SERVING THOSE WHO SERVE THE SICK

ANNUAL REPORT ON ACTIVITIES
FISCAL YEAR 2014

BLESSINGS INTERNATIONAL
MEDICINES FOR MISSIONS
2014: A YEAR OF SERVICE AND EXPANSION

2014 was a tremendous year for Blessings International! We could not have done it without the partnership of our many customers and donors. To each and every one of you who ordered medicine from us, or who gave financially so that we could in turn donate medicines to people in desperate circumstances, we offer a sincere and hearty “Thank You!”

As you read through this report, you will see that in our Fiscal Year 2014 (September 1, 2013 through August 31, 2014) we shipped a record amount of pharmaceuticals and medical supplies around the world. Most of these were obtained by international medical relief teams that traveled to 100 different nations.

In our last fiscal year (FY 2014), Blessings shipped over $4.3 million worth of medicine and medical supplies, with a Human Treatment Value (HTV) totaling just over 87 million medical treatments.

The FY 2014 HTV figure includes 81 million Daily Treatments and 6.2 million Curative Treatments, and represents an 11% increase over our previous fiscal year. A Daily Treatment is defined as medicines that are consumed on a “daily,” “continuing” or “as needed” basis and includes such items as analgesics, vitamins and/or pharmaceuticals for treating chronic diseases such as diabetes or hypertension. Curative Treatment is the term used to describe an entire course of pharmaceuticals that must be taken once, or over several days or weeks to reach a cure.

Additionally, in FY 2014 Blessings donated a significant amount of medicine and funding to help the poor and suffering around the world. This includes a World Malaria Day give-away of anti-malaria medicine which took place in April. Additionally, in the summer of 2014, we sent funding and medicine to help with the fight against Ebola in West Africa.

On pages 9-10 of this report, you can read more about the places all across the globe to which Blessings medicines were sent. In total, Blessings gifted $227,259 worth of medicine and funds to alleviate suffering and spread the Gospel of Jesus Christ around the world.

Thank you for your support of Blessings not only last year, but in the year ahead!

Yours in His service together,

Barry Ewy, PharmD, JD, MHA
Chief Executive Officer

FISCAL YEAR 2014 HIGHLIGHTS

3,980 TOTAL ORDERS

100 COUNTRIES

16.5% GROWTH OVER 2013

34% GROWTH OVER LAST 5 YEARS

“We always get the bulk of our medicine from Blessings, because there is always good selection, great dates and good service.”

Quote from a Blessings customer

Left: Blessings’ CEO Barry Ewy delivers donated medicine to Good Samaritan Health Services in Tulsa, Oklahoma. Below: Photos of medical missions teams treating patients and delivering medicine.
**HUMAN TREATMENT VALUE FOR ORDERS SHIPPED BY COUNTRY**

*As long as we continue to do medical missions, we will use Blessings.*

**HUMAN TREATMENT VALUE (or HTV)** is a term coined by Blessings International describing the value of a particular medicine to the patient. HTV takes into account whether the pharmaceutical is taken repeatedly for an ongoing condition, or is a single or multiple dosage needed to complete a full course of treatment. As you can see by the graph below, Blessings International is sending millions of treatments that are saving and improving the lives of people all across the world.

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**AFRICA**

- Botswana: 164,309 (0.17%)
- Burkina Faso: 115,907 (0.13%)
- Cameroon: 279,110 (0.30%)
- Central African Republic: 67,651 (0.08%)
- Chad: 26,085 (0.03%)
- Congo, Democratic Republic: 18,501 (0.02%)
- Cote d’Ivoire: 354,499 (0.41%)
- Egypt: 13,725 (0.02%)
- Ethiopia: 24,375 (0.03%)
- Ghana: 1,740,383 (2.00%)
- Guinea: 42,612 (0.05%)
- Kenya: 1,286,513 (1.48%)
- Lesotho: 76,029 (0.09%)
- Liberia: 62,672 (0.07%)
- Libya: 243,755 (0.28%)
- Madagascar: 152,481 (0.17%)
- Malawi: 308,904 (0.35%)
- Mauritania: 57,309 (0.07%)
- Morocco: 68,974 (0.08%)
- Mozambique: 75,956 (0.09%)
- Namibia: 24,375 (0.03%)
- Niger: 279,110 (0.30%)
- Nigeria: 1,740,383 (2.00%)
- Senegal: 191,958 (0.22%)
- Sierra Leone: 156,750 (0.18%)
- South Africa: 1,761,056 (2.02%)
- Sudan: 191,958 (0.22%)
- Swaziland: 7,975 (0.01%)
- Tanzania: 600,274 (0.69%)
- Togo: 308,602 (0.35%)
- Uganda: 604,700 (0.69%)
- Zambia: 681,562 (0.78%)
- Zimbabwe: 173,227 (0.20%)

**Subtotal**: 11,372,839 (13.05%)

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**ASIA & SOUTH PACIFIC**

- Armenia: 22,133 (0.03%)
- Bangladesh: 177,864 (0.00%)
- Cambodia: 820,547 (0.94%)
- China: 664,975 (0.75%)
- Guam: 16,050 (0.02%)
- India: 3,270,766 (3.70%)
- Indonesia: 664,975 (0.75%)
- Malaysia: 916,090 (1.06%)
- Marshall Islands: 30,784 (0.04%)
- Micronesia, Federal State: 14,454 (0.02%)
- Mongolia: 134,886 (0.15%)
- Papua New Guinea: 202,520 (0.23%)
- Philippines: 1,370,032 (1.59%)
- Samoa: 63,596 (0.07%)
- Singapore: 134,886 (0.15%)
- Thailand: 202,520 (0.23%)
- Vietnam: 3,064,812 (3.51%)

**Subtotal**: 4,404,812 (5.31%)

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**SOUTH AMERICA**

- Argentina: 317,260 (0.00%)
- Bolivia: 4,129,329 (4.85%)
- Brazil: 1,740,383 (2.02%)
- Colombia: 221,758 (0.25%)
- Ecuador: 2,619,705 (3.00%)
- Guyana: 2,000,000 (0.00%)
- Paraguay: 29,843 (0.03%)
- Peru: 2,076,327 (2.38%)
- Venezuela: 2,076,327 (2.38%)

**Subtotal**: 5,840,373 (6.71%)

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**CARIBBEAN**

- Cuba: 11,784 (0.00%)
- Dominican Republic: 63,322,547 (7.47%)
- Haiti: 17,894,871 (20.38%)
- Jamaica: 1,244,250 (1.45%)
- St. Lucia: 11,195 (0.01%)
- Trinidad and Tobago: 22,847 (0.03%)

**Subtotal**: 23,428,913 (27.11%)

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**EUROPE, RUSSIA & NEWLY INDEPENDENT STATES**

- Albania: 19,759 (0.00%)
- Bulgaria: 7,751 (0.01%)
- Greece: 9,386 (0.01%)
- Kazakhstan: 1,386 (0.00%)
- Kyrgyzstan: 10,922 (0.01%)
- Macedonia: 7,322 (0.01%)
- Moldova: 7,419 (0.00%)
- Romania: 563,279 (6.61%)
- Serbia and Montenegro: 7,000 (0.01%)
- Spain: 5,000 (0.01%)
- Turkmenistan: 8,006 (0.01%)
- Turkey: 1,008 (0.00%)
- Ukraine: 349,557 (0.40%)

**Subtotal**: 1,025,928 (1.18%)

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**CENTRAL AMERICA & MEXICO**

- Belize: 61,168 (0.07%)
- Costa Rica: 354,499 (0.41%)
- El Salvador: 1,222,664 (1.43%)
- Guatemala: 5,635,556 (6.63%)
- Haiti: 17,894,871 (20.38%)
- Jamaica: 1,244,250 (1.45%)
- Panama: 2,074,322 (2.38%)

**Subtotal**: 39,341,752 (45.14%)

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**MIDDLE EAST**

- Afghanistan: 8,500 (0.01%)
- Iran: 3,705,543 (4.23%)
- Turkey: 2,076,442 (2.38%)
- Yemen: 2,076,442 (2.38%)

**Subtotal**: 601,932 (0.69%)

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**NORTH AMERICA**

- Canada: 3,500 (0.00%)
- United States: 917,121 (1.05%)

**Subtotal**: 917,121 (1.05%)

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**GRAND TOTAL**: 87,162,683 (100%)

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**“Blessings is a blessing!!”**
Blessings International seeks to provide excellent stewardship of the resources we have been given. As evidenced by the increasing number of orders (as seen on the previous pages) and responsible spending, Blessings maintains a solid financial position. In total, during Fiscal Year 2014, Blessings provided $4,366,379 in pharmaceuticals, medical supplies and program support to international medical teams, health clinics and hospitals around the world.

**FISCAL YEAR 2014 REVENUE**

- **$170,787** Donor Contributions 3.7%
- **$2,071** Other Revenue <1%
- **$29,263** Investment Revenue <1%
- **$4,366,379** Program Service Revenue 94%
- **TOTAL $4,568,590**

Blessings International strives to keep its operational costs low. This enables Blessings to use 100% of funds donated to the ministry for benevolence projects. Throughout the last fiscal year, Blessings provided more than $225,000 worth of medicines and financial support to areas where the medical needs were greatest.

Blessings International would like to thank all of those who ordered pharmaceuticals and medical supplies and those who made donations over the course of the last year. Through your partnership and support, much-needed medicine was provided to the less fortunate and those suffering from disasters.

**FISCAL YEAR 2014 EXPENSES**

- **$342,206** Management & General 8%
- **$45,674** Fundraising Expenses 1%
- **$1,071,883** Program Service Expenses 26%
- **$2,450,431** Medicine and Gifts 65%
- **TOTAL $4,110,194**

Important note: Graphs are based on an independent auditor’s report submitted on IRS Form 990.

Financial Highlights:

- **$4,366,379** in total spent during Fiscal Year 2014.
- **100%** of funds donated used for benevolence projects.

**PRODUCTION DEPARTMENT**

In 2014, Blessings shipped over 240,000 pounds of medicine and supplies! That includes many products that were bottled, labeled or packaged by our own Import-for-Export Production Department. For Blessings’ Production Department, 2014 was a record year.

- **77,621** items packaged (including items bottled, labeled, boxed or bagged)
- **97** different products
- **76** pharmaceuticals
- **21** non-pharmaceutical products.

The non-pharmaceutical medical supplies include such items as reading glasses, sutures and syringes.

(Note: The pharmaceutical products figure includes different dosages of the same drug. Additionally, the total number listed here does not include the total number of products shipped, only the total number of products which were manipulated by our Production Department.)
CUSTOMER SATISFACTION SURVEY

Each year, Blessings International services around 3,000 medical missions teams, clinics or hospitals. In 2014, Blessings conducted its first-ever Customer Satisfaction Survey. Over a three-month period, Blessings asked all customers who ordered products with us to rate their experience. Here are some of the results of the survey:

98.8% Reported being **very satisfied** with Blessings International.

98.8% Reported they found Blessings **very convenient**.

100% Reported being **very satisfied with Blessings’ responsiveness and professionalism**.

98.9% Reported that they were **very likely to continue ordering pharmaceuticals and medical supplies from Blessings**.

96.6% Stated that they were **very likely to recommend Blessings International** to others.

98.8% Reported being **very satisfied** with Blessings.

98.8% Reported they found Blessings **very convenient**.

100% Reported being **very satisfied with Blessings’ responsiveness and professionalism**.

98.9% Reported that they were **very likely to continue ordering pharmaceuticals and medical supplies from Blessings**.

96.6% Stated that they were **very likely to recommend Blessings International** to others.

“**I put in a late order and it was processed very quickly. I was notified almost immediately that they could accommodate me at a very late date.**”

BENEVOLENCE PROGRAMS

During Fiscal Year 2014, Blessings donated over $225,000 in pharmaceuticals, medical supplies and cash grants.

Blessings seeks and receives financial donations to provide discounted or free medicines to deserving and qualifying organizations around the world. In the last year, Blessings provided medicines or funds to many ministries in different parts of the world, including:

After two years of trying, Blessings was able to send two pallets of medicines to the Ukarumpa Medical Clinic in Papua New Guinea (PNG). This clinic serves 450 missionaries at the Wycliffe Summer Institute of Linguistics, as well as Papua New Guineans living in the area. After receiving the medicines, the clinic director Dr. Carl Luther wrote, “We now have many medications that were so hard to obtain and not provided by the PNG government. If we purchased these medications in-country there was no guarantee that the medications were authentic and the price of the medications was many times out of reach for our PNG patients. We now have the blessings of reliable and available medications. Let us praise the Lord together as we thank you for your part in this wonderful gift, the many donors who have been delayed in receiving thanks and the answered prayers to allow us to once again obtain low cost medications for the people we treat.”

In the summer of 2014, Blessings successfully concluded a four-year project to provide malaria and tuberculosis (TB) testing and treatment to the remote Putao region in the far north of Myanmar, not far from the Himalayan Mountains. During its four years of operation, the program grew to include three medical clinics, one traveling clinic and one TB in-patient isolation treatment center. The project employed a full-time doctor, lab technicians, direct observation treatment officers and several support staff. In total, the local staff treated 400 TB patients (each taking about 6 months to treat). The Blessings team also tested more than 8,000 people for malaria, successfully treating just over 4,000 of them. Additionally, around 5,000 people a year received general medical care at the clinics for everything from broken bones and major burns to minor injuries and illnesses.
Blessings provided free medicines to 17 different teams traveling to the Philippines to help with the aftermath of Typhoon Haiyan that killed more than 7,000 people in early November, 2013. Donations from the Emergency Disaster Relief fund were also used in other emergency situations.

Blessings seeks to support health clinics in the United States that are providing medical aid to the underserved and those who cannot afford healthcare elsewhere. Blessings regularly subsidizes orders for U.S. clinics and provides free medicines when possible.

Blessings is honored to be able to provide medicines to a wide variety of missions. Medicines were provided to groups going to Southern Sudan, China, Belize, Guatemala, Haiti and many additional nations. Blessings also provided anti-malaria medicines to 34 different organizations working in Africa.

Al Qaeda and ISIS terrorists have devastated towns in Iraq and Syria over the last two years. Millions of refugees have fled fighting in Syria to neighboring nations, including many thousands which have flooded into the Kurdish areas of northern Iraq. Blessings has been honored to provide medicines to several medical teams traveling into the Kurdish areas to provide free medical treatment to these refugees. We will continue to provide medicine and support to teams traveling to this area in 2015 to help people survive this man-made catastrophe.

In 2014, Blessings International provided a grant of $15,000 to help a Wesleyan hospital in Sierra Leone purchase protective gowns, masks and gloves to help combat Ebola. Additionally, Blessings sent funds to help Christian medical clinics in Pakistan, ministries in Thailand and a hospital in Malawi; to support a Christian veterinary ministry in Mongolia; to fund a doctors’ training course in a Middle Eastern nation; and to aid many more small but important projects.
WORDS OF THANKS FROM THOSE WHO SERVE

ALL QUOTES DIRECT FROM A 2014 SURVEY OF BLESSINGS INTERNATIONAL'S CUSTOMERS

“It is so wonderful to have medicines for others in need, in amounts that will last at a reasonable price.”

“I am extremely satisfied with the excellent service your organization provides.”

“Your unquestionably awesome service is so needed to make serving others more possible.”

“The whole process was so wonderful, I hate to say anything except, ‘wow,’ and ‘thank you.’ We have used Blessings for all of our mission trips to Honduras. We have found the service and the cost of supplies to be better than other places we have used.”

For more information or to order medicine, go to:
www.blessing.org

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