



**CHALLENGES  
+ BLESSINGS**



## CHALLENGES AND BLESSINGS

What a year! For Blessings International, fiscal year 2020 (September 1, 2019 – August 31, 2020) was a time of both challenges and blessings. It is by the grace of God that our non-profit has been able to navigate the challenges of the pandemic, and it is also by God's grace that we've been blessed to be a blessing at such a time as this.

For our entire world, the pandemic has brought uncertainty, difficulty, and tumult. Who hasn't been impacted, both personally and professionally? As borders began to close in March and there was a massive halt to international medical missions, we adjusted our focus, asking ourselves, "How can we best help a hurting world at this time?"

***"The LORD is my strength  
and my defense; he has  
become my salvation.  
He is my God, and I will  
praise him..."***

Exodus 15:2

Our answer was two-fold. First, Blessings International's top priority was to offer free shipping on direct export orders over \$1,500. This was our main way of providing for foreign clinics and hospitals who had no one coming to resupply them, often in countries where medications were nearly impossible to resupply. It also helped our partners financially at a time of great uncertainty.

Second, we were able to serve United States clinics more than we ever have, especially by providing personal protective equipment (PPE) and much-needed medications. Because many Americans lost their medical insurance due to unemployment, the need for charitable clinics soared. Blessings International has been there to supply the medications and PPE that many individuals rely on. Even though demand for PPE is high and supply is low, we have stayed committed to offering these valuable items as cost-effectively as possible, even giving away PPE when sourcing allowed.

Between September 2019 and August 2020, we were able to reach an estimated 5.2 million people in 94 countries. Due to the effects of the pandemic, that number is smaller than it has been in recent years, but we are exceedingly thankful for every person to whom we were able to provide hope and healing. For these individuals, a difficult year was made a little better, an uncertainty was overcome, and a morsel of hope and love entered their lives. If we were able to offer that for only one person last year, it all would have been worth it.

As we look ahead, knowing what God has already brought us through fills us with trust and resolve, and we continue forward, following Him and His direction for Blessings International.

Yours together in His service,



**Barry Ewy, PharmD, JD, MHA**  
Chief Executive Officer

# HUMAN TREATMENT VALUE FOR MEDICINES SHIPPED

In fiscal year 2020, the human treatment value (HTV) of the medicines we shipped was **74,368,072**! That is over **74 million** courses of medicine and vitamins Blessings International shipped to medical teams, clinics, and hospitals to 94 nations, including the United States. The chart on the opposite page details exactly how many dosages went to each country. (It should be noted that some countries were sent only medical supplies and personal protective equipment [PPE]. Because these items are not assigned a human treatment value, they have been marked PPE.)

HTV is our measurement for the number of lives affected by a product ordered through Blessings International. It is measured by totaling the number of medicines shipped that fall into one of two categories: curative treatments and treatment days.



**Curative treatments** are defined as one full dosage of a treatment, regardless of how many individual pills/tablets/injections are required. For example, one course of antibiotics to treat an infection may require multiple tablets given to a patient over multiple days, but for HTV accounting purposes, it will only be counted as one treatment. Curative treatments include items such as antibiotics and anti-malarials.



**Treatment days** are defined by the number of days a medicine is used. Total treatment days are the number of pharmaceutical dosages that are used to treat acute or chronic issues (including items such as analgesics, vitamins, antihypertensives, etc.) For example, if Blessings ships a bottle of 500 vitamins and someone takes one multi-vitamin per day, that bottle will equal 500 treatment days.

Out of FY 2020's total human treatment value, **2,834,474** were curative treatments and **71,533,598** were treatment days. With the medicines Blessings International shipped in FY 2020, an estimated **5,218,927** people were treated!

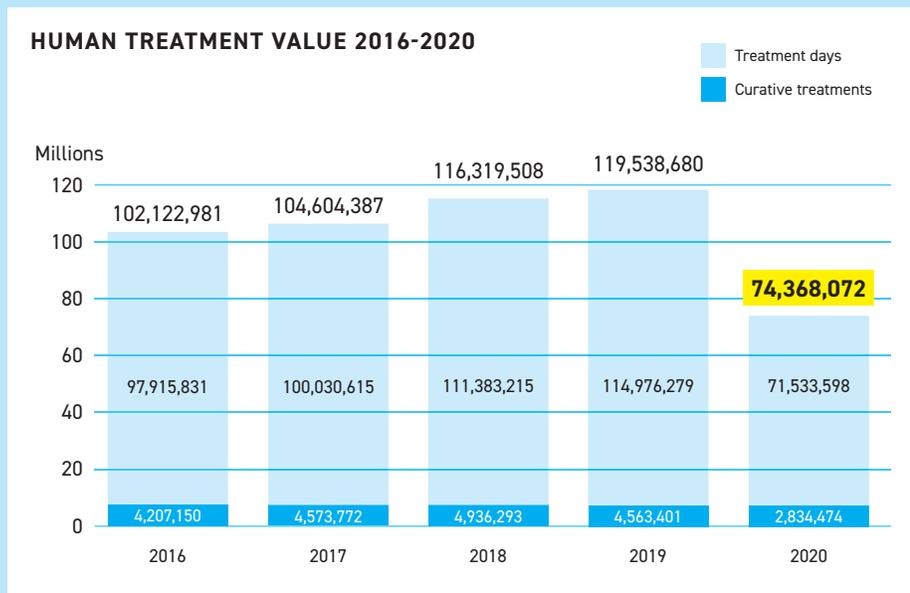


A Blessings International export order arriving in Haiti. Photo courtesy of Hope for Haiti.

2.8  
MILLION  
CURATIVE  
TREATMENTS

71.5  
MILLION  
TREATMENT  
DAYS

5.2  
MILLION  
PEOPLE  
TREATED



# HUMAN TREATMENT VALUE FOR ORDERS SHIPPED BY COUNTRY

	HTV	%
<b>CARIBBEAN &amp; CENTRAL AMERICA</b>		
Bahamas	346,619	0.47%
Belize	1,271,129	1.71%
Costa Rica	458,550	0.62%
Cuba	491,774	0.66%
Dominica	19,499	<.1%
Dominican Republic	5,499,934	7.40%
El Salvador	1,688,749	2.27%
Guatemala	8,896,656	11.96%
Haiti	10,988,776	14.78%
Honduras	16,674,179	22.42%
Jamaica	1,795,750	2.41%
Nicaragua	1,439,061	1.94%
Panama	1,119,232	1.50%
Trinidad and Tobago	17,022	<.1%
Turks and Caicos Islands	80,030	0.11%
<b>Subtotal</b>	<b>50,786,960</b>	<b>68.29%</b>

	HTV	%
<b>EAST ASIA &amp; PACIFIC</b>		
British Indian Ocean Territory	63,040	<.1%
Cambodia	1,013,026	1.36%
China	76,693	0.10%
Fiji	79,626	0.11%
Hong Kong	PPE*	<.1%
Indonesia	35,000	<.1%
Marshall Islands	13,336	<.1%
Micronesia, Federal State of	8,010	<.1%
Myanmar	744,292	1.00%
Papua New Guinea	251,445	0.34%
Philippines	1,109,736	1.49%
Pitcairn Island	6,079	<.1%
Thailand	65,151	<.1%
Tonga	1,000	<.1%
Vietnam	95,998	0.13%
<b>Subtotal</b>	<b>3,562,432</b>	<b>4.79%</b>

	HTV	%
<b>EUROPE</b>		
Bosnia and Herzegovina	14,052	<.1%
Bulgaria	11,085	<.1%
Greece	119,427	0.16%
Italy	4,980	<.1%
Romania	34,002	<.1%
Spain	11,618	<.1%
<b>Subtotal</b>	<b>195,164</b>	<b>0.26%</b>

	HTV	%
<b>MIDDLE EAST AND NORTH AFRICA</b>		
Egypt	70,094	<.1%
Iraq	64,293	<.1%
Israel	81,527	0.11%
Jordan	62,311	<.1%
Lebanon	188,512	0.25%
Morocco	25,342	<.1%
<b>Subtotal:</b>	<b>492,079</b>	<b>0.66%</b>

	HTV	%
<b>NORTH AMERICA (NOT U.S.)</b>		
Mexico	1,267,868	1.70%
<b>Subtotal</b>	<b>1,267,868</b>	<b>1.70%</b>

	HTV	%
<b>RUSSIA AND INDEPENDENT STATES</b>		
Kazakhstan	17,519	<.1%
Kyrgyzstan	10,200	<.1%
Ukraine	160,906	0.22%
<b>Subtotal</b>	<b>188,625</b>	<b>0.25%</b>

	HTV	%
<b>SOUTH AMERICA</b>		
Bolivia	47,749	<.1%
Brazil	227,117	0.31%
Chile	16,011	<.1%
Colombia	352,114	0.47%
Ecuador	1,023,857	1.38%
Guyana	175,400	0.24%
Paraguay	52,081	<.1%
Peru	967,909	1.30%
Suriname	113	<.1%
Venezuela	3,340,173	4.49%
<b>Subtotal</b>	<b>6,202,524</b>	<b>8.34%</b>

	HTV	%
<b>SOUTH ASIA</b>		
Afghanistan	27,125	<.1%
Bangladesh	71,271	<.1%
India	231,676	0.31%
Nepal	144,324	0.19%
<b>Subtotal</b>	<b>1,003,631</b>	<b>0.64%</b>

	HTV	%
<b>SUB-SAHARAN AFRICA</b>		
Angola	62,621	<.1%
Benin	470,903	0.63%
Burundi	96,586	0.13%
Cameroon	78,919	0.11%
Cape Verde	27,628	<.1%
Central African Republic	215,028	0.29%
Congo, Republic of	285,533	0.38%
Congo, Democratic Republic	219,559	0.30%
Cote d'Ivoire	472,913	0.64%
Ethiopia	327,669	0.44%
Gambia	65,814	<.1%
Ghana	948,874	1.28%
Kenya	528,653	0.71%
Lesotho	PPE*	<.1%
Liberia	245,165	0.33%
Malawi	213,027	0.29%
Mali	14,078	<.1%
Mauritania	34,782	<.1%
Mozambique	PPE*	<.1%
Namibia	77,325	0.10%
Niger	1,185,726	1.59%
Nigeria	2,137,224	2.87%
Rwanda	PPE*	<.1%
Senegal	184,153	0.25%
Sierra Leone	271,613	0.37%
South Sudan	103,476	0.14%
Tanzania	419,448	0.56%
Togo	300,343	0.40%
Uganda	347,038	0.47%
Zambia	608,683	0.82%
Zimbabwe	70,493	<.1%
<b>Subtotal</b>	<b>10,013,274</b>	<b>13.48%</b>

	HTV	%
<b>U.S.A.</b>		
Puerto Rico	74,677	0.10%
United States	1,086,603	0.41%
US Virgin Islands	23,470	0.07%
<b>Subtotal:</b>	<b>1,184,750</b>	<b>1.59%</b>

	HTV	%
<b>GRAND TOTAL</b>	<b>74,368,072</b>	<b>100%</b>

\*HTV measures only medicines and vitamins, and as such, FY 2020's figures do not reflect shipments of medical supplies, including personal protective equipment (PPE).

# FINANCIAL REPORT

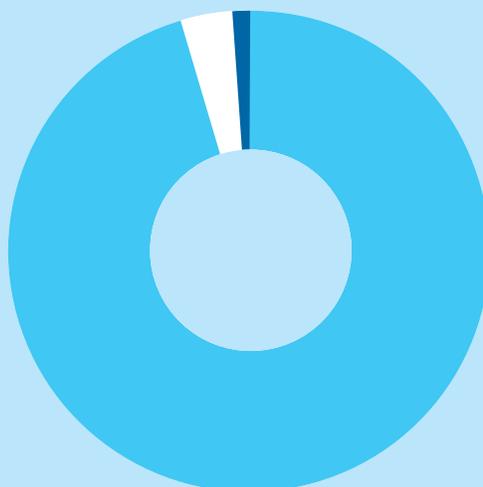


International Medical Response team members delivering PPE in New York City. Photo courtesy of International Medical Response.

Because Blessings International’s operations rely heavily on international travel, the latter half of our fiscal year was financially unprecedented due to the effects of travel restrictions, shut downs, and quarantine constraints. Despite the financial difficulties of 2020, Blessings continued to utilize 100% of every donated dollar to support benevolence projects (detailed on pages 8 through 10).

Because transparent integrity is one of our core values, we are open and honest in our operations, transactions, and dealings, from our finances to our communications. Blessings International undergoes a financial audit each year by an independent public accounting firm. This independent auditor also prepares our IRS Form 990, which the graphs below are based upon. (Financial reports are available on our website at [www.blessing.org/transparency](http://www.blessing.org/transparency))

## BLESSINGS INTERNATIONAL FISCAL YEAR 2020 FINANCIAL SNAPSHOT



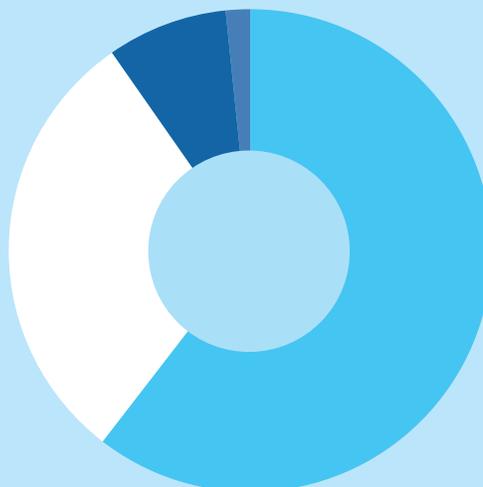
### SUPPORT & REVENUE

- + Program Service Revenue  
\$3,185,215 **91.64%**
- + Donor Contributions  
\$192,283 **5.53%**
- + Investment & Other Revenue  
\$98,335 **2.83%**

**Total \$3,475,833**



The Evangelical Council of Financial Accountability accredits its members and holds them to high standards of accountability with respect to governance, financial management, and stewardship/fundraising practices. Blessings International is proud to have achieved these standards and has been a member of ECFA since March of 1990.



### EXPENSES

- + Medicine & Gifts  
\$2,394,484 **59.44%**
- + Program Service Expenses  
\$1,216,512 **30.20%**
- + Management & General  
\$344,081 **8.54%**
- + Fundraising Expenses  
\$73,345 **1.82%**

**Total \$4,028,422**

# PRODUCTION REPORT

Blessings International's production department is responsible for rebottling, repackaging, and relabeling items that we purchase directly from manufacturers and other pharmaceutical entities both in the United States and abroad. Blessings is licensed by the US Food and Drug Administration as a repackager and is authorized to import medicine and medical supplies for exportation.

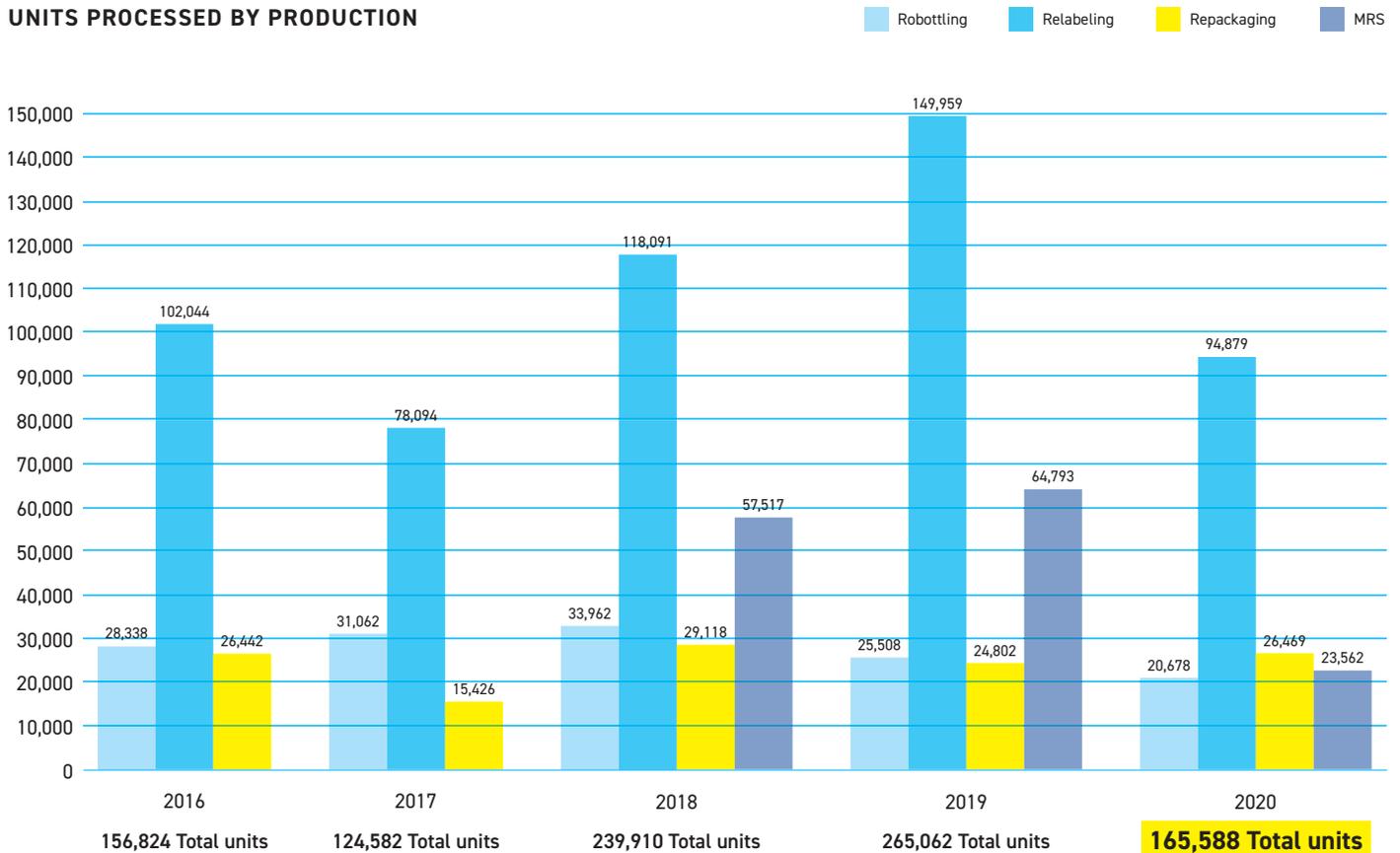
The production team had the opportunity to introduce and package two new products this year: first aid kits and Blessings Care Kits (a set of healthcare and hygiene products intended to meet the urgent needs of anyone displaced due to natural disasters, etc.) Also, to repack bulk items, the department was able to explore ways to incorporate a heat shrink-wrapper machine. With the machine, packaging costs have been reduced.

Toward the end of the fiscal year, the production department added QR barcodes on all labels to assist Blessings' inventory tracking and order processing. And in FY 2020, our medication repackaging service (MRS) reached a new milestone by attaining two-year beyond-use dating for all the medicines and vitamins we repack through this service.



Blessings' production team, Angela and Andrew

## UNITS PROCESSED BY PRODUCTION



## BENEVOLENCE PROJECTS

### COVID-19 Relief

**\$19,169**



Providing PPE in New York City. Photo courtesy of International Medical Response.

As COVID-19 began to spread in early 2020, Blessings International stepped in to aid in the fight. Though international travel halted, Blessings International pivoted to adapt. Focusing mainly on exporting personal protective equipment (PPE) and medicines to frontlines worldwide, Blessings equipped local healthcare workers with crucial supplies in countries such as China, Haiti, Niger, Zimbabwe, Burundi, and Venezuela, to name a few.

Blessings International also stepped up to prioritize US clinics in the fight on the home front. We gifted many facilities across the United States the PPE and medicines necessary not just for affected patients, but to replenish the resource drain many clinics experienced as a result of economic financial strain. Blessings is proud to have eased some of the suffering experienced during such an uncertain and unprecedented time.

### Haiti Orphanage Medical Support (HOMS)

**\$43,800**



Photo courtesy of HOMS director, Debi Lammert, APRN-CNS.

The HOMS program was developed to provide consistent, standardized, and quality medical care to orphanages in Haiti, and in FY 2020, HOMS helped over 930 orphans in 19 Haitian orphanages. The program provides basic medical care for maladies such as vitamin deficiency, skin infection, malaria, and other ailments in the impoverished nation of Haiti. HOMS collects data on the children, monitoring the orphanages to ensure they provide a sufficient level of care for each child.

Blessings International is proud to continue to support these Haitian children in their development and growth. Since the inception of the HOMS project, nearly 1,000 Haitian children have directly benefited from evaluation, care, treatment, medicine, and vitamins. In a country that has had to endure repeated tragedy and loss, the HOMS project represents hope, love, and compassion.

***"You are truly a blessing for groups like us who are trying to make a difference in these countries of need."***

Mike DeLitta, Beyond the Walls

## Emergency Disaster Relief

**\$17,815**

Blessings International continues its commitment to supply response teams with vitally important medicines needed for the acute recovery phase following natural disasters in developing nations and in the United States. This fiscal year's disaster relief efforts included provision following events such as the devastating Hurricane Dorian in the Bahamas in September 2019; the earthquake in Puerto Rico in January 2020; and the blast in Beirut, Lebanon in August 2020.

Additionally, many teams responded to the significant need in Venezuela, a country where the people have endured much hardship in recent years. Much-needed medical relief was provided for over 242,936 Venezuelans in FY 2020.



Abaco, Bahamas, after Hurricane Dorian. Photo courtesy of First Baptist Church, Orange Beach, AL.

## Clinic Expansion, Collaborative Relief Efforts, and Ministry Support

**\$173,379**

An adequate facility and properly trained staff with appropriate equipment are critical components to saving and improving lives. This fiscal year, Blessings International provided support for adequate facilities and appropriate equipment for clinics in Honduras, South Sudan, and Liberia through our Bless the Nations Grant.

The EPC Clinic in Yei, South Sudan, expressed deepest gratitude to Blessings International for medicines donated as a result of the grant. Blessings provided the clinic's most critical primary care medicines, including the five most-requested medications at the time of their most urgent need. This enabled EPC Clinic to confidently continue their mission: "We treat, God heals."

Blessings also provided funding for doctors to participate in Christian residency programs located overseas, as well as assistance for ongoing missionary support. Furthermore, we collaborated with several organizations, supplying pharmaceuticals, vitamins, and medical supplies for relief and development efforts in developing nations with infrastructure challenges that struggle to improve basic medical services. In countries such as Haiti, Guatemala, and many others, collaborative efforts led to more people receiving life-saving medicine.

Lastly, Blessings International links arms with local ministries that we feel complement our vision or are likewise working to fulfill the Great Commission. Whether monetarily or otherwise, Blessings International proudly supports these ministries to further their work for the Lord.



Receiving medicines from Blessings, Oct. 2019. Photo courtesy of EPC Health Clinic in Yei, South Sudan.

## Malaria

**\$9,721**



John being treated for malaria. Photo courtesy of Medical Servants International.

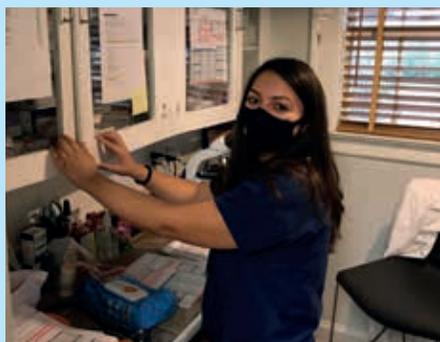
Malaria is one of the deadliest diseases on earth and the third-largest killer of children globally. Out of the 409,000 malaria-related deaths worldwide in 2019, 274,000 (67%) were children under the age of five. There are currently almost 3.2 billion people at risk of contracting malaria, with an estimated 229 million individuals having contracted it worldwide during 2019. For those living in sub-Saharan Africa, the stakes are highest. This area accounted for 94% of all new cases of malaria contraction and 95% of all malaria deaths in 2019.

Dr. Jane Anderson, who traveled to Malawi with Medical Servants International (in conjunction with Project Heart to Heart), recalls nine-year-old John who arrived at their clinic, too sick to attend school and too weak to stand. He tested positive for malaria, and because the medical team had the proper antimalarial medicines on hand, he received the appropriate treatment to recover.

Despite the global switch to focus on COVID-19, Blessings International still made it a priority to donate antimalarial medicine to treat 5,213 people in 38 countries in order to help make a difference. We are grateful to be able to help save precious lives from the devastation of malaria.

## USA Clinic Support

**\$50,070**



A clinic day at a US charitable clinic, September 2020. Photo courtesy of Grace Village Medical Clinic, Clarkston, GA.

While "International" is a part of our name, we recognize there are many people hurting and in need here in the United States. This program supplies medicine for non-profit and church-based clinics in the USA. This past fiscal year, in addition to work done through our COVID-19 Relief for USA Clinics fund, Blessings worked with 139 charitable US-based clinics that provide care and treatment to those who are underserved or cannot afford healthcare. The program also works with pregnancy clinics to provide prenatal tablets and maternal care. Through donations, Blessings is able to provide free or heavily subsidized medicines to these clinics.

Through this program, Blessings International is committed to helping the poor and underserved of our nation. Blessings will continue to help the many US clinics working to fill the urgent need of providing medical care to the least fortunate among us.

***"Thank you for your commitment to serving this world."***

Taylor Oberg, Project C.U.R.E.

## BLESSINGS INTERNATIONAL BOARD OF TRUSTEES

As our employees and board members seek to heal the hurting, build healthy communities, and transform lives in Jesus' name, we know none of our work would be possible without the Lord's blessing and without the partnership of our customers and donors. Thank you to everyone who prays, donates, orders, and places our products into the hands of those who need them most! **We are blessed to serve you and to serve alongside you.**



**Donald Tredway, MD, PhD**  
*Chair*  
Physician



**Clay Powell, MD**  
*Vice-chair*  
Physician



**Mike Smith, EA**  
*Treasurer*  
Tax Accountant



**Chisoo Choi, MD**  
*Corporate Secretary*  
Physician



**Karen Carmichael-Lorenz, Esq.**  
*Trustee*  
Trust Attorney



**Barry Ewy, PharmD, JD, MHA**  
*Trustee*  
CEO, Blessings International



**Geof Jackson**  
*Trustee*  
Pastor

## BLESSINGS INTERNATIONAL CORE VALUES

**Christ Centered** – We desire to share the love and compassion of Jesus Christ with all those we serve, whether serving our customers, co-workers, vendors or donors.

**Customer Focused** – We desire for our customers to have an excellent experience working with our ministry through each and every encounter.

**Quality Driven** – We aim to provide high quality products to the right customer at the right time, every time.

**Transparent Integrity** – From our finances to our communication, we will be open and honest in our operations, transactions and dealings.

**Donor Appreciation** – We are grateful to those who support our ministry through gifts and prayer and will use all gifts in a responsible manner to benefit persons around the world in need.

**Celebrate Success** – We will celebrate the successes and milestones of our ministry, each other, and our lives.





THE VISION OF BLESSINGS INTERNATIONAL IS TO HEAL THE HURTING GLOBALLY AND LOCALLY BY PROVIDING LIFE-SAVING PHARMACEUTICALS, VITAMINS, AND MEDICAL SUPPLIES TO MEDICAL MISSION TEAMS, CLINICS, AND HOSPITALS; TO BUILD HEALTHY COMMUNITIES BY TREATING THE POOR AND VICTIMS OF ENDEMIC MEDICAL PROBLEMS, OUTBREAKS OF DISEASE, OR OVERWHELMING DISASTERS; AND TO TRANSFORM LIVES BY ACTIVELY DEMONSTRATING THE LOVE AND COMPASSION OF JESUS CHRIST.

If you would like to place an order or donate to our ministry, please go to [www.blessing.org](http://www.blessing.org)



**BLESSINGS INTERNATIONAL**

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