

# HOPE

WINTER 2021

*Quarterly*

## 2020 ANNUAL — —REPORT



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WINTER 2021

# HOPE

*Quarterly*

2020 ANNUAL REPORT EDITION

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**Hope Quarterly**

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**On the Cover:** One of the tens of thousands of children Convoy of Hope feeds in Haiti every school day through the Children's Feeding initiative.

**Photographer:** Jess Heugel

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# *Together, Let's Move Forward*

**So** many people are trying to leave 2020 behind, and I can't say I blame them. It's been a year of unexpected tragedy and incredible challenge. But as we move forward, let's not leave behind the lessons we've learned during this season.

I've learned, for instance, that people will always find a way to band together and help one another during times of great difficulty. I've seen this in the way volunteers have shown up to help out their neighbors and through friends and partners who have given sacrificially to make a difference for people they may never meet.

This past year, I've also seen the importance of leaning in when logic and self-preservation tell you to retreat.

We began the "10 Million Meals" initiative because we knew we had to do something; we set a lofty goal and got to work, responding and getting ready for the responses around the corner. Before we knew it, 10 million became 50 million, and 50 million became 200 million. As we stepped out in faith, partners like you stepped up and made this record-setting response possible.

I will never forget the generosity and resiliency of the human spirit displayed during 2020. As we move into this new year, preparing for what's next, let's not forget all that we can accomplish when we work together.



*Hal Donaldson*  
Hal Donaldson  
President





## Convoy of Hope rated among top US charities

Convoy of Hope has been included on Forbes' 2020 list of "America's Top Charities" and Good Housekeeping's "The 50 Best Charities to Give to Right Now" list.

In 2019, Convoy of Hope ranked 82nd on this list. Since then, we have increased our standing to 75th out of more than 1.5 million nonprofit organizations registered in the United States. Forbes assesses nonprofit organizations based on charitable commitment and fundraising efficiency, among other qualitative factors. Convoy of Hope received high marks in both categories.

Good Housekeeping recognized Convoy of Hope for our fight against the pandemic.

## NFL players distribute relief before Super Bowl LV

Convoy of Hope held a distribution event at Tropicana Field the day before Super Bowl LV. The event received support from several NFL familiars, such as former New York Jets player Earl Christy, former Buccaneers player Michael Clayton, and Buccaneers punter Bradley Pinion's wife, Kaeleigh, all of whom stepped in to volunteer.

"This weekend is obviously a big weekend for me and my family, with my husband playing in the Super Bowl tomorrow," Kaeleigh said. "But this has just been a really cool opportunity for me to bring some of my friends out here to partner with Convoy of Hope and to give back and really kind of flip the script about what's important during Super Bowl weekend."

Convoy of Hope provided more than 3,400 bags of groceries, 1,000 pairs of kids shoes, and 2,000 pairs of socks. The event was made possible by Convoy Nation, a group that allows individuals in the entertainment, entrepreneurial, and sports worlds to bring kindness and help to those in need.





## 200 million meals distributed in response to COVID-19

We are pleased to announce that Convoy of Hope has distributed more than 200 million meals in response to COVID-19. We couldn't have made it this far without the kindness and coordination of our supporters, partners, volunteers, and staff.

“On behalf of the children and families who have received help and seen their hope restored — thank you,” said Hal Donaldson, President of Convoy of Hope. “We’ve seen firsthand how every meal is offering real help.”

Convoy of Hope is filled with gratitude for the help and support we’ve received along the way. This milestone is an important one, and we couldn’t have reached it without your partnership.

## New chair named to Convoy of Hope Foundation

Andrew Covington is the new chair of the Convoy of Hope Foundation. He currently serves as Chief of Staff for The Dufresne Spencer Group (Ashley Furniture).

Prior to his time at Ashley Furniture, Andrew’s career highlights include successful stints in the pharmaceutical, commercial real estate, television, and radio industries. Andrew and his wife, Tammy, have been Convoy of Hope volunteers, generous supporters, and advocates since 2011.



**Joel & Julia A'Bell**  
Regional Leaders – Oceania

## Convoy of Hope Australia has remarkable first year

In its first full year of operation, Convoy of Hope Australia has responded to some of the worst natural disasters in the country’s history. Record-setting bushfires tore through the South Coast early in 2020. And, like the rest of the world, the country addressed all of these issues while contending with the COVID-19 pandemic.

Joel A’Bell, Convoy of Hope’s Regional Leader in Oceania, said, “The word often used to describe 2020 is unprecedented. Mostly because the whole world has been tragically affected at the same time. Perhaps it could also be used to describe the possibilities — of coming together, working together, and seeing hope multiplied.”

After the wildfires, Convoy of Hope Australia identified a need for restoring people’s gardens and community recreation spaces. The Australia team partnered with some 450 students across 38 local schools to grow 11,500 plants. With additional help from more than 50 churches and partners, we served 1,000+ households in 11 communities.

Convoy of Hope Australia also served a strategic role in 2020 as we responded to disasters in the region.



# YEAR IN REVIEW





**COVID-19  
RESPONSE  
IN 2020**

**200M+**  
Meals distributed  
worldwide

**48**  
States served  
& Washington, D.C.

**32**  
Countries served



**U.S. RESPONSE**  
(including COVID-19)

**4,573,084**  
Individuals served

**1,664**  
Volunteers

**10,429**  
Volunteer hours



**IN**  
**2020...**

**387,241**

**Children Fed  
Each School Day**



**26,841**  
**Women & Girls  
Empowered**

**15,351**  
**Participants  
Trained in  
Agriculture**





21  
Program  
Countries



163,701,445  
People Served Since 1994



2,127  
Program  
Centers  
Worldwide

**Disaster Services in 2020**

26	36
U.S. Responses	International Responses

*\*Responses include natural disasters, humanitarian crises & COVID-19 response.*



# SUPPLY CHAIN







**DISTRIBUTION  
IN 2020**

**\$284 million+**  
Worth of product  
distributed (wholesale)

**407**  
Containers shipped  
internationally



**TRANSPORTATION  
IN 2020**

**2 million+**  
Miles driven by  
truck drivers

**2,284**  
Total transportation  
shipments









# RESPONDING AND READY

More than 200 million meals provided at points of distribution

**N**edra was unemployed and homeless when she arrived at Convoy of Hope's point of distribution (POD) in Roswell, Georgia, at the height of 2020's pandemic. That day, she received food and other necessities to help her get back on her feet. She later volunteered at another POD event, joyfully telling the team she had been hired

at two jobs and had found a place to live.

For Nedra, Convoy of Hope's timely help put her back on the right track. "It was a real turning point in my life," she said.

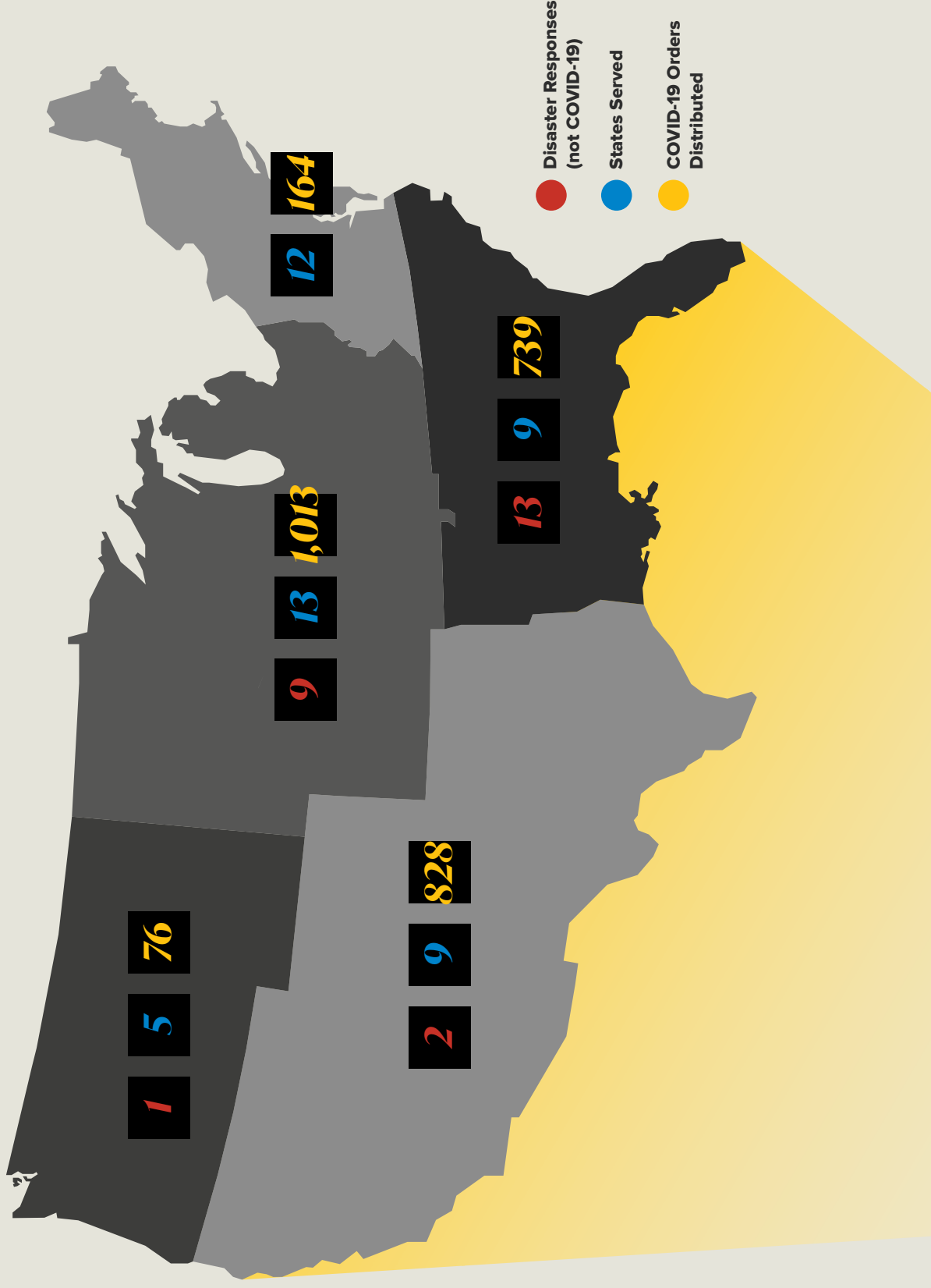
Andrea and Tom came to a POD in Evansville, Indiana. "We're on Social Security," Andrea told a volunteer.

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# 2020


## U.S. Activity by Region

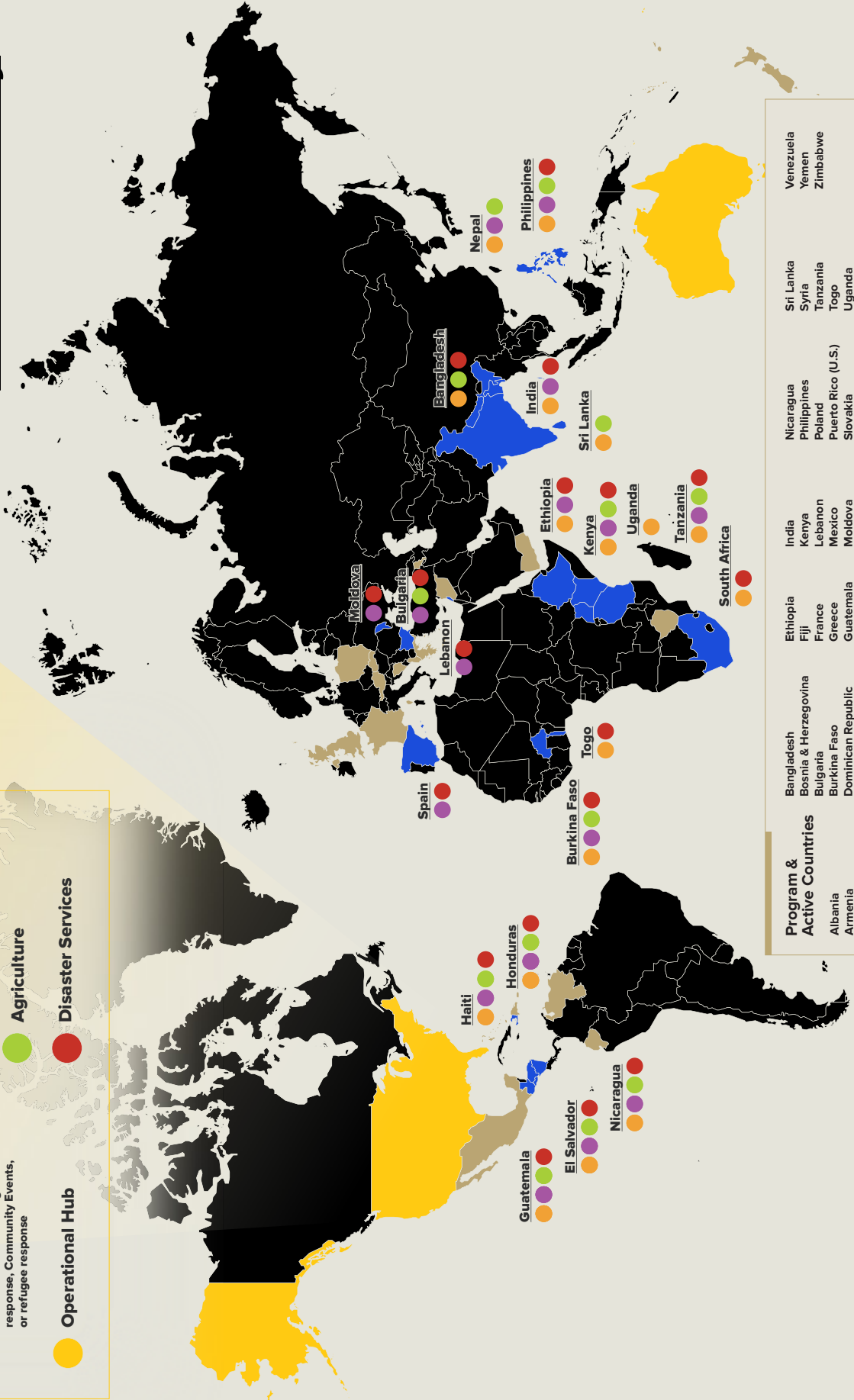


# 2020

## Global Activity

### MAP LEGEND

-  **Program Country**  
Countries with established, ongoing programming
-  **Children's Feeding**
-  **Women's Empowerment**
-  **Agriculture**
-  **Disaster Services**
-  **Active Country**  
Countries served through disaster response, Community Events, or refugee response
-  **Operational Hub**



Program & Active Countries	Children's Feeding	Women's Empowerment	Agriculture	Disaster Services
Albania				
Armenia				
Austria				
Bahamas				
Bangladesh				
Bosnia & Herzegovina				
Bulgaria				
Burkina Faso				
Dominican Republic				
Ecuador				
El Salvador				
Ethiopia				
Fiji				
France				
Greece				
Guatemala				
Haiti				
Honduras				
India				
Kenya				
Lebanon				
Mexico				
Moldova				
Nepal				
New Zealand				
Nicaragua				
Philippines				
Poland				
Puerto Rico (U.S.)				
Slovakia				
South Africa				
Spain				
Sri Lanka				
Syria				
Tanzania				
Togo				
Uganda				
United Kingdom				
Vanuatu				
Venezuela				
Yemen				
Zimbabwe				





Thanks to visionary donors, more than 200 million meals have now been given to people in need.

*continued from page 13*

“So we pay our bills and try to make ends meet, but we struggle two and a half to three weeks each month.” They gratefully accepted several bags of groceries and other necessities.

For many like Nedra and Andrea, PODs represent hope.

“The point of distribution model has long been used in disaster response,” says Stacy Lamb, Convoy of Hope’s Senior Director of U.S. Disaster Services. “We helped train churches, businesses, and other community groups to use that approach when the pandemic made more traditional community gatherings impossible. The response was remarkable.”

In the spring of 2020, Convoy of Hope announced a goal of distributing 10 million meals across the U.S. in response to COVID-19. The drive-through or walk-through approach was central to the project. Thanks to visionary donors, more than 200 million meals have now been given to people in need nationally and around the world. Convoy of Hope’s pandemic response was in addition to its continuing Children’s Feeding initiative in 17 countries.

“It feels horrible to have a hole inside your belly and not be able to fill it,” Daniel, 14, a child engaged in our Children’s Feeding program, told a Convoy of Hope team member through an interpreter.



More than 387,000 children receive nutritious meals every school day. Convoy of Hope is looking ahead with the goal of feeding 1 million children by 2030.



Daniel's community in Guatemala was hard hit by COVID-19. Both his parents lost their jobs and numbers of friends and relatives succumbed to the coronavirus. "Sometimes, because we had almost no money, we hardly ate," he said. "Thank God, we had a full meal, thanks to you at Convoy of Hope."

"When the pandemic closed down schools, a school-based feeding program with more than 387,000 children worldwide could have come to a halt," says Heath Adamson, Convoy of Hope's Vice President of Global Program.

"But, country after country, the Convoy of Hope team did whatever was necessary to feed the children and provide emergency supplies to thousands of families impacted by COVID-19. We have never stopped. The work is ongoing."

More than 387,000 children receive nutritious meals every school day. Convoy of Hope is looking ahead with the goal of feeding 1 million children by 2030. That goal will be reached one child at a time, even as PODs across the U.S. and internationally reach one honored guest at a time. ●



A young boy with dark hair and a bright smile is seated at a table. He is wearing a black t-shirt with a teal graphic that includes the letters 'JK'. On the table in front of him is a white plate of food, possibly rice and meat, and a clear plastic bag. The background is slightly blurred, showing what appears to be a dining area with other tables and chairs.

**FEED** *the* **WORLD**  
**AND THEY'LL KEEP**  
**CHANGING IT**





CONVOY.ORG/HQ21



Your gift enables us to help where most needed.

## MAKE A DONATION

HQ0321

### GIFT AMOUNT

### BECOME A MONTHLY DONOR

\$ \_\_\_\_\_

- \$25
- \$50
- \_\_\_\_\_

- Credit Card  Cash  Check  Stocks  Property
- I'd like to include Convoy of Hope in my estate plans.

### CONTACT INFORMATION

Name \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_

Phone \_\_\_\_\_ ZIP \_\_\_\_\_

Mobile \_\_\_\_\_

Email \_\_\_\_\_

### CREDIT CARD INFORMATION



Credit Card # \_\_\_\_\_

Expiration Date \_\_\_\_/\_\_\_\_/\_\_\_\_ Security Code \_\_\_\_

Name on Card \_\_\_\_\_

Signature \_\_\_\_\_

- I would like to learn more about the Hope Society.
- I would like to receive mobile updates from Convoy of Hope.\*

\*Message frequency may vary. Message & Data rates may apply. Reply STOP to 68828 to cancel.

Donate online at [convoy.org/hq21](http://convoy.org/hq21)

Thank you for your generosity. All gifts are tax-deductible as allowed by law.

Please make checks payable to:  
**CONVOY OF HOPE**  
P.O. Box 1125  
Springfield, MO 65801

Percentage Policy: At Convoy of Hope, accountability and transparency are an integral part of everything we do. From every purpose restricted donation, Convoy of Hope's Independent Board of Directors may allocate between 12 percent and 20 percent of that donation to cover its administrative and fundraising costs. If restricted donations exceed the need of the crisis, the capacity to respond to a crisis and/or when local conditions prevent effective assistance, Convoy of Hope's Independent Board of Directors may allocate these funds to other worthy projects that help Convoy of Hope fulfill its global mission of helping children and families in need. A copy of Convoy of Hope's annual audited financial statement is available at [convoyofhope.org/financials](http://convoyofhope.org/financials).

#### State Nonprofit Disclosures

Certain states require written disclosures for nonprofit organizations soliciting contributions. Individual state disclosures are listed here. Florida: A copy of the official registration and financial information may be obtained from the division of consumer services by calling toll-free, within the state, 1-800-435-7352 (800-HELP-FLA), or visiting [www.FloridaConsumerHelp.com](http://www.FloridaConsumerHelp.com). Registration does not imply endorsement, approval, or recommendation by the state. Florida Registration #CH23220. Georgia: A full and fair description of our programs and our financial statement summary is available at <https://www.convoyofhope.org/about/financials> or upon request at 417-823-8998. Maryland: For the cost of copies and postage, from the Office of the Secretary of State, State House, Annapolis, MD 21401. Mississippi: The official registration and financial information of Convoy of Hope may be obtained from the Mississippi Secretary of State's office by calling 1-888-236-6167. Registration by the Secretary of State does not imply endorsement. Nevada: Contributions may be tax deductible pursuant to the provisions of sec. 170(c) of the Internal Revenue Code of 1986, 26 U.S.C. 170(c). New Jersey: Information filed with the attorney general concerning this charitable solicitation and the percentage of contributions received by the charity during the last reporting period that were dedicated to the charitable purpose may be obtained from the Attorney General of the State of New Jersey by calling (973) 504-6215 and is available on the internet at [www.state.nj.us/lps/ca/charfirm.htm](http://www.state.nj.us/lps/ca/charfirm.htm). Registration with the attorney general does not imply endorsement. New York: Upon request, from the Attorney General's Charities Bureau, 28 Liberty Street, New York, NY 10005, 1-212-416-8686 or [www.charitiesnys.com](http://www.charitiesnys.com). North Carolina: Financial information about this organization and a copy of its license are available from the State Solicitation Licensing Branch at 1-919-814-5400. The license is not an endorsement by the state. Pennsylvania: The official registration and financial information of Convoy of Hope may be obtained from the Pennsylvania Department of State by calling toll-free, within Pennsylvania, 1-800-732-0999. Virginia: From the State Office of Consumer Affairs in the Department of Agriculture and Consumer Affairs, P.O. Box 1163, Richmond, VA 23218. Washington: From the Secretary of State at 1-800-332-4483 or <http://www.sos.wa.gov/charities/>. West Virginia: West Virginia residents may obtain a summary of the registration and financial documents from the Secretary of State, State Capitol, Charleston, WV 25305. Wisconsin: A financial statement of the charitable organization disclosing assets, liabilities, fund balances, revenue and expenses for the preceding fiscal year will be provided to any person upon request. Registration with a state agency does not constitute or imply endorsement, approval or recommendation by that state.







# LEARN

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# CONVOY



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## Disaster Services

Convoy of Hope's Disaster Services team is consistently among the first to respond to disasters at home and around the world. Highly regarded for our scalable response and distribution model, we utilize our eight international warehouses, four domestic warehouses, a specialized disaster response fleet, and a highly trained team of staff and volunteers to respond to disasters quickly and effectively.

## Children's Feeding

We believe children are essential members of their communities. As future leaders, they'll have the opportunity to one day bring positive change to their countries by breaking the cycles of poverty and hunger. We use regular meals in schools and access to clean drinking water as starting points to build and support thriving communities.

## Agriculture

Food security transforms communities by lifting people out of dependence on others for their daily sustenance. Through this program, we equip vulnerable farmers and their families with the skills, tools, and seeds to produce life-sustaining crops. Local farmers harvest many meals each year for our Children's Feeding program, which simultaneously generates income for them.

## Rural Compassion Initiative

Poverty and hunger have gained a devastating edge in America's rural communities. Through this initiative, we resource, empower, and partner with rural churches through training, mentoring, and coaching. We believe their increased presence and partnership with local leaders help strengthen and enrich their communities.

## Women's Empowerment

When women are given the opportunity to generate income, it impacts the economic standing of their families and communities. We partner with women to help develop sustainable resources which they can leverage to make more strategic, independent life choices.

## Community Events

Communities are the heart of counties, states, and nations. Convoy of Hope is committed to working with local volunteers, businesses, agencies, churches, and organizations who believe in building stronger communities through generosity and kindness. At our Community Events, we partner with such entities to provide free groceries, health and dental screenings, haircuts, family portraits, veterans services, hot meals, career service training, and much more to those who may not have the means to access these resources themselves.





*Join the*  
**HOPE SOCIETY**

When you include Convoy of Hope in your will or trust, you create a legacy of hope for millions of people and join us in securing the futures of those we serve. If you have an interest in creating an innovative legacy plan or including Convoy of Hope in your future plans, please contact Mary Vogen at [mvogen@convoyofhope.org](mailto:mvogen@convoyofhope.org).



[convoy.org/hopesociety](http://convoy.org/hopesociety)













# Partnership Makes the Difference

Without the support of our incredible partners, Convoy of Hope would cease to exist. We're humbled every year by the generosity of those who stand with us, and last year was no exception. We'd like to thank all of our partners for their commitment to alleviating poverty and supplying hope to the world.





NEW DISTRIBUTION CENTER  
COMING 2021

NEW DISTRIBUTION CENTER  
COMING 2021



# PROGRESS!

Since its inception in 1994, Convoy of Hope has been asking the same question: “How do we help more people?” In other words, “How do we multiply hope?” That question led us to one conclusion — it was time to expand our capacity.

Our present World Distribution Center, based in Springfield, Missouri, was purchased by a local corporation in 2020. **That opened the door for Convoy of Hope to build a new facility that will more than triple our capacity.**

The new facility’s **250,000 square feet** will create needed space for Convoy of Hope to feed more children around the world, provide more emergency supplies in times of disaster, and use state-of-the-art technology to train volunteers.

Located at the convergence of two highways, the new facility will open in 2021.





**Gifts-In-Kind** (Donated food and supplies)**2020 Total**

2016	2017	2018	2019	\$ <b>284M</b>
\$107.5M	\$117.3M	\$128.8M	\$140.5M	

**Contributions & Other Receipts****2020 Total**

2016	2017	2018	2019	\$ <b>84.8M</b>
\$31.9M	\$60.7M	\$51.2M	\$59.7M	

**Total Revenue****2020 Total**

**\$368.8M\***

2016	2017	2018	2019
\$139.4M	\$178M	\$180M	\$200.2M

*\*2020 contributions include donations from our COVID-19 response and major disasters.*



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[convoyofhope.org](http://convoyofhope.org)

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# *Join the* HOPE SOCIETY

“I know Convoy of Hope will continue to do good in this world,  
and being part of that makes me feel like I am giving back.”

—Susan Brown Matsumoto, Hope Society Member



CONVOY OF  
HOPE  
HOPE SOCIETY

For more information, visit  
[convoy.org/hopesociety](http://convoy.org/hopesociety)