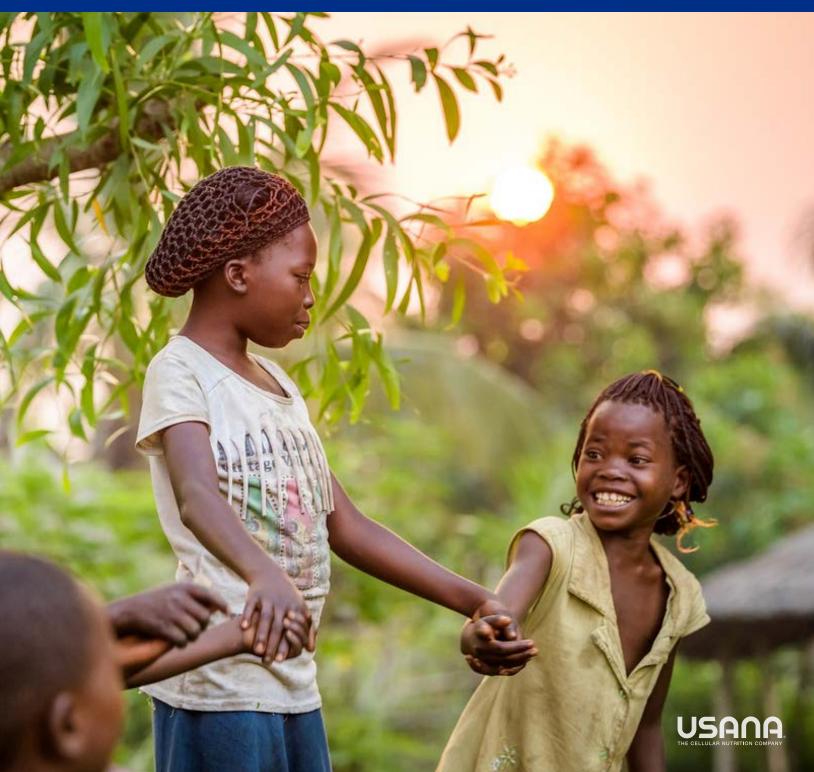


2018 ANNUAL REPORT









About Us

The USANA True Health Foundation was created by USANA Health Sciences, Inc.—a global nutrition company based in Salt Lake City, Utah. As the corporate charitable foundation of USANA, we are dedicated to building a community of employees, Associates, and customers who can make a lasting difference in the lives of children and families worldwide.

Giving Back

We take USANA's vision of creating the healthiest family on earth to heart. Proper food and good nutrition are the building blocks for a healthy life. That is our mission—to provide food and nutrition to impoverished children and families, ensuring they can reach their fullest potential.

How We Do It

USANA manufactures worldclass nutritional products, and Associates sell USANA's products through a process called direct selling. This unique business opportunity gives our Associates the freedom to grow their own business, their way. And because our family of Associates truly cares about living a healthy lifestyle, they seek to share that health with others by donating to our Foundation and by giving back in their own communities. Thanks to our generous Associates and USANA employees, we are able to feed so many families.



Our mission—to provide food and nutrition to impoverished children and families, ensuring they can reach their fullest potential.

100 Percent

All administrative and fundraising costs are covered by USANA. Every dollar the USANA True Health Foundation receives goes to charitable purposes. You can trust your dollar will make a real difference.



0% Administrative and Fundraising

\$1 Donated = 4 Nutritious Meals

In 2018, the USANA True Health Foundation raised US \$2,330,588 to assist hundreds of thousands of people around the globe. In the hands of the Foundation, each dollar makes a world of difference to someone in need.

Thanks to our partnerships, every dollar that goes toward the FoodPak program, provides four healthy meals to hungry children around the world. No donation is too small one meal creates hope.

Over 300,000 Meals Assembled at International Convention

Once again, the USANA True Health Foundation hosted a successful FoodPak drive at International Convention. This year we packed over 300,000 meals—the most food ever packed at Convention! The Foundation also raised a record \$370,000. Dr. Wentz then matched this with his own donation. bringing it to a total of \$740,000—a number that far surpassed our goal.

We're thankful for the many Associates and USANA employees who took time out of their busy schedules to pitch in and pack boxes of food. We also received help from Dr. Mehmet Oz, Emmy Award-winning host of The Dr. Oz Show, Dr. Wentz and his wife Prudence, and many elite athletes.

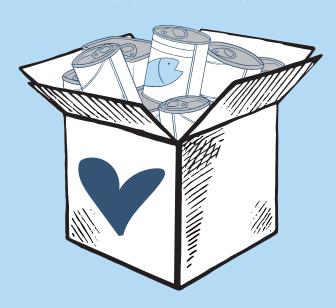
With all of these efforts combined, we provided over 3 million meals to children in Haiti who lost their parents in the earthquakes or hurricanes that have struck the island in the past years.



With your help, we provided over 3 million meals to children in Haiti who lost their parents in earthquakes or hurricanes.

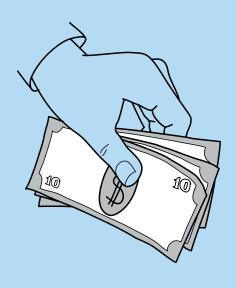
Your Donation Makes an Impact Made possible through Children's Hunger Fund

1 FoodPak Box









Champions for Change 5k Run/Walk

Continuing tradition, the 2018 Champions for Change 5K Run/Walk was a monumental success. Two thousand passionate Associates woke up bright and early to run for an important cause and raised over \$47,000. Record poor air quality due to local wildfires caused the event to be moved indoors for safety. Although a bit hectic, our USANA family made the best of it.

Even Dr. Oz laced up his shoes to join the runners. The 5K was a successful event, and everyone left the race with a smile. Even more important, the money raised benefited families all over the world.









The USANA True Health Ambassador Award

This year, the USANA True Health Foundation presented a special honor—the USANA True Health Ambassador Award. This award recognizes Associates who tirelessly share and live the THF's mission. They support our cause through donations, organizing and leading service activities within their communities, and encouraging others to follow their example.

Please join us in congratulating our 2018 winners! Ranell Blanco & Jonalyn Maureen Chu **Tess Joson Inumerable Helen Song & Fabien Ghys Anthony Ang & Tina Li** Dr. Sumedh & Nuchapan Mahad **Natalie Dion & Denis Poulin** Sam Wei Liang Daniela Muñoz **Simone Edwards Zhang Baowen**





Cambodia Service Trip

USANA Associates offered service at a medical center—sponsored by Dr. Wentz himself—in the heart of Cambodia earlier this year.

A sobering visit to the Killing Fields and the S21 Museum started the trip. Associates gained a broader perspective of their history and of the hardships many Cambodians face daily. Armed with this insight, all were energized and ready to travel to the medical center to offer as much help as possible. For two days they visited with children who anxiously awaited their annual checkups. Three Associates, trained as medical professionals in their countries, even assisted the medical team.

A day was spent painting a church, home to 15 orphaned children. 106 of these church homes found in and around Phnom Penh are supported by our partners FCOP International and Children's Hunger Fund.

"The children we encountered taught us to love in the most unconditional way," said Tess Inumerable, a USANA Associate. "My challenges in life are nothing compared to what they are going through every day in their lives. They made me think the world can be a happy place if you just give your love and not ask for anything in return."



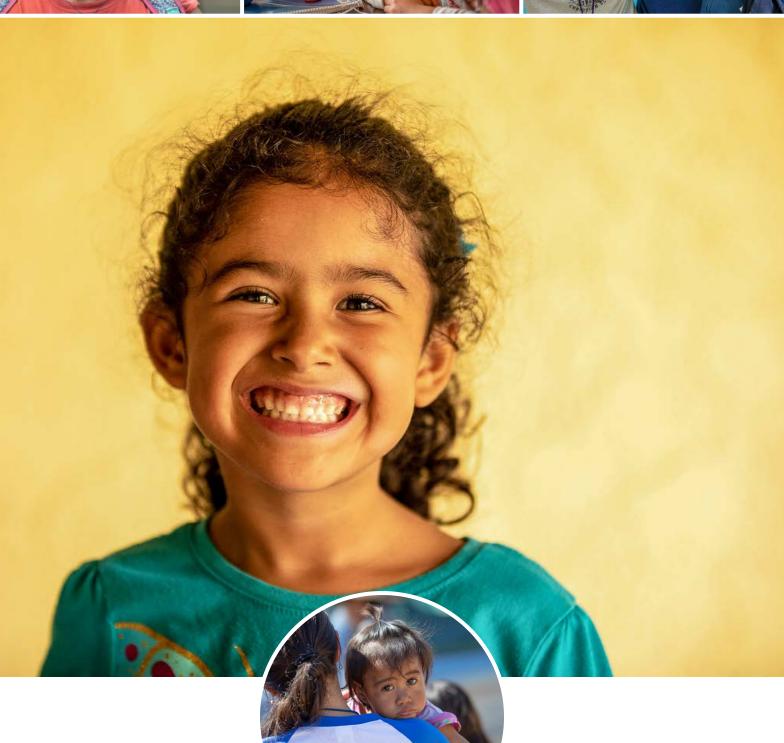
Associates: Tess Inumerable, Helen Song, Fabien Ghys, Nathaniel Sunio, Ranell Blanco, Jonalyn Blanco, Marc Cruz, Christine Hawono, Hendra Purwalaksana, Myra Elen Sulistio, Maureen Chu, Dr. Sumedh Mahad, Natphanthacha Chaisiriruchirada, Brian Paul, Keng Hean Ng











Mexico Service Trip

In Baja, Mexico, lies a beautiful mission and orphanage, Foundation for His Ministry. It's a loving, healthy environment for the children who live there—a stark contrast to the poverty-stricken communities that surround it.

Each year, the USANA True Health Foundation visits this mission, donating resources to support this vital sanctuary. There were 25 USANA Associates and employees who assisted the mission's learning and rehabilitation centers this year, cleaning the premises and playing with the children.

Associates also traveled to the surrounding community to support and uplift the people there.

They focused on sustainability programs, food distribution, and visiting struggling families. It's a great opportunity for the THF to check on the programs it supports and spread awareness of the area's needs. But, what matters most, are the lives touched and the lessons learned.

"The dynamic of each trip is different, but the result is always the same," says Eric Davies, manager of THF donor engagement. "We all come back feeling more determined to serve and to give real support to the communities we visit through regular and planned donations. It really is an awesome experience for everyone involved."



Associates: Meyranie Rinfret, Kitty Zhao, Pamela Maltais, Jason Ling, Engracia Chaves Munoz, Estefania Rocha Chavez, Armando Cabalerro Tate, Hector Cristiany, Helma Saucedo Lastra, Heriberto Fabian Jimenez, Jordanna Brown, Dave Gregersen, Brian Paul, Hayden Paul, Ella Paul, Eric Davies, Constance Canon, Luna Ledezma, Juan Reynoso











Rwanda Service Trip

In 1994, Rwanda was devastated by civil war and genocide. The people still bear the many scars of this unspeakable tragedy. But their love, willingness to forgive, and effort to reunify was a great inspiration for the USANA Associates who served there this year.

Twelve Associates from Hong Kong, Malaysia, Canada, and the United States offered their time to visit families, hear their stories, and bring them much-needed food. One woman shared the story of how she barely had the means to raise her own children after her husband abandoned them, yet she took in three other children who had no home of their own.

A highlight of the trip was attending the grand opening of the Wentz Prenatal and Child

Development Center, where both Dr. Wentz and Prudence were in attendance.

The trip ended with a day spent painting a church and visiting a school where children are given a quality education thanks to the support of monthly donors. These Associates also donated to support local projects led by Dan Macuga, USANA's chief marketing and communications officer.

"I am so encouraged by the USANA family and their commitment to making a lasting difference in the lives of people all over the world," said Brian Paul, president of the USANA True Health Foundation. "They worked hard and did whatever it took to give back to the people of Rwanda. Both their lives and ours will forever be changed."



Associates: Lindsay Shwab, Ren Nong, Jaden Chong, Anthony Ang, Tina Li, Wei Liang, Sufi Chang, Chen Chengzong, Jennifer Wang, Ada Chai, Jeff Ng, Rebecca Chai, Dan Macuga, Amy Macuga, Brian Paul, Hayden Paul





Small Decisions, Simple Acts, Change the World

The impact of even one decision can be life-changing.

wo years ago, I decided to accompany my mother on a USANA True Health Foundation service trip. We traveled to San Vicente, Mexico and dedicated an entire week to serving people in need. Through this experience, I began to understand the real purpose of my life is to serve others. And when we, as a community, rally behind a common objective, the world can be a better place.

Inspired by this trip, I became an ambassador for the USANA True Health Foundation. From the comfort of my own home, I began to contribute in simple acts like donating through my Auto Order, giving food and water to dogs in the streets, and making sandwiches for the homeless.

I helped a shelter for children and adults who have down syndrome or autism organize a project to have daily visitors. This made a huge difference, as the residents felt more connected with their community. I deeply cherished each moment. During this year of service, it was incredible to associate with others who have the same goal—to be a voice for the needy. The more I gave, the more I wanted to serve and share my experiences.

Today, many people are hesitant to openly discuss mental health issues. It's time for this to change. Inclusion is an important topic. By asking questions and studying the research, we will be informed on its impact on society and be ready to help.

I invite you to make a difference in your community. Start with your closest friends and family to find ways to create a positive change. You simply don't know how far your actions will reach when you choose to become an agent of change in the world.

With love, Daniela Muñoz



KE!

Our Impact Across the World

UNITED STATES

Packed with Care

Hunger surrounds us, and we seldom realize it. In the Salt Lake Valley, one in five kids goes home to an empty pantry. So, in 2018, the USANA True Health Foundation decided to combat local hunger by teaming up with Kids Eat—a local charity. More than 170 employees helped fill backpacks with food. They were then donated to schools and shelters across the valley.

"I love that we work at a company that cares about people, and I'm more than happy to help out," says Alisa Hunsaker, USANA's manager of digital content. "I consider myself lucky to have the life I live. It would be selfish of me not to do what I can for those who weren't given the opportunities I was."

Calming the Storm

In 2018, the United States was struck by several natural disasters. Among these were Hurricanes Florence and Michael that hit North Carolina and Florida. With many displaced and seeking help, the USANA True Health Foundation stepped in.

For those impacted by Hurricane Florence the THF joined forces with Convoy of Hope. Together, they provided 5.400 meals to victims.

In Florida, with the help of our trusted partner International Relief Teams, truckloads of food were provided to the evacuees and \$40,000 was donated to help victims get back on their feet.

Other Projects

This past year, the THF has continued to help families throughout the country. Thanks to our partnership with Children's Hunger Fund, we set a new record by donating 500,000 meals to the inner cities of Chicago, Los Angeles, San Antonio, Atlanta, and Dallas.





#USANA Estancia DIE %

Our Impact Across the World

CANADA

Traditional Nutrition

Nutrition is linked to all dimensions of health and culture. That's why the USANA True Health Foundation continues to partner with Canadian Feed the Children (CFTC) to advance food security within indigenous communities. Both the THF and the CFTC realize providing food isn't enough. They also strive to create lasting solutions by empowering the indigenous communities to become selfsufficient. Our efforts focus on these areas:

- A community garden that involves both children and adults
- Roots to Tables provides local produce for more homes and school lunch menus
- Food preservation classes
- Gardening workshops
- Traditional foods added to the school lunch menu
- Youth cooking classes taught during school
- Community Harvest Feast
- Boxes of produce delivered to the elderly

MEXICO

Meals and Miracles

It's difficult to imagine a life without clean water, fresh food, and knowing where to look for your next meal. But this is a reality for many, and children are among those who suffer most. For the fourth straight year, the USANA True Health Foundation has teamed up with the orphanage Foundation for His Ministry to provide a year's worth of fruits, vegetables, clean water, and Usanimals[™] to 90 children.

The Foundation has also supported the opening of a daycare center and will cover all meals for the next year. These incredible projects are only possible due to the generous donations provided by many of you here at USANA. We are so grateful for our worldwide family that is so willing to give back.



Our Impact Across the World

AUSTRALIA

Sending Care to the Congo

Conflict and poverty are pushing many people of the Democratic Republic of Congo (DRC) into desperation. Children and families have been forced from their homes, leaving behind food and shelter. Due to unharvested crops and scarce resources, food insecurity has increased by 75 percent. In response, the THF and Associates in Australia are teaming up with SurfAid and World Vision to help these displaced individuals. With support from the USANA family and continued donations, we can provide new opportunities for those suffering in the DRC.

The Banana Program

Bananas are the number one commodity in Australian supermarkets. They're tasty, high in nutrition, and children love them. But many must go without. That's why the USANA THF has partnered with the Australian Foodbank and Far North Queensland farmers to provide thousands of nutritious bananas to children.

In 2019, we will be expanding our partnership with the Australian Foodbank to help provide meals to remote Australian regions affected by drought. We look forward to this relationship growing as we help Australian children get the food and nutrition they deserve.





Our Impact Across the World

INDONESIA

The Beauty of Learning

Nias is a beautiful island located off the western coast of Indonesia. It's known worldwide. especially by surfers, for its beautiful beaches and breathtaking waves. However, Nias ranks among the poorest areas in Indonesia. Many children lack basic needs like clean water, sanitation, and adequate nutrition. The USANA True Health Foundation and Indonesian Associates have teamed up with SurfAid to change this. Together, we work across 37 villages to secure year-round access to food for 30,498 locals. The THF has contributed \$25,000 to jumpstart complementary health education activities, address food insecurity, and increase household incomes.

Some of these projects include:

- Parenting education classes
- Nutritional education classes
- Financial advising
- Small business development training
- Small grants to start businesses

PHILIPPINES

A Helping Hand to Helping Land

Helping Land, one of Manila's most neglected communities, desperately needs a helping hand. The streets of this community are filled with garbage and waste. The common meal is "pagpag" (leftover food scavenged out of garbage bags). Children in the area have no choice but to live in this dangerous and unhealthy environment. The USANA True Health Foundation has teamed up with Project Pearls to take action. Associates and employees in the Philippines are making a difference by donating 2,400 meals to help 300 kids each month. You can see the smiles created by our USANA Philippines family as they deliver food and serve the community around them.



Our Impact Across the World

CHINA

A Brighter Future

Recent studies show nearly half of students living in rural China are not eating three meals each day.

Many of them do not receive the nutrition they need to grow healthy and focus in school.

The China Foundation for Poverty Alleviation (CFPA) has worked tirelessly for nearly a decade to give these children the food, nutrition, medical care, and education they deserve. In 2018, the USANA True Health Foundation continued its partnership with the CFPA by providing 150 heart surgeries to children in need. Since 2016, 400 heart surgeries have been performed in total.

For years, the THF has also been raising money to help families in China as they struggle with disease and poverty. In 2018, the total amount raised passed \$1,700,000. This has been used to help 400 children receive food, health care, a better education, and a brighter future.

Due to the many, generous contributions through the THF, USANA BabyCare Ltd. received the Most Socially Responsible Enterprise Award and China Poverty Alleviation Ambassador Award. All this success is made possible because of our amazing Associates in China, thousands of other volunteers, and your helpful support.

In 2019, the THF is dedicated to providing 300,000 meals to 1,600 beneficiaries in China across the Guangxi, Yunnan, and Xinjiang provinces. Our presence in China is growing and with time and support we will impact an untold number of lives.









USANA True Health Foundation Ambassador Program

USANA True Health Foundation Ambassadors are USANA Associates who go above and beyond to make a difference in the world. They serve as official representatives of the THF in the communities they serve and donate regularly to support our mission of providing children and families with proper food and nutrition.

You can become a THF Ambassador by:

- Signing up on the THF website
- Serving locally
- Sharing THF content on your social media
- Attending service trips

We'd like to give a special thanks to our 2018 THF Ambassadors:

Natalie Dion & Denis Poulin





"Come and Get Your Peanut Butter Milk!"

Ocean winds gently sweep in from the west, and the harsh sun's heat ripples up from the sheet metal roofs of shacks and cinderblock huts. Vincente Gurerrero—a small, humble colonia—lies in the San Quintin Valley of Baja, California. To the north and south are farmers' fields and to the east are desert hills littered with the ruins of colonial-era missions.

Constance Stubbs sits in the backseat of a large, white van as it slowly makes its way down the dirt streets of Vincente Guerrero's most impoverished neighborhood. She's worked at USANA as a customer service representative for over two years, and in 2018 she was given this opportunity to travel to Mexico with some Associates on a USANA True Health Foundation service trip.

Every dozen yards or so, a woman eagerly leans out the open passenger-seat window and yells in Spanish, "Come and get your peanut butter milk! Come and get it!" Children, their interest caught, peek out from doors and windows. Slowly a small group gathers, walking and skipping behind the van as it trundles along. The road opens to a dusty soccer field near the center of town and the van stops alongside in the scarce shade of some tall trees.

Constance steps out into the sunlight where she and the Associates mix sweet and salty peanut butter into tall cups of cold milk. The cluster of children wait excitedly as they each receive their cup of peanut butter milk.

They spend a moment laughing and playing with Constance and the Associates as they gulp down the delicious drink. The Associates also hand out coloring books, toys, and other gifts to the kids as they play, tease, and visit with one another. The blazing sun continues to beat down, but nobody is thirsty, and no one seems to care.

Constance had already spent a few days in Vicente Guerrero, visiting families in need, handing out food, and helping at the nearby orphanage. But of all these moments, this is the one she holds on to most. Children in need, laughing under the hot, desert sun, playing with their new toys, and drinking their peanut butter milk.







\$50,000 Donors Lucas Lim and Jane Leow

\$20,000 Donor

Frank Fernandes

"The USANA True Health Foundation has taught us about sharing, giving, and serving. The lessons and experiences we've had with them have shaped us to be more humble, grateful, and to have a kinder, more positive outlook on life and humanity. We've witnessed human suffering, but also been given the opportunity to lessen that suffering through many activities and initiatives. Through all this, we've learned a lot and pledge to lead our team to reach out to those in need and make a difference in the world." -Lucas Lim

\$5,000 Donors

Ivy Chan

Diana Fawver Camie Marney

Drew Marney

Lynn Vieyra

\$1,000 Donors

Aimee Allen Dana Alloway Patti Anderson Karen Arth Damon Austring Shawn Bayliss **Shirley Benton** Charles Berlin Gary Bratz Loren McCall-Campbell Ah Ni Chai

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\$500 Donors

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Majid Mokhbery Peng Heng Teo Tom Mulhern Bill Huang

Lindsay Schwab Bill & Dawn Schultz Margherita Scott Harvey Sellers Paul Sharpe Cheryl Sheehan Debbie Smith Rebecca Spath Martha Spinler Lydia Tepper

Rosemarie Uyeda Anne Vigeant Susan Waitley



Our Partners

- Children's Hunger Fund
- Kids Eat
- Neighborhood House
- International Relief Teams
- World Vision
- Convoy of Hope
- SurfAid
- The Australian Foodbank
- KidsCan
- Cornerstone Ministries
- Project Pearls
- Foundation for His Ministry
- Faith Works Enterprise
- Canadian Feed the Children
- ZOE
- Rise Against Hunger

Participate Today

If you'd like to support our mission, you can sign up for monthly donations through your Auto Order. It's quick, easy, and most important of all, it makes a world of difference to those in need. You can also donate or find opportunities to serv through our website www.usanafoundation.org.



Total Support and Contributions

(In US dollars)

THF—Area of Greatest Need: \$647,076.93 Children's Hunger Fund: \$1,262,659.74

Usanimals™: \$420,852

Total THF Contributions: \$2,330,588

Charitable Grants

THF—Area of Greatest Need: \$220,000 Children's Hunger Fund: \$1,260,391

Usanimals™: \$420,852

Total Charitable Grants: \$1,901,243

Expenses: \$0*

Net Assets: \$1,375,284

*USANA Health Sciences covers all administrative costs for the Foundation.

USANA True Health Foundation Board Members

- Brian Paul, Board President
- Joshua Foukas, Secretary and Treasurer
- Denis Waitley, Board Member
- · Dave Gregersen, Board Member

Staff Members

- Brian Paul, President
- Ayugi Ntambwe-Kalala, Senior Manager of Programs
- Eric Davies, Donor Engagement Manager
- Silvia Vowles, Administrative Coordinator
- Brittney Howell, Communications Specialist

USANA True Health Foundation 3838 West Parkway Blvd., 1st Floor Salt Lake City, UT 84120

801-954-7309 customerservice@usanafoundation.org



USANA True Health Foundations Around the World

USANA True Health (Honk Kong) Foundation, Ltd.

5/F, Sino Plaza, 255-257 Gloucester Road Causeway Bay, Hong Kong

USANA True Health Foundation Limited and USANA True Health Foundation Public Ancillary Fund

3 Hudson Avenue

Castle Hills, New South Wales, 2154, Australia

USANA True Health Association

S.A.S., 118 Avenue des Champs-Elysees 75008, Paris, France

USANA True Health Foundation Charitable Trust

The Law Offices of Kensington Swan 89 The Terrace Wellington, 6011, New Zealand

UHS True Health, Inc.

24th Floor, Tower 1, the Enterprise Center 6766 Ayala Avenue Corner Paseo de Roxas Makati City, Philippines 1226

USANA Canada

13353 Commerce Parkway, Suite 2118 Richmond, British Columbia V6V 3A1

USANA Health Sciences Indonesia

Menara Jamsostek South Tower 14th Floor Jalan Gatot Subroto Kay 38 Jakarta 12710 Indonesia

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