1,576,913
#8 Embajada de la Soberana Orden Militar de Malta - $1,558,837
#9 American Nicaraguan Foundation - $887,340
#10 International Orthodox Christian Charities - $876,739
Other - $8,713,850

Total
$94,378,732

Thank You for Your Financial Support*

Individuals and Estates
A`Delbert Bowen
Mary M. Clayton
Jerry & Bunny Daltorio
Roy & Susan Dorrance
Employees of UPMC
Janice O. Garlock
Matt Henderson
Patricia L. Henninger
Robert Hirt
John K. Hutchison
Estate of Laura E. Patchin
Estate of William T. Ratliff, Jr.
Marc Robertshaw
Andrew Seputis
Nancy J. Thomas
Richard T. Vangenewitt
Estate of Alexander Weilenmann
Abel Rajesh Yarrozu

Organizations/Foundations
Allegheny Foundation
Ayers Foundation
Benevity Community Impact Fund
Bethany Community
Brightree, LLC
The Buhl Foundation
The Jack Buncher Foundation
The Covalent Foundation
Covestro
Dayton Family Fund
Eden Hall Foundation
Fox Chapel Presbyterian Church
GE Foundation
Hawk Ridgeview Foundation
Highmark Blue Cross Blue Shield
Highmark Matching Gifts Program
Hilltop Baptist Church of Pittsburgh
Inova Health System
The Robert S. & Louise S. Kahn Foundation
Korina Koras Fund
La Roche College Rotoract Club
Laura E. Patchin
Charles H. & Annetta R. Masland Foundation
Minneapolis Jewish Federation
Network for Good
The O’Shea Family Foundation
PBH2
The Peirce Family Foundation
Pirates Charities
Richard King Mellon Foundation
Schneider Downs & Co., Inc.
Shear Family Foundation, Inc.
Everett D. and Geneva V. Sugarbaker Foundation
TD Ameritrade Clearing
Tippins Foundation

* - Cash donations of $5,500 and more
On August 17th, Hurricane Harvey made landfall in Texas, starting a string of natural disasters that inflicted billions of dollars of damage throughout the Gulf Coast and the Caribbean. Despite the significant damage dealt to infrastructure, BBF was able to connect with partners within the affected areas to establish a path for aid to start flowing to those areas. BBF sent medical and construction supplies, water and other basic humanitarian aid. As with all BBF efforts, this response relied on the philanthropic spirit of individuals and corporations alike. The outpouring of support from the public has been incredible to witness. From all of us at BBF, thank you for letting us pass your good will along!

BBF continues efforts to assist the medical community in Puerto Rico. Through medical and humanitarian shipments since Hurricanes Irma and Maria struck last fall, BBF has participated in an alliance of the willing, addressing many needs in Puerto Rico. Coordinated and supported by Pittsburgh-based organizations, this network has sent the equivalent of 51 shipping containers holding over one million pounds of relief supplies to the island. The Puerto Rican company Luis Garraton has cleared and processed 12 containers. Its dedicated team has worked tirelessly to get aid across the island to the areas of most need. Triple-S, a Puerto Rican affiliate of Blue Cross Blue Shield, has handled the distribution of medical items to more than 15 hospitals and clinic networks. Its medical staff has been able to match the available inventory with the facilities that need those specific items to ensure continuity of appropriate care for residents. The medical staff noted that the quality of the donated supplies coming from BBF was outstanding. In the first week of January, BBF President Luke Hingson, BBF Board Chair Phil Jones, BBF Advisory Trustee and President of the Pittsburgh Area Hispanic Chamber of Commerce Ron Alvarado and CBS News Affiliate and KDKA Radio Personality Robert Mangino visited Puerto Rico to review the work done to date and to best assess how BBF can be of assistance moving forward. (This report can be heard at http://bit.ly/2DRf4JN.) Plans are now in the works for the ongoing recovery and assistance across the island. BBF efforts will continue throughout 2018 to meet the needs of this community.

In 2017:

**BBF Medical Program**
717 tons of medical materials, including 1,376,832 units of medication shipped to 59 countries.

**BBF Education Program**
121.5 tons of educational materials, including 167,576 donated books shipped to eight countries.

**BBF Mission Trip Program**
343 medical mission trips supporting 53 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 60 years BBF has assisted people in 151 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 106,402 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 at 2.08% of the value of received donations.

**Staff**

**BBF - Pittsburgh**

President
Luke L. Hingson

Vice President, Finance
William Davis

Vice President, Development and Administration
Karen Dempsey

Chief Operating Officer
Ozzy Samad

Executive Director of Finance
Erik Ryan

Director of Pharmaceuticals & Medical Supplies Program
Kevin Meszaros

Director of Medical Missions and Organizational Initiatives
Sarah Boal

Director of Publications
Ryan Gindlesperger

Accounting and Inventory Clerk
Antonella Ferraro

Administrative Finance & 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
Bryn Mesko

Medical Supply Recovery Project Coordinator
Dylan Witt

Administrative Assistant
Carolyn Santora

Warehouse Manager
Robert Miller

Warehouse Assistants
Julian Mascilli
William Shaffer

Warehouse Assistant & Education Program Coordinator
Frank Seanez

**BBF - National Capital Area**

Executive Director
David Holdsworth

Director of Medical Supply Program
Thaddeus Adkins

Accounting & Warehouse Coordinator
Debbie Baucom

Mission Trip & Warehouse Coordinator
Dinita Thomas

Mission Trip Assistant
Kameron Myles

Warehouse Assistant & Volunteer Coordinator
Richard Goddard

Warehouse Assistant & Truck Driver
Rodney Merrill

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