

2017 Annual Report

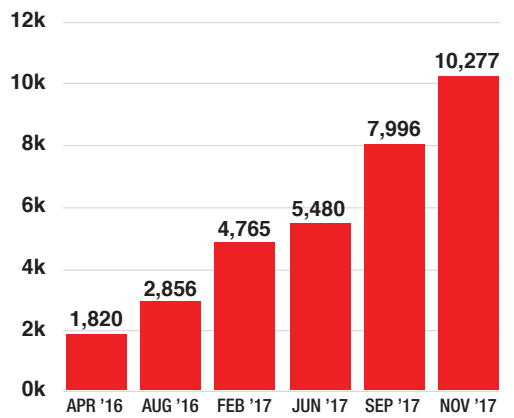
Bulamu shifted its fiscal year-end from July 31 to December 31, 2017. For simplicity, this report will compare results for calendar years 2017 and 2016.

Bulamu Healthcare

Bulamu provided free, high quality healthcare at four weeklong medical camps in Uganda in 2017, up from two the previous year. The Bulamu brand continues to gain recognition, as reflected in the steady increase in attendance at the six camps we have operated since our first one in April 2016.

In January 2017, we opened the Bulamu Women's Health Clinic in a joint venture with the government-operated Mbarara Regional Referral Hospital. Cervical cancer is the leading cause of cancer deaths among Ugandan women, which is tragic because it is so often preventable with the routine screening we are providing. At our weeklong camps and walk-in clinic, we screened 7,296 women for cervical cancer in 2017, with 5.5% testing positive and getting treatment.

Patients Treated Per Camp



Bulamu's Service Delivery Model. We employed 626 Ugandan medical professionals and support personnel in 2017, paying them on a per diem basis. The doctors and nurses were trained in Western medicine at the country's medical and nursing schools. Our camps attract them from throughout the country because they will use their skills to help a multitude of patients, and be paid at the end of camp. This is the most cost-effective model we have found for getting patients in front of a doctor. As the number of patients has increased, our cost per patient treated has steadily declined.

Bulamu Cost Per Patient Treated, 2016 and 2017

Service Delivery Model	Patients Treated		Cost Per Patient Treated	
	2016	2017	2016	2017
Weeklong Medical Camps	4,676	28,518	\$8.06	\$4.62
Women's Health Clinic, Mbarara	0	5,822	N/A	\$3.39
Total Patients Treated	4,676	34,340	\$8.06	\$4.41

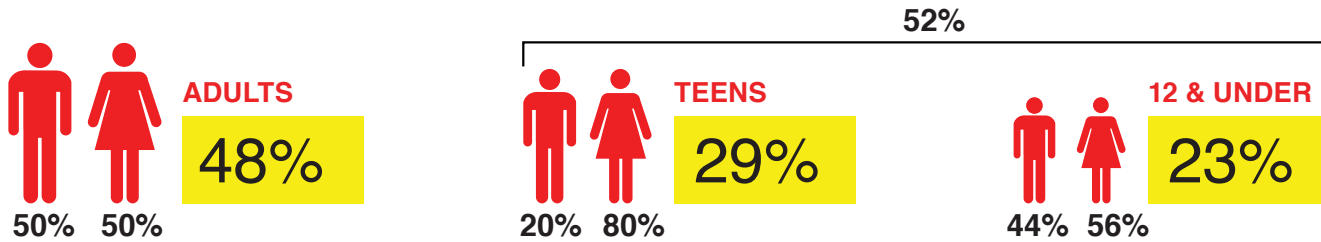
At the November 2017 medical camp in Arua, the Regional District Commissioner awarded Bulamu Healthcare with a **Certificate of Appreciation** for our contribution to the welfare of the Ugandan people.

Bulamu's Patient Impact. Why do 10,000 people travel up to 50 miles to attend a Bulamu weeklong medical camp? We've concluded there are three primary reasons:

- **One-stop healthcare.** They can access a full range of health services: general medicine, outpatient surgery, immunizations, HIV and cancer testing, dental care, optical care, free antibiotics, public health workshops, free mosquito nets, and spiritual counseling for those in emotional pain.
- **Quality of care.** They will receive high quality services in a caring, patient-centered way.
- **Reliability.** They know they will not be turned away without getting the treatment and medications they need.

Our typical patient demographics show an emphasis on women and children:

- Children and teens 17 & under account for 52% of all patients.
- Of the 29% who are teens, 80% are girls!
- Of the 23% who are children 12 and under, 56% are girls.
- Of the 48% of attendees who are adults, including many elderly, 50% are male and 50% female.



We've concluded that mothers are bringing their daughters in large numbers partly because they have heard about our workshops, conducted by Peace Corps volunteers, on female anatomy and how to make reusable feminine hygiene kits. This table shows the most common medical diagnoses that doctors found in treating camp attendees, many of whom were seeing a doctor for the first time.

Arua Camp: Most Common Medical Diagnoses			
Rank	Diagnosis	Cases	%
1	Genitourinary Tract Infections	1,816	17.7%
2	Upper Respiratory Tract Disorders	1,321	12.9%
3	GI Tract Infections/Worms	1,202	11.7%
4	Dental Problems	821	8.0%
5	Eye Infections	618	6.0%
6	Malaria	547	5.3%
7	Vision Defects	431	4.2%
8	Generalized Pain	386	3.8%
9	Skin Infections/Disorders	372	3.6%
10	Sexually Transmitted Infections	325	3.2%
11	Lower Respiratory Tract Infections	321	3.1%
12	ENT Infections/Allergies	312	3.0%
13	Malnutrition & Dehydration	204	2.0%
	Subtotal	8,676	84.4%
	All Other Diagnoses	1,601	15.6%
	Total Patients	10,277	100.0%

Besides treating illnesses, Bulamu also provides important public health services. In 2017, we:

- **Screened 6,520 patients for HIV**, of whom 4.3% tested positive;
- **Immunized 1,998 children** against infectious diseases;
- Performed **387 outpatient surgeries**;
- Safely **delivered 63 babies**;
- Dispensed **1,000 free pairs of glasses**;
- Distributed over **2,000 free mosquito nets** provided by USAID.

Bulamu Healthcare Financial Highlights, 2017

- **Revenues in 2017 increased 77%** to \$182,255, with 99% coming from individual donors.
- Of total expenses, **88% funded patient treatment and support services** in Uganda, while 12% went to administration and fundraising in the U.S.

Bulamu Healthcare International Statement of Activities

FYE December 31, 2016 & 2017

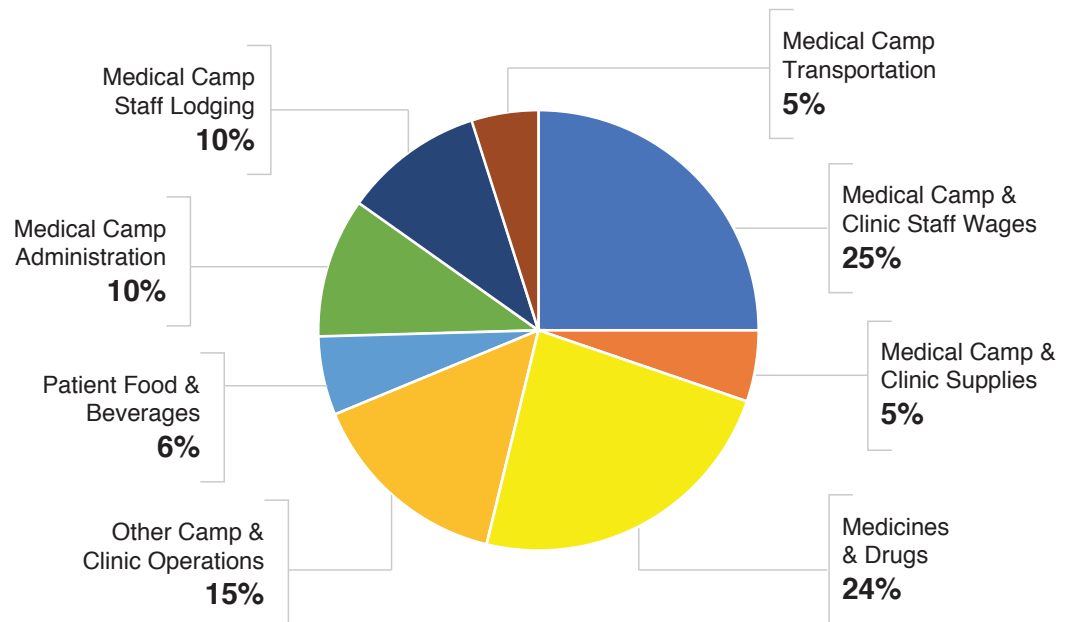
	2016	2017
Revenues		
Contributions	103,145	181,554
Interest Earned	0	83
Other Income	0	618
Total Revenues	103,145	182,255
Program Expense (Uganda)		
Patient Treatment	25,777	112,721
Program Services	11,663	38,721
Other Income	0	618
Total Program Expense	37,440	151,442
Support Services (U.S.)		
Administration	901	19,013
Fundraising/Marketing	0	2,213
Total Support Services	901	19,013
Total Expense	38,342	172,669
Change in Net Assets	64,804	9,586

Bulamu Healthcare International Statement of Financial Position

FYE December 31, 2016 & 2017

	2016	2017
Assets		
Cash and Equivalents	59,159	69,458
Prepaid Expenses	0	3,970
Equipment	6,543	2,325
Prepaid Rent	0	618
Total Assets	65,702	77,231
Liabilities		
Accounts Payable	0	1,943
Total Liabilities	0	1,943
Net Assets	65,702	75,288
Beginning of Period	897	65,702
End of Period	65,702	75,288
Change in Net Assets	64,805	9,586

Bulamu Program Expense, 2017



Looking Forward. Bulamu strengthened our organization in 2017 by assembling an 8-member Advisory Council that includes doctors, nurses, and NGO executives with extensive experience in providing services to African countries. With their counsel, the Board of Directors has approved an aggressive budget that will treat 65,000 patients in 2018, a 90% increase. We will operate six medical camps and open a second Women's Health Clinic in cooperation with another Ugandan government hospital. In November 2017, we announced the **\$125,000 Jim Balassone Memorial Challenge Fund** that will match gifts from individual donors in 2018. To achieve our planned growth, we will also need to find new funding sources from foundations, civic groups, churches, and government agencies. Thank you for your support. The people of Uganda welcome the contribution we are making to their healthcare delivery system!



The Bulamu Vision

Our Mission:

To provide primary healthcare to the families of rural Uganda.

Our Core Values:

- 1. Healthcare is a human right:** Operate with the underlying belief that access to professional healthcare is a basic human right that should be available to all people, everywhere.
- 2. Local solutions:** Build in-country organizational strength in Africa that can provide continuity of patient care between camps and ultimately operate independently of foreign help.
- 3. Operational excellence:** Develop the most cost-effective model for providing needed health services and deliver them with continuously improving operational excellence.
- 4. Culture of caring:** Create an organizational culture that puts the patient first, is consistently caring, turns no one in need away, and attracts dedicated associates committed to our mission.
- 5. Information drives us:** Use information technology to collect patient health data, track outcomes, facilitate follow-up care and prove the efficacy of our activities.
- 6. Evolve toward sustainability:** Leverage our weeklong medical camp model in moving toward economic sustainability by working effectively with partner organizations and government institutions.
- 7. Spiritual health:** Provide faith-based counseling as a component in the process of acceptance, treatment, and recovery from disease.
- 8. Do the right thing:** Operate according to our Code of Ethics that stresses always doing the right thing, without compromise.